

# NAPIA

## Bulletin

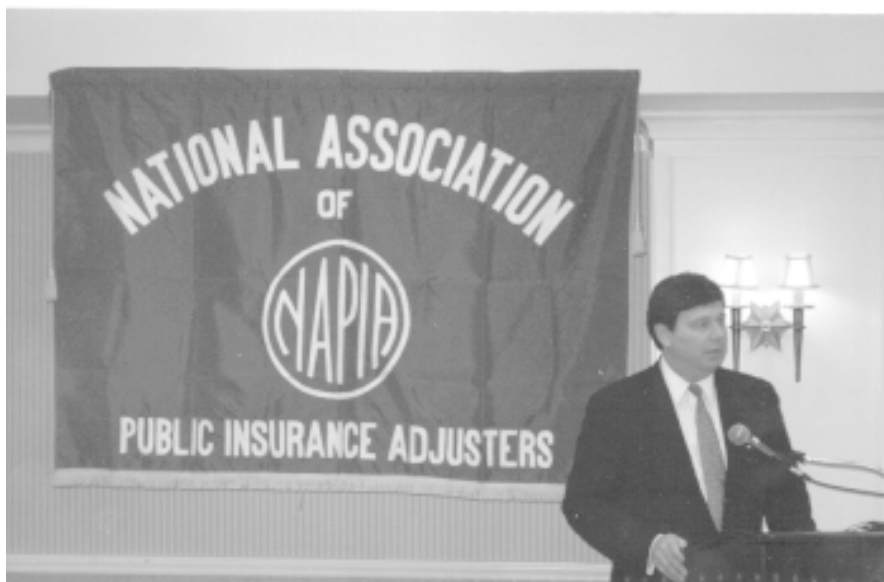


Winter 2000

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## MID-YEAR MEETING ATTENDEES HAVE A "MOUNTAIN HIGH" TIME



*Bradley Moss, Esq. addresses settlement foundation questions during his education session in Denver.*

Association members, spouses and guests arriving for the December 9-11, 1999 Mid-Year Meeting in Denver were greeted with a light snowfall that set the tone for a festive and informative winter convention. Once inside the eclectic and fashionable Hotel Monaco, site of the 1-1/2 day event, hotel guests were provided with a surprise of a different nature. A lone gold fish was delivered to each room in an unusual display of hospitality.

There was nothing unusual, however, about the schedule of professional education presented during the Mid-Year Meeting. NAPIA President Pat Bickford welcomed an overflow

audience on Friday morning, December 10, and turned the floor over to Professional Education Committee Chairman Dick Burr to introduce the day's speakers. First up was Ali Reza, Principal Engineer, Thermal Sciences, Exponent Failure Analysis Associates, who spoke about, "How to Use Technical Experts Effectively." NAPIA's own co-counsel Brian S. Goodman, Esq. of Fedder and Garten Professional Association, immediately followed Reza. Goodman's message on "Handling an Apartment Complex Loss: The Implied Co-Insured Doctrine," was so well received it was added to the program for NAPIA's

**MID-YEAR MEETING** *Continued on page 4*

## GO WEST FOR INSURANCE SEMINAR IN CA

*Seminar for insurance professionals to be held in March*

As a result of last year's successful program in California, NAPIA is once again joining with the California Association of Public Insurance Adjusters (CAPIA) to present a day of professional education for public adjusters and other insurance industry representatives. The program will be held March 8 at the Marina del Rey Hotel in Marina del Rey, CA.

Seminar speakers include attorneys Phil Pillsbury, Brian Goodman, Joel Gumbiner, Herbert Dodell and Steve Losh, plus estimating consultant Cecil Newberry. Topics cover issues such as tips on how a public adjuster should

**MARINA DEL REY** *Continued on page 3*

### AD BOOK 2000: CALLING ALL MEMORIES

NAPIA still in need of favorite memories and stories from members:  
*See President's Message, page 2.*

### ANNUAL MEETING SET IN SCENIC NEW MEXICO



La Posada de Santa Fe to host Association's 50th Annual Meeting:  
*See Annual Meeting, page 6.*

# ADVERTISERS WANTED FOR AD BOOK



*“Help us make the Ad Book a memorable historical document”*

**President Pat Bickford, SPPA**

As NAPIA's 50<sup>th</sup> anniversary quickly approaches, so does publication of Ad Book 2000. I am writing you to reiterate Ad Book Committee Chair Nicole Figlin's message in her recent letter to members: "to help us make the Ad Book a memorable historical document commemorating our association's successful 50 years of existence."

