

NAPIA BULLETIN



National Association of Public Insurance Adjusters

Fall 2009



NAIC Executive Therese Vaughan, Ph.D., delivers keynote at FPCC

INAUGURAL FIRST PARTY CLAIMS CONFERENCE IS A SUCCESS!

"Very well done – enjoyed the format" and "extremely professional and well organized" are indicative of the positive comments received following the October 26 & 27, 2009 First Party Claims Conference (FPCC) in Warwick, Rhode Island. More than two hundred and twenty property insurance claims professionals actively participated in the two day event that offered nineteen seminars (with a minimum of twelve CE credits), numerous networking activities and a keynote address by the chief executive officer of the National Association of Insurance Commissioners. And it wasn't just those involved in education sessions that thought the conference was a great experience. One vendor

wrote, "As an exhibitor, we were very happy with the placement of displays, the ample time to interface with participants and the exceptional venue. We are convinced that we will be part of FPCC for many years to come."

With regard to how participants felt about the one-hour education sessions, comments included "Great information and presentation;" "The information and material was excellent, and was well presented and organized;" "Excellent class that should have been half a day, versus one hour," and "Outstanding – great interaction. A keeper – do it again."

The conference schedule included five, hour long seminars with fifteen minute

2009 NAPIA MID-YEAR MEETING IN LAS VEGAS

This year's Mid-Year Meeting takes place December 3-5 at the Wynn Las Vegas in Las Vegas, Nevada. It opens with a 6:00 pm reception the first evening and concludes at noon on the final day.

Two hours of professional education will be presented each day. The first of three speakers Friday morning is Katherine Smith Dedrick, Esq. of Risk Assessment & Transfer International/Childress Duffy Goldblatt LLC. Her talk is called "How to Get Paid Promptly – What Buttons to Push."

The second session features Andy Plunkett, Esq., & Edward Eshoo, Esq. of Childress Duffy Goldblatt who will address

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Dr. Terri Vaughan captures the attention of a large audience at FPCC

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breaks in between on the first day, and seven one-hour sessions with breaks the second day. Breakfast and lunch were served each day in the exhibit hall (as well as all breaks). FPCC was pleased to feature Therese M. Vaughan, Ph.D., as the keynote speaker. She spoke prior to the reception held the first evening. Dr. Vaughan is responsible for all operations at the National Association of Insurance Commissioners, and serves as the organization's primary representative and chief spokesperson in Washington, DC. Reactions to her presentation included, "Very interesting and a wonderful speaker," and "She kept my interest, spoke on relevant current topics, and outlined NAIC activities that may work well going into the future."

In general, survey results following the inaugural FPCC were very positive. The hotel, location, education program and networking events were all highly rated. Everyone who submitted a survey said they would return next year.

Plans are now underway for the second annual FPCC. The proposed dates are October 17-19, 2010 at the Crowne Plaza Hotel in Warwick, RI. Details will be posted soon on www.firstpartyclaims.com.



Dick Burr, SPPA leads the FPCC session on "Ethics"

**FUTURE MEETING
SITES & DATES**

2010 INSURANCE SEMINAR

Marina Del Rey Hotel
Los Angeles, CA
March 16

2010 ANNUAL MEETING

Ojai Valley Inn & Spa
Ojai, CA
June 9-13

**2010 FIRST PARTY
CLAIMS CONFERENCE**

Crowne Plaza Hotel
Warwick, RI
October 17-19

2010 MID-YEAR MEETING

Ritz Carlton South Beach
Miami, FL
December 9-11

2011 ANNUAL MEETING

Atlantis Resort
Paradise Island, Bahamas
June 8-12

2011 MID-YEAR MEETING

Arizona Biltmore
Phoenix, AZ
December 1-3

2012 ANNUAL MEETING

The Grand Del Mar
San Diego, CA
June 20-24

2012 MID-YEAR MEETING

The Ritz Carlton
San Francisco, CA
November 29-December 1

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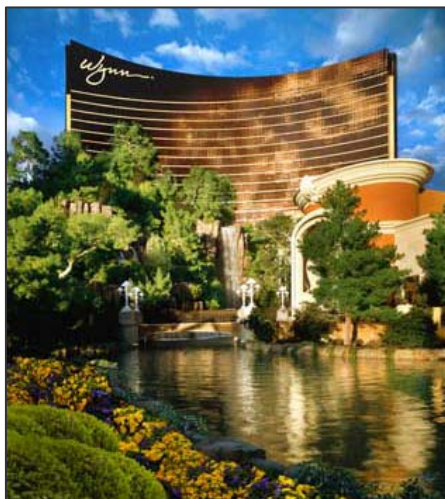
Mid-Year Meeting from page 1

“First Party Property Insurance Coverage for Chinese Drywall Claims.”

