



July 2021

The Independent NEWSLETTER

FROM THE PRESIDENT

Dear Members,

Summer 2021 is upon us and looks much different than summer 2020. Most of us are on the move once again--and thankfully so. I look forward to serving as your President alongside President-Elect Peter Schifrin, Secretary/Treasurer John Henderson, Immediate Past President Joel Moore, and Executive Director Sheri Csom. Thank you, Dave Hausch, for your service on the board and all you have done and continue to do for the association. Job well done, you are appreciated!

I look to the future, as we all anticipate our 2021-2022 NAIIA year and reconnect at our September conference in Hilton Head, SC. What a joyous time that will be, to hug and see our friends in person, absent the Zoom computer screen. Our NAIIA leadership unexpectedly took on a two year role, serving their term from 2019 to 2021. Together with our RVPs and Sheri Csom, we pressed forward to continue the goals of NAIIA: promoting the brand; promoting our member firms; providing membership value; and growing the association. These efforts will continue during my term as president. Even with remote work, we accomplished so much! We completed the new website, which includes the newly created

SAVE THE DATE:



**NAIIA National Conference
September 13 - 16, 2021
The Westin Hilton Head
Island Resort and Spa
Hilton Head, SC**

Registration is now open!

[View the Registration Brochure](#)



**2021 Eastern Regional
Meeting September 15, 2021
The Westin Hilton Head
Island Resort & Spa
Hilton Head, SC**

Membership Management system. We are now able to offer members health insurance benefits. Appraisal/Umpire classes were completed for all five regions, with one being added at our conference in Hilton Head (don't forget to register). There is so much more in the works so stay tuned.

In this newsletter, you will find great information about how NAIIA is working for you, including an update on our new Legislative Committee. You'll also read about news from our partners and members, NAIIA member benefits, webinar opportunities, and so much more.

Reflecting on my past, I think about how I got to this station of my career and the many, many people that helped me along the way. NAIIA members and friendships have been such an important part of my life. I have personally talked with and met so many of our NAIIA members and formed invaluable friendships along the way. Please, if we have not met, reach out to me. I look forward to seeing and talking to as many of our members as I can this next year. I very much welcome serving as your 2021-2022 President as we Reconnect, Promote, and Grow NAIIA. Thank you! See you all in Hilton Head in September!

Sincerely,

Cathy Hester, 2021-2022 NAIIA President
CJ Hester

*Immediately following the
National Membership Meeting*



**Mid-States Regional Meeting
October 13 - 15, 2021
Embassy Suites Chicago -
Downtown
Chicago, IL**

NAIIA Member News

Primeco Claims Group Director Selected as Finalist for the CLM Award



Primeco Claims Group is very proud to announce Preston Stoeck, Primeco Director of Operations, has been chosen as a finalist in the Young Industry Professional category for the CLM Professionals of the Year Award. Advancing as a finalist is an honor and testament to his passion and commitment to the industry and the CLM.

The CLM 2021 Annual Conference will be held August 11-13, 2021 in Atlanta, Georgia.

Share Your Member News!

Do you have news you want to share? Let us know so we can include it in our quarterly newsletters! Please send your members news to admin@naiia.com.

Mark your calendar: Upcoming events & webinars

PRLB Claims Conference Webinar Series, July 8 - July 22

NAIIA is proud to be a sponsor of the PRLB Claims Conference Webinar Series, taking place Thursday, July 8 - Thursday, July 22! Expand your educational horizons by attending your choice of up to 30 webinars from the convenience of your home/office.

Continuing Education Credit is available - check the website for the current list of approved webinars and how to submit for CE credit.

See website for full schedule and more details by following the link below.

[LEARN MORE & REGISTER ONLINE](#)

The Skyline Group Webinar Series, July 22

How Much Is Enough? Part 2: “Valuation of a Personal Injury with a View toward Fair and Equitable Settlement” will discuss life care plans and how to establish an equitable valuation for settlement, as well as strategies for structuring that settlement.

This one hour webinar will take place on Thursday, July 22, 2021, 4 p.m. EST.

