

You Get Out of  
it **What You**  
Put into It.

Helping you serve your clients and grow your  
business [naiaa.com](http://naiaa.com)



October 2022

## The Independent NEWSLETTER

### FROM THE PRESIDENT

Dear Members,

As I write this article, I am three months into my term as NAIAA President. In these three months I have attended a slew of committee meetings and spoken with many members. I am thrilled to see all the great efforts being made on behalf of the association and amazed by the spirited volunteerism.

Also, as I write, Hurricane Ian has made landfall and I pray that everyone we know is safe. If a member firm needs assistance either personally or professionally and hasn't yet reached out, please do so.

Your education committee is finalizing a great lineup of speakers for the annual conference in Cape Coral next May. The committee is also overseeing implementation of the roofing class in 2023.

Your membership recruitment committee is strategizing and implementing new methods to increase membership.

Your sponsor and exhibitor committee is hard at work on redesigning the experience for sponsors and exhibitors at our events and on deciding which events the NAIAA will exhibit at. The NAIAA is already booked to

### SAVE THE DATE:



**NAIAA 2022 Mid-States  
Regional Meeting  
October 12 - 14, 2022  
Embassy Suites Indianapolis  
- Downtown  
Indianapolis, IL**



**NAIAA 2023 National  
Conference  
May 8 - 11, 2023  
The Westin Cape Coral  
Resort at Marina Village  
Cape Coral, FL**

be at [NASP in November](#) and [PLRB in March](#).

Your marketing committee is always working to advertise the association and increase branding and exposure. In these past months the committee has also designed displays and a tablecloth for future shows.

Your bylaws committee has assisted in reviewing the criteria for nomination of officers; it's not too soon to think about tossing your hat in the ring. That committee also contributed an article in this newsletter addressing our code of ethics and how we thoughtfully handle interaction between member firms and their employees.

Your legislative committee is watching developments nationwide and looking for opportunities to educate and assist our membership and the industry. The article they contributed this newsletter has some significant news on the employment relationship.

Your next generation committee (formerly named young members committee) is planning an event in Cape Coral and perhaps a virtual event sometime soon.

Finally, your strategic planning committee is regularly meeting to look at issues paramount to the success of the NAIA now and in the future.

We also conducted a member survey in the SW Region, which will be utilized in other regions. If you haven't yet responded, please do so.

My theme for this year of "You Get Out of It What You Put into It" ties into the spotlight on these committees. Each of these committees has space for a volunteer who can bring fresh ideas and energy. If you want to be involved just reach out to me or Sheri Csom.



**2023 Southwestern Region  
Annual Meeting  
February 22 - 23, 2023  
Embassy Suites at Fort Worth  
Fort Worth, TX**

Speaking of Sheri Csom, as we all know, she is the glue and the star of our association, working tirelessly to keep everything running smoothly.

I asked Sheri for a list of things that would make her job easier, and she gave me the following:

1. Member firms promoting the value of the NAIIA.
2. Member firms updating changes in their listing when they occur to ensure the website is always up to date.
3. Member firms paying their invoice after all changes have been made to ensure they are paying the correct amount.
4. Member firms responding to surveys so we can continue to improve the NAIIA.
5. Member firms attending the regional or national meetings.

If you can make Sheri's job easier, please make that effort. As to #5, if you attend a regional or annual meeting for the first time in 2023, I am confident you will see value in the association that is found from spending time with your fellow members and the educational and marketing opportunities at the meeting. If I am at the meeting and we haven't met, I'll buy you a drink.

Let me end on a somber note. The passing of Michael Hale in July was a tremendous loss to our industry and association. I was proud to represent the membership at his funeral service and to see many NAIIA members in attendance.

I am always available for any questions or comments or if you just want to say hello.

Sincerely,

**Peter Schifrin**  
**2022-2023 NAIIA President**



## Looking to hire? Check your member system!



Add motivated candidates to your team - straight from the NAIIA Member Management System!

Log in to your member portal to look for resumes today!



## Crowley Fund Scholarship

The Crowley fund was set up in memory of Tim Crowley, an employee of the ASU Group and a huge supporter of the NAIIA. The Crowley Fund was established to provide scholarships to individuals to further continue or enhance their education within the insurance industry.

Read more about the [guidelines and application process](#) for this scholarship on our website.

# Western Region Meeting Recap

The NAIIA Western Region Meeting was held October 5-6th, 2022 in Denver, Colorado. Chris Koning Western Region RVP did an outstanding job of organizing and putting together this meeting!