As you may recall, Nicole addressed three issues related to the production of this important document — forwarding your ad copy to headquarters, submitting your "favorite NAPIA memories" questionnaire and articles about public adjusting that you have enjoyed, and contacting your suppliers to get them to purchase ad space.

First, I want to thank all those who have signed up for an ad to be included in the 50<sup>th</sup> Anniversary Ad Book. If you purchased space but haven't submitted your ad copy, headquarters must receive all artwork soon in order for production of the book to begin. If you have not yet done so, please send camera-ready or on-disk (EPS format preferred) ad copy to Sarah-Jane Ziaya at NAPIA headquarters.

The following companies have submitted material so far:

- Adjusters International (Seattle)
- The Baldwin Company/TAG
- Berman-Swerling Adjusters/TAG
- Commonwealth Adjusters
- Fedder & Garten  
(Brian Goodman, Esq.)
- Figlin & Associates/TAG
- GMAC/RFC (Ron Reitz)

- The Goodman-Gable-Gould Company/AI
- The Greenspan Company/AI
- Jansen & Company
- Andrew K. Knox & Company
- National Fire Adjustment Company
- The PA Association of Public Ins. Adjusters (PAPIA)
- Alex N. Sill Adjustment Company
- The Adjusters Group/TAG
- Wilkofsky, Friedman, Karel & Cummins
- Woodmore Cleaners
- Young Adjustment Company, Inc.

Proceeds from Ad Book 2000 will provide needed funding for the NAPIA reserve fund and help to defer some of the expense associated with the 50<sup>th</sup> anniversary celebration in Santa Fe this June. To broaden the fundraising effort, I am soliciting your help to seek ads from your vendors. Please assist the Ad Book Committee with this project by having your vendors complete the enclosed order form and returning it with the appropriate artwork to NAPIA by March 31.

Finally, this past December David Barrack distributed a questionnaire requesting input from you about important NAPIA memories you have accumulated. Since headquarters has received few responses so far, a copy of the questionnaire is included with this newsletter. Please complete and fax the enclosed form to NAPIA: (703) 709-1036.

In past years, many members have written extraordinary articles regarding the practice of public adjusting. Publication of these articles would be a tremendous addition to the Ad Book. If you think you have an article appropriate for the occasion, send it to headquarters for consideration.

Please do not hesitate to call NAPIA staff, Nicole Figlin or myself with any questions or comments you may have relative to my message.



## A publication of the National Association of Public Insurance Adjusters Officers

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# NAPIA DEFENDER AND COUNSEL PRAISED BY LONG-TIME MEMBER BERNARD RUBACK

*The following letter was penned by NAPIA Past President Bernie Ruback, recognizing the association's esteemed Executive Director and Legal Counsel, Paul Cordish, Esq.:*

Dear Paul,

I so much enjoyed the article in the recent NAPIA Bulletin about the recognition of your 90<sup>th</sup> birthday.

How wonderful, to be recognized by an assemblage of men who you have nurtured for almost 50 years.

You are responsible for the very existence of NAPIA as it exists today, a collection of knowledgeable individuals who are involved with a constant struggle to combat forces who

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*Mr. Cordish gives "State of the Public Adjusting Profession" address to Mid-Year Meeting attendees in Denver.*

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are seeking to destroy their livelihood. You have been a very vital link in keeping this group on an even keel, coping with the competitive atmosphere among each other, and the legislative forces that are endeavoring to deny their ability to exist.