Presenters include: Don Engels, Ringler Associates; John E. Kocke, Director of Billing, MKC Medical Management; Karl Weisheit, EVP - Director of Litigation, Lowers Forensics International; and moderator Victor Hertz, President & CEO, Legal Language Services

[LEARN MORE & REGISTER ONLINE](#)

2021 CLM Conference - August 11 - 13

The CLM Annual Conference is the premier annual event for professionals in the claims and litigation management industries. The Conference is a tremendous mix of interactive educational sessions and fun networking events. Participants can select from more than 100 collaborative educational sessions focused on all facets of the industry.

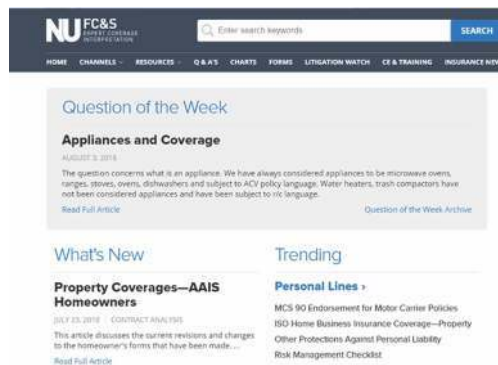
[LEARN MORE & REGISTER ONLINE](#)

Appraisal/Umpire Class at National Conference

We recently shared with you that the NAIA executive committee has decided to offer the appraisal/umpire certification class at our annual meeting at Hilton Head in September. The class will involve the appraisal process and promulgation of the NAIA approved forms.

We are having the training Wednesday, September 15th FROM 2:00 pm -4:30 pm. at The Westin Hilton Head Island Resort & Spa. The cost of the certification is \$200.00. Read the full details on the [recent NAIA email](#).

Subscription Discount for NAIA Members



The NAIA is proud to announce that we will continue to offer a discount on the **FC&S Expert Coverage Interpretation**.

The subscription is \$115 per user which is a significant savings for our members. The cost for the first subscriber is usually \$1,200, with each additional subscriber being \$200. ¹_{SEP} The **FC&S Expert Coverage**

Interpretation allows you to:

- Create custom alerts to notify you of changes in relevant policies and trends,
- Easily navigate through the site making it easier to get the information you need to resolve claims quickly,
- Filter by article, discussion, analysis, and more to find the exact information you're looking for,
- Search and navigate Q&A's to find answers to your specific questions

NAIA Catastrophe Claims Registry

The NAIA is developing a **Catastrophe Claims Registry** to assist members in time of need and to be a resource for the insurance industry.

The CAT Registry will list member firms who handle catastrophe claims, including the territory they service.

We ask that member firms only list territories for which they are licensed as needed and capable of providing excellent service.

We are hopeful that member firms who in time of CAT need assistance will utilize the registry and that insurers will also avail themselves of the registry.

If you wish your firm to be listed, please complete the information form via the link that follows.

[FILL OUT THE GOOGLE FORM](#)

News from CPLIC

Whether you are new to the NAIIA, new to the industry or have been around one or both forever, here are some answers to frequent questions that will give everyone insight into CPLIC! [Read more on the NAIIA website.](#)

NAIIA Partners with KMG Services to Offer Health Insurance

If you are self-employed or an independent contractor, you now have exclusive access to IHA Health powered by Conquer. IHA Health offers a variety of specifically designed Comprehensive ACA Compliant Major Medical plans. If you are in good or reasonably good health, IHA Health is the place for you. If you have a strong relationship with your benefits broker have them contact KMG and they willing to work with them.

WHAT DOES IHA HEALTH OFFER?

- 12 Comprehensive Plans to Choose From
- ACA Compliant
- Affordable Pricing
- No Age Banded Rates
- Copays for Primary, Specialist and Urgent Care
- National PPO Network
- No Plan Lifetime Limits
- \$0 Copay Telemedicine
- and more!

This coverage is available for those in Arizona, Delaware, Georgia, Illinois, Indiana, Louisiana, Michigan, Ohio, Pennsylvania, Tennessee, and Virginia.

Learn more at the link below:

[\[Link\]](#)

LEARN MORE

All other states except Washington can learn more at this link below:

LEARN MORE

Become a CLM Fellow!