Jim Cornell, Esq. of Cornell & Pardue will preside over a two-hour panel discussion on Saturday morning entitled *“The Appraisal Casino: What Are Your Odds?”* Panel participants include Jim Beneke, SPPA, of Beneke/AI and Marc Gravely, Esq., of Gravely & Pearson LLP.

Four hours of CE credit will be awarded to attending CPPAs and SPPAs. The program has also been approved for CE credit by the various state departments of insurance.

The business agenda includes an update by NAPIA Counsel Brian Goodman, Esq. on state legal and legislative issues, as well as officer and committee reports. During the second of two evening receptions, the NAPIA Person of the Year Award will be presented to this year’s recipient – Executive Director David Barrack.



Wynn Las Vegas, site of the 2009 NAPIA Mid-Year Meeting

The “Wynn” is a luxury casino resort located on the Las Vegas Strip. The \$2.7 billion resort has earned AAA five diamond, Mobil five-star and

Michelin five-star ratings, and is considered to be one of the finest hotels in the United States. For more details about the hotel as well as dining, shopping and entertainment options, visit the Wynn website at www.wynnlasvegas.com.

Online registration for the 2009 NAPIA Mid-Year Meeting is available at www.napia.com.

NAPIA ROSTER CHANGES

NEW PUBLIC ADJUSTER MEMBER

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Madera, CA
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Auburndale, FL
[Affiliate]

For details regarding membership, visit www.napia.com and click on **Membership Information** under the **Learn About NAPIA** tab.



PRESIDENT’S MESSAGE

Drew Lucurell, Esq., SPPA

I would like to take this opportunity to congratulate the members of the First Party Claims Conference (FPCC) committee and staff for a successful event. It took a significant effort by many people to make the conference work. Since it is the association’s intent to hold the program again next year, the committee is already working on speakers and topics to match the quality of this year’s presentations. Any ideas that you may have along those lines are welcome and should be submitted to NAPIA headquarters as soon as possible. We also look forward to your participation next year as we hope to have an even greater number of attendees, exhibitors and sponsors.

Prior to the October 17-19, 2010 FPCC in Warwick, RI, other NAPIA-sponsored continuing education events include the December 3-5, 2009 Mid-Year Meeting in Las Vegas; the March 16, 2010 Insurance Seminar in Los Angeles, and the 2010 Annual Meeting in Ojai, California.

If you have not taken advantage of the NAPIA certification program, I would like to remind you that it is an excellent way to distinguish yourself from those who have not achieved the CPPA or SPPA designation. It demonstrates a level of knowledge and professionalism that can only come with the experience and the skill set necessary to successfully pass