Paul, it has been quite a while since I have seen you, but my admiration for you has never waned. You are truly a gentleman to be admired.

*Bernard Ruback, CPA  
Aventura, Florida*

*Mr. Cordish, who has been with NAPIA since its humble beginning in 1950, celebrated his 90th birthday in September.*

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## INSURANCE SEMINAR

*Continued from page 1*

manage his/her file, overlooked and costly areas in investigating losses, hidden damage, overlapping areas of coverage to explore, ambiguity in policy language and claim presentation, E.U.O. and its vital significance, the implied co-insurance doctrine, appraisal, and more.

In addition to scheduled presentations, attendees will have an opportunity to compare notes and ideas with insurance industry peers. All public adjusters, company adjusters, agents, brokers, attorneys and industry consultants are encouraged to attend.

The Marina del Rey Hotel is conveniently located about five miles from the Los Angeles International Airport and offers a complimentary shuttle service for easy access to and from the airport. For details on registration fees, hotel accommodations and transportation, call NAPIA at 703/709-8254.

Continental Machinery Ad

## MID-YEAR MEETING

*Continued from page 1*

March 8, 2000 insurance seminar in Marina del Rey (Los Angeles), California. Closing out the professional education portion of the Mid-Year Meeting was a seminar entitled "When is Foundation Settlement Normal? – Claim Settlement Tactics," by Bradley K. Moss, Esq. of Mesirov, Gelman, Jaffe, Cramer & Jamison. Each of the professional education sessions were recorded on videotape and may be obtained through NAPIA headquarters (see box below for order information and a list of available videotapes).

Once the accredited portion of the program was complete (all SPPAs and CPPAs in attendance were awarded with 3 CEUs), a lively and lengthy open forum session was conducted by Burr on "Problem Solving for Residential & Commercial Claims." This is always a popular format for public adjusters to share their knowledge and learn from their peers on matters relevant to current and past losses.

Mid-Year Meeting attendees also had an opportunity to experience the



*Mid-Year Meeting attendees enjoy a hearty meal (l to r): Barry Goodman, Billy Goodman, Paul Cordish, Sylvia Cordish, Bob Sill, Brian Goodman, Randy Goodman, and Jeffrey Hill.*

celebrated Buckhorn Exchange, one of Denver's landmark eateries. Listed on the historical registry of great western dining establishments, NAPIA members, spouses and guests were escorted to a private room, complete with crooning cowboy, to enjoy a full course menu featuring a choice of steak, fish or venison. Most, however, declined to sample the mountain oysters appetizer.

According to numerous exit surveys submitted by members, spouses and guests, the program, social events, hotel and city selected for the 1999 Mid-Year Meeting were a hit. Based on the overall positive experience, Denver will merit strong consideration for another winter convention in the not too distant future.

*Richie (L) and Barry (R) Cohen visit with colleagues during dinner as everyone is serenaded by cowboy crooner Bill Barwick in the roof garden dining room of the Buckhorn Exchange.*



### EDUCATIONAL VIDEOS LIST UPDATED ON NAPIA WEBSITE

Now you can order NAPIA videos directly from the association's website! Just visit the site at [www.napia.com](http://www.napia.com), access the members only page, complete the form, print out (don't forget to sign the form if you are using a credit card) and fax to NAPIA at 703/709-1036.

The current list is also displayed on the back page of the Professional Update in this newsletter. Tapes are \$75 each; orders placed within 30 days of a seminar will receive a \$15 discount.

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*E & O Professionals Ad*

## CALL UNITED AIRLINES WHEN BOOKING TRAVEL PLANS FOR NAPIA MEETINGS

United Airlines has been selected as the official airline of NAPIA. If you or your travel agent call United's toll-free number (1-800-521-4041) and refer to Meeting ID Number 572YE when booking a flight, you will receive a 5% discount off the lowest applicable discount fare, including First Class, or a 10% discount off mid-week coach fares, purchased seven days in advance.

An additional 5% discount will apply when tickets are purchased at least 60 days in advance of your travel date. Discounts also apply on Shuttle by United and United Express. Mileage Plus members receive full credit for all miles flown.