## Thank you to all the sponsors. Please support these vendors:

- Platinum Sponsors: **Young & Associates** for sponsoring the Top Golf event and **Biosweep** for the amazing presentation showing their expertise in the field with smoke remediation.
- Gold Sponsors: **BlueSky Restoration Contractors**, **Keystone Experts and Engineers**, and **Axis Consulting**. Thank you for also sponsoring the adult beverages at Top Golf.
- Silver Sponsors: **MKA International** and **J.S. Held**. Thank you for sharing your time with us.

The Western Region Advisory Council represented by **Amy Griggs**, Verus Specialty Insurance; **John Kelly**, SCLA, AIC, Church Mutual Insurance Company; and **Dr. Theresa Young**, California State Automobile Association, did a fantastic job with our Q& A session. Everyone enjoyed the evening reception followed by dinner at the View House.

Thank you to Chris for hosting an educational and fun-packed meeting!



*Dawn Marmaduke is shown demonstrating the many benefits of using Biosweep.*



*Thank you to our sponsors for making our meeting possible!*



*Many thanks to Young and Associates for sponsoring an exciting evening at Top Golf! Thanks also to Axis Companies for providing beverages for the night.*

**Save the Date for 2023!**

**Save the Date!**

**MEMBER**  
NATIONAL ASSOCIATION OF INDEPENDENT INSURANCE ADJUSTERS  
DEDICATED TO SERVICE

**May 8 - May 11, 2023**  
**The Westin Cape Coral | Cape Coral, FL**

**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 member news to [admin@naiia.com](mailto:admin@naiia.com).

## Legislative News



### **From the desk of our Southwest Regional Chair Preston Stoeck of Primeco Claims Group**

For more information regarding this article, feel free to contact Preston at [pstoeck@primecoclaims.com](mailto:pstoeck@primecoclaims.com).

#### **Reviewing Employee Classification and The ABC Test**

The classification of workers as either “employees” or “independent contractors” is an increasingly prominent issue that could radically shift the landscape of insurance investigations over the next decade. Changes to worker classification rules could upend the claims handling models for hundreds of insurers and claim handlers all over the country. As an industry-leading association of adjusting firms, it is incumbent on the NAIIA to understand any possible changes and (where possible) respond in a way that benefits our membership and our clients.

Read Preston's full history and summary on what this means for our industry on the [October 2022 Legislative Updates](#).

*The Legislative Committee is following this issue closely and is adding employment counsel to the committee to provide education and assistance.*

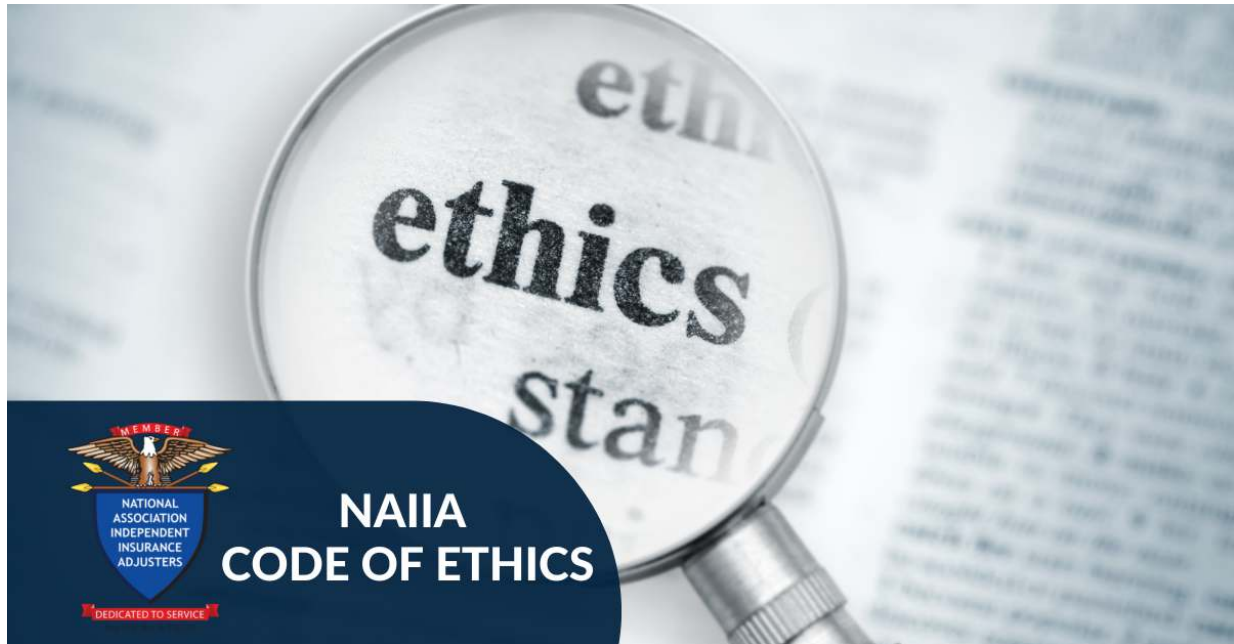
#### **From the NAIIA Legislation Committee**

[WSIA](#) has provided an outstanding and comprehensive legislative update of issues from all over the country. The September 2022 Legislative includes

news from Florida, Georgia, Maryland, California, and more. Read the full update on their [news blog](#).