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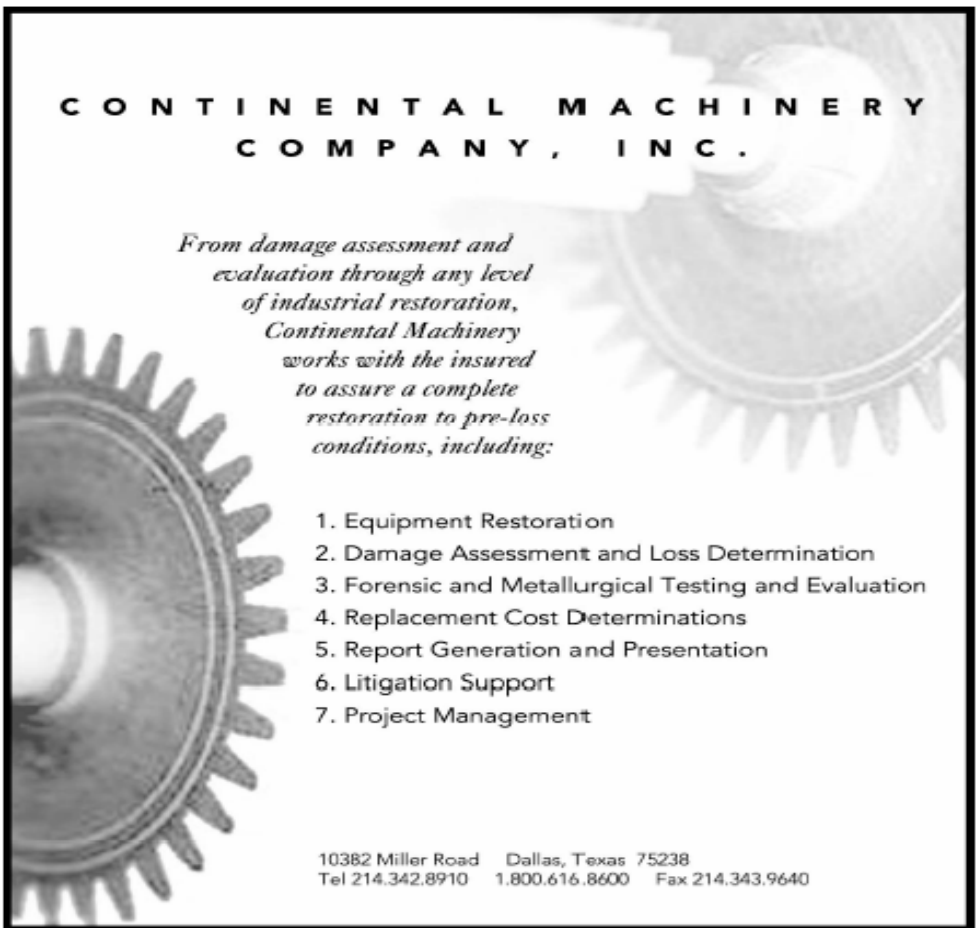
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the certification examination. Every public adjuster with at least five years experience in the industry should apply for the exam. I encourage all of you who have not done so to sign up. Further information about the program, including exam applications, can be found at www.napia.com (click on "Learn About NAPIA").

The annual solicitation for committee volunteers will be issued in December. I highly recommend that anyone interested in serving on a NAPIA committee fill out the inquiry form and return it to headquarters so we can have the benefit of your input when putting together next year's committees during our Long Range Planning Committee meeting in March.

As I said in my first message, I cannot over emphasize the importance of the outcome of the legal and legislative work is that is being done in Florida. The efforts by attorneys and others working on behalf of our profession are being funded through contributions from association members and other interested parties -- not directly by NAPIA. We need to continue supporting these efforts. I strongly encourage each of you to renew your pledge to this effort by sending a contribution to Brian Goodman's office. Our profession is being attacked by the insurance industry in Florida and any negative results are sure to eventually reach every other state in some form or fashion. For the sake of the profession and your livelihood, please act to assist these efforts.

I look forward to seeing you at the upcoming NAPIA Mid-Year Meeting in Las Vegas!



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Recent donations to the Paul Cordish Memorial Fund were made by the following firms:

- ◆ The Greenspan Company/AI in memory of Herb Gutenplan
- ◆ National Fire Adjustment Company, Inc., in memory of Myron Schwartz

Recent donations to the Will Goodman Foundation were:

- ◆ Adjusters International in memory of Herb Gutenplan
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COUNSEL'S CORNER

NAPIA Legal Counsel Brian S. Goodman, Esq.

Things remain quite busy and active on the legal, legislative and regulatory front for the association.

We are very much involved with our licensing effort in Arkansas. In November we had meetings with the Arkansas Insurance Department, Attorney General's Office and other governmental agencies in preparation for the introduction of a licensing bill before the Arkansas legislature in the next legislative session. If we are successful, Arkansas will become the 45th state to license public adjusters, and we are working hard toward this goal.

Florida remains a most active and problematic state for the public adjusting profession. We are working closely with counsel and members of the Florida Association of Public Insurance Adjusters (FAPIA) to protect the interests of the profession and our right to work unfettered in that state. This will be a long, arduous, and expensive project, but it is most important that we maintain a strong front and have an active presence in Florida. We expect significant legislative and regulatory action in the state after the first of the year, and we are working with counsel and FAPIA representatives to assure that the public adjusting profession is well represented and protected there.