 **UNITED**  
**AIRLINES**

NAPIA members will also receive a full 10% discount off applicable car rental rates from AVIS and Alamo when reservations are made in conjunction with ticket purchases from United Airlines.

REMEMBER to call United when making your travel plans for the March 8 NAPIA Insurance Seminar in Marina Del Rey, California

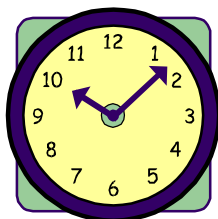
as well as the 50th Anniversary Annual Meeting, June 14-18, 2000 in Santa Fe, New Mexico.



## SAVE TIME AND \$\$\$ WITH PAYROLL AND TAX REPORTING SERVICE

NAPIA has partnered with Automatic Data Processing (ADP), an outsourced payroll-processing and tax-reporting service, to save members money, unburden human resources staff and reduce the use of accounting firms for all services except for final verification of annual tax information.

ADP calculates, files, deposits and reconciles company federal, state and local taxes — social security, medicare, FUTA...even state unemployment insurance premiums. It takes full responsibility for accuracy



and timeliness of all tax reporting, paycheck processing, direct deposit, employee attendance, 401K plan recording, check signing and stuffing assistance.

With offices throughout the nation, ADP is the largest and most accurate service of its kind (even NAPIA headquarters uses it!). NAPIA members can sign up by calling (888) ADP-3989 and providing the official identification (PIC) number, A000-275. The first month of service is free for any NAPIA member who joins.

## FUTURE SEMINARS AND CONVENTIONS

### INSURANCE SEMINAR

Marina Del Rey Hotel  
Marina Del Rey, California  
March 8, 2000

### 2000 ANNUAL MEETING

La Posada de Santa Fe  
Santa Fe, New Mexico  
June 14-18, 2000

### INSURANCE SEMINAR

Royal Sonesta Hotel (Cambridge)  
Boston, MA  
September 22, 2000

### 2000 MID-YEAR MEETING

Four Seasons Hotel  
Austin, Texas  
December 7-9, 2000

### INSURANCE SEMINAR

Los Angeles, CA  
March 2001  
(proposed)

### 2001 ANNUAL MEETING

Hotel Del Coronado  
San Diego, CA  
June 20-24, 2001



# NEW MEXICO TO PROVIDE SCENIC BACKGROUND FOR NAPIA 50TH ANNIVERSARY

*Plans underway for 50th Anniversary Celebration at La Posada de Santa Fe*

The 2000 NAPIA Annual Meeting will be held June 14-18 at La Posada de Santa Fe in Santa Fe, New Mexico. Association members, spouses and guests are invited to visit a very special place.

Santa Fe is home to historical, cultural and recreational attractions unlike any other place in the US. Visitors can explore nearby Indian cliff dwellings, ski the majestic slopes of



*Newly renovated La Posada de Santa Fe resort and spa hosts the June 14-18, 2000 Annual Meeting.*



*Rugged New Mexico countryside awaits Annual Meeting 2000 attendees.*

world-famous Taos, play golf and tennis, stroll through numerous art studios or visit the Plaza for handmade Indian jewelry and other crafts.

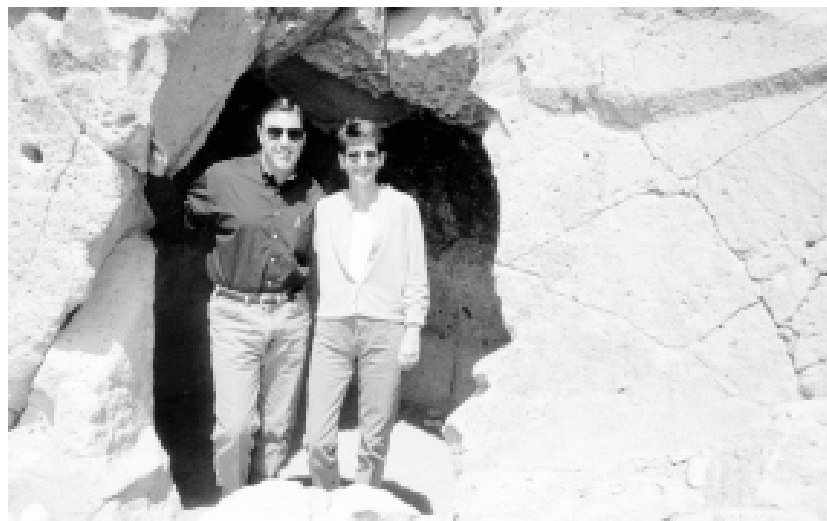
La Posada de Santa Fe is the only resort and spa located in the heart of Santa Fe's historic Plaza area. It is within a short walking distance of the famous Canyon Road, the city's "art and soul."