Joining NAIIA partner CLM as a Fellow is completely free, and one of the best things you can do to advance your career. Industry professionals — risk and litigation managers, insurance and claims resolution professionals, corporate/staff counsel, and service providers — are eligible to join as Fellows.

Learn more about the [CLM Fellow Benefits](#).

Legislative News

We are proud to announce the current members of our new Legislative Committee:

Chair: Barry A. Parks, Hausch & Company

Indiana: Christopher M. Davis, Davis Claims Service

Illinois: Barry A. Parks, Hausch & Company

Kentucky: John Dotson, Dotson & Associates, LLC

Oklahoma: Preston Stoeck, Primeco Claims Group

Wisconsin: William D. Marske, Associated Claim Service, Inc.

The Legislative Committee works to provide a trusted resource to our members, clients, and carrier partners for new and updated bills and laws pertaining to the insurance and claims industry and offer expert testimony to legislators.

Members: If you have an interest in joining the legislative committee, please contact Barry Parks at Barry@Hauschco.com. You can also send Legislative News to admin@naiia.com.

Member Spotlight: Apple Adjusting



Apple Adjusters, Inc.

Apple Adjusters, Inc. is a Louisiana-based independent adjusting and risk management firm founded

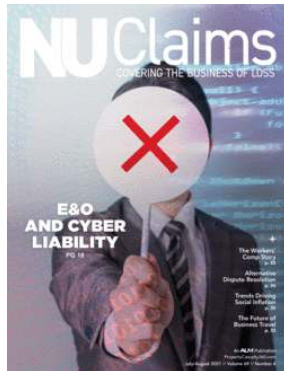
by Bill Schulenberg. The company proudly celebrated their 21st anniversary this year.

This multi-line company handles primarily commercial and residential property claims, as well as workers' compensation and liability investigations, across the entire state of Louisiana.

The mission at Apple Adjusters, Inc. is to provide clients with the most ethical, reliable, and timely services possible. Their services are provided to insurance carriers and self-insured groups from across the country and around the world - at fair and reasonable rates. They stay on the cutting edge of the latest technologies available to the claims profession and responsibly use these technologies to help reduce adjusting expenses. Learn more at www.appleadjusters.com.

Would you like to be considered for the Member Spotlight? Please let us know by sending your logo and a short business description to admin@naiia.com.

Marketing Committee Update



Claims Magazine and CLM Magazine

Be sure to check out the NAIIA ad in the July/August issue! You can find the ad on page 25.

View the [magazine online here](#).

Be on the lookout for this ad in the August issue of CLM Magazine!

Are you a member of NASP?



If you aren't a member of NASP, then maybe you should be! The NASP (National Association of Subrogation Professionals) memberships not only offer unique educational opportunities, but members also have a plethora of additional benefits, including lower conference registration rates, free webinars, access to the NASP Member Forum, a members'-only directory and an award-winning subrogation education magazine.

Learn more about [NASP](#) and the [NASP Member Benefits](#).

More Great NAIIA Member Benefits!

NAIIA members are reminded that your membership offers more benefits than just great networking, a listing in the Blue Book, and the ability to have your company listed in the on-line membership directory.

CEU.com is a continuing education provider offering professional license holders convenient, engaging and superior quality compliance training that both enhances their career development and increases productivity. They offer NAIIA members a 15% discount off the listed rate.

[Enterprise Rent A Car](#) offers members of the NAIIA a discount of 10% from any airport location and 5% from any other (in-town) location. Members need only mention account number 15A9796 when booking through 1-800-rent-a-car or [online here](#).

[Staples Advantage](#) - NAIIA has an account with Staples Advantage and NAIIA members fall under the NAIIA umbrella! The discount is based on how many products are ordered under the umbrella—so the more members who have an account under NAIIA, the bigger the discount for everyone. Our NAIIA contact person is Lee Ann Sutton, Senior Territory Account Manager, leeann.sutton@staples.com.

Welcome New Members!



Join us in welcoming two new members to our association!

[Sentinel Claims Services](#) - Aventura, FL
[Five Star Adjusting](#) - Akron, OH

Sheri Csom, NAIIA Executive Director
87 N Crooked Lake Drive, Kalamazoo, MI 49009
877-344-0624 | admin@naiia.com | www.naiia.com

Connect with us



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