



WIND AND HAIL UPDATE

*South Carolina Wind And Hail
Underwriting Association
P. O. Box 407
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March 18, 2005
05-03

2005 WIND AND HAIL UPDATE SEMINARS

Questions, Questions, Questions on . . . 2005 Wind and Hail Update Seminars! The Association has been receiving a number of questions about the certification seminars. Please allow us to provide you with some of the more frequent questions and the answers.

When does our agency's certification expire?

The certification for all agencies expires June 30, 2005. Since there is a full quarter delay in implementing any changes, the commission impact would take place October 1, 2005.

We attended the previous set of seminars. Can we receive CE credit for the 2005 Wind and Hail Seminar?

Yes. This seminar has been filed and approved as a new course. You will receive three hours of South Carolina or North Carolina CE.

What are the certification requirements?

Agencies with 50 or fewer policies need to send at least one licensed person to a seminar. Agencies with more than fifty policies need to send two or more licensed persons to a seminar.

What if we do not certify?

You will still have full access to this facility. The only difference is that certified agencies receive 10% commission and non-certified agencies receive 5% commission.

I am exempt from CE. Why do you require me to attend?

First, we do not require you to attend. It is your option to attend.

Next, we certify agencies, not individuals. If you do not need or want CE, please send someone else.

We would like to point out that many attendees find the seminars to be extremely useful and beneficial.

Attention South Carolina Farm Bureau Agents . . . The Farm Bureau will co-host seminars on **April 22nd** for Farm Bureau Agents. Watch for a mailing from Beth Riggins. (Please excuse the wrong date mentioned in the last newsletter.)

Attention North Carolina Agents . . . The Independent Insurance Agents of North Carolina have filed and obtained approval for the seminar. See the attached flyer for the April 27th (Charlotte) and April 28th (Wilmington) seminars.

The IIANC sessions are open to any interested person.

Other Seminars . . . USAA seminars in San Antonio will be held on March 22nd. Liberty Mutual seminar in Orlando on March 30th.

Future Seminars . . . Other seminars for April, May, and June are being planned based on demand. We will be holding sessions in Myrtle Beach, Charleston, Hilton Head, Columbia, and Greenville.

Questions About the Seminars??? . . . Please contact one of our underwriters.

SEE YOU IN CLASS!