Having recently undergone a major renovation, the resort is now equipped with a world class spa, state of the art meeting and conference center, southwestern lounge with live entertainment, and a stylish restaurant featuring new world gourmet rotisserie fare.

Surrounded by trees and gardens, guestrooms on the seven-acre property are convenient to all meeting facilities and resort outlets. Each room is unique, and many include a fireplace.

The NAPIA Convention and Professional Education Committees are working hard to complete a program of education and social/recreational activities worthy of such an important milestone in the association's history.

Room reservation information will be issued soon followed by a full convention registration packet. So mark your calendar now for a celebration 50 years in the making – the June 14-18, 2000 NAPIA Annual Meeting at La Posada de Santa Fe in Santa Fe, NM.



*Convention planners Jim and Janet Beneke visit cave dwellings outside Santa Fe during their earlier visit to the area.*

## MEMBER NEWS

**B**erman Adjusters is pleased to announce the changing of its name to **Berman Swerling Adjusters**. The new name acknowledges the high quality public adjusting services James M. Swerling has been providing for the firm for the past five years. He is a fourth generation public adjuster, following in the tradition of his father Bert Swerling, his grandfather and great grandfather.

Bertram and Franklin Horowitz of **Claims International** and Barry and Richard Cohen (SPPAs) of **Clarke & Cohen/AI** are pleased to announce the merger of their companies in January. They now trade as **Clarke & Cohen/AI**.

The Law Office of Fedder and Garten takes pleasure in announcing that **Brian S. Goodman, Esq.**, NAPIA Co-Counsel, has joined as a shareholder. Mr. Goodman will continue his practice in general civil litigation, with an emphasis in general liability, premises liability and medical malpractice defense, and his work with NAPIA. His new firm is located at Suite 2300, Charles Center South, 36 South Charles Street, Baltimore, Maryland 21201-3177. His new phone and fax numbers are 410-539-2800 and 410-659-0543, respectively. His new e-mail address is bsg@fedgar.com.

**Kubala & Company** is proud to announce that Thomas A. Ross has been elected President of the **Texas Association of Public Insurance Adjusters (TAPIA)**.

Ron Reitz, CPPA of **Reitz and Company**, informed headquarters of a recent promotional opportunity for NAPIA and public adjusters—a radio show, hosted by prominent San Diego financial planner George Chamberlain, featured guest Ken Glickman, who is Consumer Editor of *BottomLine Personal*. Glickman's interview focused on the valuable service public insurance adjusters provide. He then referred listeners to NAPIA's website and phone number. "If you are not familiar with this publication (*BottomLine*), you

should be," notes Reitz. "It is geared toward executives, investors and business owners, and is distributed worldwide." Visit the publication's website at [www.bottomlinepersonal.com](http://www.bottomlinepersonal.com) to learn more. *As a side-note to Reitz's comments, NAPIA has also been included in two past issues of "The BottomLine Personal" magazine, and responded to many inquiries from prospective clients by sending them a free copy of NAPIA's "The Professional Public Insurance Adjuster..." brochure.*

**The Steven A. Rosen Company** announces the addition of new Associate member Marc Turok.

Marvin Milton, SPPA, FPPA, of **Swerling Milton Winnick Public Insurance Adjusters**, was recently recognized for his contributions to the

Commercial Lines Industry Liaison Panel (CLILP) during 1999.