We have made strides on the regulatory level to begin the process of stopping the unauthorized practice of public adjusting. I will explain this in

greater detail when I deliver my message at the upcoming Mid-Year Meeting. But this effort, which is a long-term one, is beginning to bear fruit and will hopefully succeed in stopping non-licensed individuals from practicing public adjusting in various states.

A few reminders, as always:

- (1) When hurricanes or other natural disasters hit, please be certain you are familiar with the licensing and regulatory requirements in all of the states where you do business.
- (2) Please make us aware as soon as possible of any potential problems or regulatory issues in your various states.
- (3) Feel free to contact the NAPIA board of directors, administrative staff or me with any questions you have related to public adjusting.

I look forward to seeing everyone at the Mid-Year Meeting.

NAPIA PERSON OF THE YEAR



NAPIA Executive Director David W. Barrack

David William Barrack was nominated by NAPIA's past presidents as the association's 2009 Person of the Year. A ceremony honoring him will take place December 4th during the Mid-Year Meeting in Las Vegas.

As president of Barrack Association Management (a firm managing not for profit organizations), Barrack has served as the administrator of NAPIA for twenty-seven years.

MEMBER NEWS

As of December 1, 2009 **Stephen R. Figlin, SPPA, FPPA; Nicole Figlin, SPPA,** and **Ross Figlin** have moved into the corporate offices of Young Adjustment Company, Inc. Their new address and contact information is:

900 Lenmar Drive
Blue Bell, PA 19422
Office Phones: 215-342-8514 or
215-654-6800 or 800-292-9090
Fax: 215-654-6801
E-mail addresses are:

Stephen Figlin: sfiglin@youngadjustmentcompany.com
Nicole Figlin: nfiglin@youngadjustmentcompany.com
Ross Figlin: rfiglin@youngadjustmentcompany.com
Carole Aubrey (exec. ass't.): caubrey@youngadjustmentcompany.com

The association sadly reports the recent passing of two members, **Ness Judson** of Judson & Associates in Powell, TN, and Life Member and Past President **Leonard Fortgang** in Seattle, WA.

Jonathan Berman of Berman Adjusters, Inc. in Newton, MA, recently passed the bar exam. In addition to being a licensed PA, he is now an "Esq."

NAPIA WELCOMES NEW CERTIFIED INDIVIDUALS

Diane Swerling of Swerling Milton Winnick Public Insurance Adjusters, Inc., in Wellesley Hills, MA received her Senior Professional Public Adjuster (SPPA) designation.

Joseph Welch of Quality Claims Management Corporation in Nixon, TX received his Certified Professional Public Adjuster (CPPA) designation.

Congratulations Diane and Joel!

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In 1985, Merlin Law Group Founder and President William F. "Chip" Merlin, Jr. addressed the National Association of Public Insurance Adjusters at its Annual Convention in Carmel, California. In the twenty plus years since, Merlin Law Group has proudly supported NAPIA and its membership.

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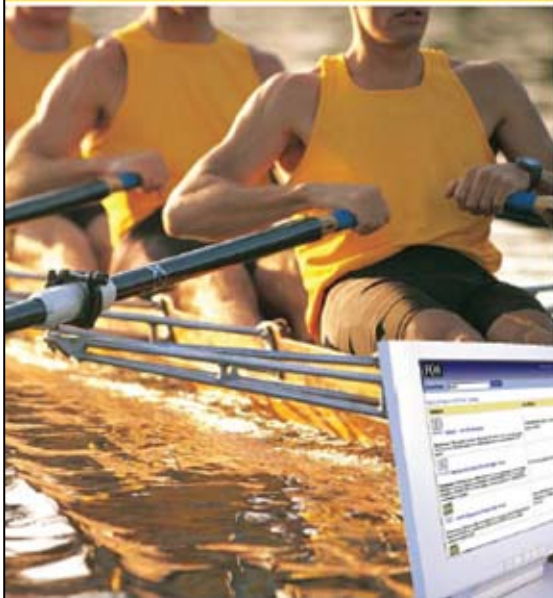
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