If anyone would like to participate in the Legislative Committee meetings, please contact National Chair Barry Parks at [barry@hauschco.com](mailto:barry@hauschco.com).

## Constitution & Bylaws Committee Update



The National Association of Independent Insurance Adjusters (NAIIA) was established in 1937, to promote professional standards, to insure cordial working relations with one another, to promote the profession and to provide a vehicle to deal with common problems that arise in the business of handling claims for the insurance industry with the insuring public.

The standards by which the NAIIA membership comports itself is one of high moral standards, which each member has pledged to abide by as a member of the association. This is a duty that should not be treated lightly as membership in the organization sets one apart from one's peers.

[Read the full article](#) about the NAIIA Code of Ethics from member Charles J. Reilly, Jr., CPCU, RPA, CPAU, Chairman of the Constitution & By-Laws Committee.



**YOUR E&O IS OUR PRIORITY**

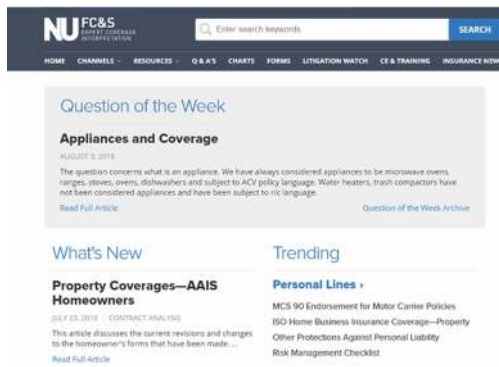
**Claim Professionals Liability Insurance Company, RRG**  
Supporting the Insurance Services Industry with Comprehensive & Cost Effective E&O and GL Insurance for the last 17 years!

**WHY SHOULD I INSURE WITH CPLIC, RRG?**

- Policies for individual start-ups to market leaders
- Risk management services at no cost
- Available Coverages:
  - Professional Liability
  - General Liability
  - Drone
  - Employment Practices
  - Cyber Liability
- Limits: \$500,000 to \$10 Million
- Tailored coverage specifically for independent adjusters, TPAs, consultants, experts, umpires and more
- Premium financing options available
- Member owned and operated
- Same day policy binding available
- Subject matter expertise and customer service second to none!

[www.cplc.net/apply](http://www.cplc.net/apply)  
Phone: 877-572-7542  
Email: [memberservices@cplc.net](mailto:memberservices@cplc.net)

## Subscription Discount for NAIIA Members



The NAIIA 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. <sup>(SEP)</sup> 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

## NAIIA Catastrophe Claims Registry

The NAIIA 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 need assistance in time of CAT events 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](#)

## **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:

[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](#).

## 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 Douglas Kellogg. You can reach him by email to [Douglas.Kellogg@Staples.com](mailto:Douglas.Kellogg@Staples.com) or by phone at 407-475-4219.

# Welcome New Members!

Join us in welcoming our newest members to NAIIA:

- Alliance Appraisal, Los Lunas, NM
- Coastal Risk Services - Lafayette, LA
- Elevate Claims - Indianapolis, IN
- Viking Adjusting & Appraisals - Manteo, NC

# This is *your*



**Need to add or update your email?  
Have industry news or tips to share?**

**Click to submit via email to [Sheri@NAIIA.com](mailto:Sheri@NAIIA.com)**

**Sheri Csom, NAIIA Executive Director**  
87 N Crooked Lake Drive, Kalamazoo, MI 49009  
877-344-0624 | [admin@naiia.com](mailto:admin@naiia.com) | [www.naiia.com](http://www.naiia.com)

Connect with us



NAIIA | 87 N Crooked Lake Drive, Kalamazoo, MI 49009

[Unsubscribe {recipient's email}](#)

[Update Profile](#) | [Constant Contact Data Notice](#)

Sent by [sheri@naiia.com](mailto:sheri@naiia.com) powered by



Try email marketing for free today!