Charles R. "Dick" Tutwiler, CPCLA, president of **Charles R. Tutwiler & Associates Inc.**, was elected to serve as a director on the charter Board of Directors of the newly formed Windstorm Insurance Network at its inaugural meeting in Orlando, Florida in February. Mr. Tutwiler was also appointed co-chair of the Claims Committee at this conference, attended by over 350 insurance, legal, engineering, and other professionals whose work centers on education, training, legislative issues, and general matters pertaining to windstorm insurance and the claim practices of the Florida Windstorm Underwriters Association.

## NEW AND PENDING MEMBERS

*NAPIA recognizes the following new public adjusting company member:*

I. O. INDEPENDENT OPINION, LTD.  
Ramat-Gan, ISRAEL

*In addition, the association welcomes the following affiliate (attorney) member:*

JEAN FRANCIS NIVEN, ESQ.  
Tampa, FL

*Encourage your colleagues and suppliers to join NAPIA. The association's strength and credibility depends on the participation of its members. Call the NAPIA office at 703/709-8254 to request that a prospective member packet be sent to someone you know.*

# MEMBER ADVOCATES LOCAL PUBLIC RELATIONS EFFORTS BY NAPIA MEMBERS

New NAPIA Board Member Michael A. Miller submitted the press release below *as a sample* for other NAPIA members to use when creating their own.

The firm is working with an outside public relations consultant who creates releases and distributes them to local media. "Promoting public adjusting is a key factor in all NAPIA members' success," notes Miller. "Anything we can do to further the success of our profession is a plus for us and our local communities."

The sample press release is as follows:

## MICHAEL A. MILLER NAMED TO THE BOARD OF THE NATIONAL ASSOCIATION OF PUBLIC INSURANCE ADJUSTERS

*December, 1999-* Michael A. Miller, President of M. Miller & Son Associates, Inc., of Hillside, New Jersey, was elected to serve on the Board of Directors of the National Association of Public Insurance Adjusters (NAPIA). Miller, a member of both the New York and New Jersey Association of Public Adjusters, will serve for a term of three years, assisting the association in setting policy and providing oversight for all NAPIA programs and activities.

Established in 1950, NAPIA focuses on promoting the interests of the public insurance adjuster and the insured whom they represent. NAPIA members include more than 100 public adjusting companies across the nation that must adhere to established rules of professional conduct and ethics, as outlined by the association. To ensure that members are knowledgeable and experienced, the organization maintains a professional certification program in conjunction with continuing education.

M. Miller & Son Associates, Inc. is one of the oldest and most prominent public adjusting firms in the nation. The firm has been active in NAPIA since 1969. Founded in 1960, this third-generation family-owned company

represents the policyholder exclusively following a loss. The firm prides itself in effectively serving commercial, industrial, and residential property owners.

"It is a privilege and an honor to be elected to serve on the Board of Directors of such a prestigious organization," Miller said. "NAPIA is comprised of professional business people that conform to a rigid code of ethics. The group helps to foster goodwill between public insurance adjusters and the carriers, which is crucial to our services for policyholders."

"It is important for the public to know that there is help for them following loss and devastation," he added. "Too

many people think that they must accept whatever compensation they are offered. That is not the case, and that is where we can help."

M. Miller & Son Associates, Inc. guides its clients through the entire claims process, from finding immediate temporary housing and/or office space, to securing property clean-up, equipment rental, and more. The company handles all claims preparations. Compensation is based directly on a small percentage of the final settlement between the policyholder and the insurance company. In most cases, Miller estimates it achieves faster results and maximizes the recovery for the policyholder.

## TRADE ASSOCIATION PROVIDES SOURCE FOR INSURANCE ADVOCACY

The Alliance of American Insurers ranks among the nation's top property/casualty insurance trade associations and is recognized as a responsible voice on critical legislative and regulatory issues. The Alliance empowers its members by giving them the information and resources they need to stay abreast of important industry issues, challenges, and trends. To learn more, visit the organization's website at [www.allianceai.org](http://www.allianceai.org).

For additional suggested websites of interest to NAPIA members, visit the listing in NAPIA website's "members only" section. The site is located at [www.napia.com](http://www.napia.com). To suggest websites, e-mail coordinator Steve Figlin, SPPA, FPPA at [stevef@figlinassoc.com](mailto:stevef@figlinassoc.com).

*-submitted by Larry Berman, SPPA of Berman-Swerling Adjusters, Inc. in Mass.*

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# EXPERT PREDICTS US WILL BE BATTERED BY STORMS FOR DECADES

by Sue Anne Pressley, *Washington Post*  
Staff Writer, November 1999

William Gray, one of the country's prominent hurricane forecasters, reports that a new era of intense hurricane activity is about to unfold. Likely to be hit more than ever, he said, will be the Caribbean Islands, the East Coast of United States and the Florida peninsula.

The last intense era of hurricane activity ended in the 1960s, says Gray, when Florida and the East Coast were not nearly so extensively developed. During the relatively quiet period that stretched from 1970 to 1995, more people were lured to the shoreline, and many more homes and businesses in prime waterfront locations are in jeopardy today.

Reasons for the renewed activity involve several "climate signals" that have been reliable indicators in the past, including above average sea temperatures in the North Atlantic and above average rainfall in Africa. For the

past two busy seasons, the presence of La Nina, the mass of cold water in the eastern equatorial Pacific, has managed to keep at bay the wind shear that helps to weaken strong hurricanes.

As evidence that this new era could already be underway, Gray pointed out that during the five-year period from 1990 to 1994, there were only five major storms in the Atlantic, Caribbean and the Gulf of Mexico with wind speeds that exceeded 110 mph, or ranked as Categories 3, 4, or 5 on the Saffir-Simpson scale. During the past five seasons since then there have been 20 such storms, a fourfold increase.

No one can fault Gray's degree of accuracy, at least not for the season ending last fall. Earlier in the year he predicted there would be 14 named storms in 1999, nine of them hurricanes. Four of those hurricanes would be intense, he predicted.

The final count: 12 named storms, with eight of them qualifying as hurricanes. Five of those hurricanes were major.

Gray's predications for 2000 will be released soon.

## Y2K REPAIR TIPS SUGGESTED BY MEMBER

Here is a quick Y2K fix for low tech items like resetting VCRs, thermostats, etc. If your device will not recognize that Jan 1, 2000 is a Saturday, then program it to be 1/1/72. The date, 1/1/72, is a Saturday and 1972 is a leap year (like 2000). 2001=1973, etc.

If your device will not go back to 1972 then use 1994 (Saturday... but no leap year). But then you will have to change to 1995 on April 1 to account for the leap year (change it again in 2004).

*Good luck and Happy New Millennium,*

*Ron Papa, SPPA*

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# INSURANCE DRAFTING & POLICY BOOK A RESOURCE FOR PUBLIC ADJUSTERS

SOUTHFIELD, MI, *December 3, 1999*: Faced with growing variation in policy wordings and increasing demand for customization of policy language, insurance professionals and attorneys now are able to refer to a recently published source book for guidance.

[How to Draft and Interpret Insurance Policies](#) by Kenneth S. Wollner, JD, is the definitive work on contract language and format. The book provides policyholders, underwriters, intermediaries, claim examiners, attorneys and consultants with tools they can put to immediate use for any

type of policy. It also is a handy reference for professionals who recognize the need to enhance their abilities in the competitive insurance market. From discussions of contract interpretation principles to techniques of customizing coverage, the book is designed to take insurance professionals to the next level.

As Managing Director of Globe Midwest Risk Management, a Southfield, Mich.-based independent consulting firm, Wollner advises risk managers, insurance companies, brokers and attorneys. He has 30 years experience in drafting and interpreting

insurance policies. A former surplus-lines underwriting manager and insurance company executive, Wollner has served as an expert witness in coverage litigation before numerous state and federal courts.

*How to Draft and Interpret Insurance Policies* is available for \$185 from the publisher, Casualty Risk Publishing, (800) 862-9792. The book can be ordered by mail by sending a check payable to Casualty Risk Publishing, P.O. Box 252392, W. Bloomfield, MI 48325-2392. Questions may be directed to Robyn Gorell or Jeff Schultz at (248) 855-6777.

## LEGAL DATABASE MEETING POSTPONED UNTIL JUNE

The legal database meeting, originally scheduled for the December Mid-Year Meeting in Denver, has been rescheduled for the June Annual Meeting in New Mexico.

As you may or may not be aware, the NAPIA Board of Directors has formed a committee for the purpose of helping to establish an organization of first party insurance plaintiff's attorneys.

According to a previously published letter to members from NAPIA Past President Bill Rake, defense attorneys have already created a number of organizations that have allowed them to

share information and research which give them a significant advantage in the representation of their clients. Such an organization consisting of first party plaintiff's attorneys would be a viable response to what the defense bar has already put together. Sharing information, research, depositions, etc. would put these attorneys in a far better position to represent clients. Therefore a call has been issued for names of attorneys who primarily handle first party claims.

Referrals may be directed to the attention of David Barrack at NAPIA.

## NAPIA ONCE AGAIN OFFERS CPPA AND SPPA EXAMS

Have you ever considered taking the NAPIA Professional Certification Exam but just couldn't find the time to do it?

This June, the association once again offers members and non-members the opportunity to become a Certified Professional Public Adjuster (CPPA) or Senior Professional Public Adjuster (SPPA) by taking the exam during the 2000 Annual Meeting.

If interested in applying for the exam, contact the NAPIA office at 703/709-8254 or visit the association's website at [www.napia.com](http://www.napia.com). The site contains a page that outlines the continuing education program and comes complete with an application to complete and return to the NAPIA office. Pre-approval by the Certification Committee is required prior to sitting for the exam.

## CONGRATULATIONS TO NEW CERTIFICATION RECIPIENTS

### NEW CERTIFIED PROFESSIONAL PUBLIC ADJUSTERS (CPPAs)

Victor Beard, CPPA  
Scottsdale, AZ

Ronald Reitz, CPPA  
San Diego, CA

### NEW SENIOR PROFESSIONAL PUBLIC ADJUSTERS (SPPAs)

Drew Lucurell, SPPA  
Seattle, WA

Barry Sipe, SPPA  
Toms River, NJ

David Young, SPPA  
Mesa, AZ

## CEU CREDIT PRE-APPROVED

Two seminars offered by the Mid-Atlantic Environmental Hygiene Resource Center (MEHLC) have been pre-approved for NAPIA continuing education credit (two ceus each) for CPPAs and SPPAs by the NAPIA's Professional Certification Committee.

The two courses, both offered in Pittsburgh, Pa. are as follows:

- Controlling Chronic Moisture and Microbial Problems in Buildings and HVAC Systems - April 10 and 11
- Damage Mitigation and Building Restoration for a Healthy Indoor Environment - April 12 and 13

Both courses run from 8:30 am to 4:30 pm each day. To learn more, e-mail Chris Englund, [cenglund@ucsc.org](mailto:cenglund@ucsc.org).

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## **AD COPY ROLLING IN FOR 50TH ANNIVERSARY AD BOOK**

The National Association of Public Insurance Adjusters celebrates 50 years of service to the public adjusting profession in the year 2000. To commemorate this historic occasion, the Association will produce a publication of advertising provided by member firms and vendors to the industry. The book will contain a number of distinctive features, including information about the origins of the organization and pictures from the early years.

Advertising space is still available as follows:

- \$750 for a full inside page
- \$450 for a half inside page

To learn more about the 50th Anniversary project, view “Message from the President” on page 2. For further information about advertising rates, space and deadlines, please refer to the contract form enclosed with this newsletter or call NAPIA at (703) 709-8254.

## **BENJAMIN MICHAELS AD**