WE WANT NAMES!

It's that time of year, we are looking for nominations for this year's Insurance Professional of the Year Award Winner. We need your nominees by Wednesday, April 26th (a week from today).

Please email us your suggestions for winners including why you think the person would be a good choice

(Nominations continued page 2)
NOMINATIONS, Continued

If you have a copy of the nominee's CV or a profile of him or her please feel free to include that as well.

Each year the award is presented to a person who demonstrates leadership and exemplifies those qualities that engender understanding of and respect for the insurance industry. The specific criteria for the winner is that he or she

Has earned the respect and affection of the insurance community; and
Is recognized as hardworking, public-spirited, and trustworthy.

Ultimately, the winner is decided by a committee comprised of a cross section of the industry but they rely very heavily on the nominations we've received.

Don't miss your chance to have a voice in who will be this year's Insurance Professional of the Year, email today!

ANNUAL FUND UPDATE

Letters soliciting for the Annual Fund went out in December and the response has been phenomenal. We are nearly half way to our goal of $125,000 with two months left to go. We hope if you haven't given already, you'll consider giving now so we can reach that goal.

When we wrote in December we mentioned several initiatives that the annual fund enables. One project was creating an online catalog. As you will see later in the newsletter. We have officially unveiled the catalog, making it easier to search much of our collection. By donating to our organization, you reinvest in your industry.

We especially want to thank those individuals and organizations listed below who have supported our work!

(Annual Fund continued page 3)
ANNUAL FUND UPDATE

Platinum Donors ($5,000 and Above)
Safety Insurance Company

Gold Donors ($2,500-$4,999)
Aon
Arthur J. Gallagher & Co.
Atlantic Charter Insurance Company
Mr. Adam Devine
Eastern Insurance Group
Liberty Mutual Insurance Company
Malecki Deimling Nielander & Associates
Nancy Z. Bender Insurance Agency
Norfolk & Dedham Mutual Fire Insurance Company
Quincy Mutual Fire Insurance Company

Silver Donors ($1,000-$2,499)
The Andover Companies
Arrow Mutual Liability Insurance Company
Francis E. Provencher Insurance Agency
Gen Re
H.R. Hatch Insurance Agency
Massachusetts Property Insurance Underwriters Association
Mr. & Mrs. Stephen J. Paris
Mr. Christopher Schenck
Thomas Black Insurance Agency
Vermont Mutual Insurance Company

Bronze Donors ($500-$999)
Albert Risk Management Consultants
Allied World Assurance Company
ARS Restoration Specialists
B.R. Alexander & Co. Inc.
Cabot Risk Strategies
Central Mutual Insurance Company
Mr. Michael Christian
Melick & Porter, LLP
Narragansett Bay Insurance Company
Northstar Insurance Services
Robert Hughes Associates Inc.
Rogers & Gray Insurance Agency
Sloane & Walsh
Soucy Insurance Agency
Sprague Operating Resources LLC
Spring Consulting Group LLC

Friends of The Library (Any Amount)
Acadia Insurance Group
Agency Checklists
Allston Insurance Agency, Inc.
Aloisi & Aloisi
Anchor Financial Insurance Group, Inc.
Benevento Insurance Agency, Inc.
Boston Chapter CPCU
Boston Insurance Brokerage, Inc.
Boxborough Insurance Agency
Mr. D. Peter Brennan
Mr. Richard W. Brewer
Burl Danial Associates
Christo-Tyrrell Insurance Agency, Inc.
Mr. Fred Coryell
Mr. Ronald Demerjian
Dwight Rudd & Company Insurance
Elliot Whittier Insurance Services
Francis J. LaRovere Insurance Agency, Inc.
Francis M. Walley Insurance Agency, Inc.
Fred C. Church, Inc.
Gaudette Insurance Agency, Inc.
Gilbert Insurance Agency, Inc
H.J. Wiseman Insurance Agency
Hassett & Donnelly, P.C.
Mr. Charles C. Hewitt, III
Mr. William F. Hofmann, III
James J. Dowd and Sons Insurance Agency, Inc.
Koundakjian & Company, PC
Mr. E. Donald Lewis
Licata Risk Advisors
Lynn & Lynn Public Insurance Adjusters, Inc.
Morse Insurance Agency, Inc.
Multi-Line Insurance Agency
Mr. Paul Oberlander
Peter Rossetti Insurance Agency, Inc.
Risman Insurance Agency, Inc.
RL Tennant Insurance Agency
Soucy Insurance Agency
Standard Publishing Corporation
Tarpey Insurance Group, Inc.
TLJ Partners
Wedgewood-Crane & Connolly Insurance Agency, Inc.
Willis-MacKinnon Insurance Agency, Inc.
QUESTIONS AND ANSWERS

Below are some questions we’ve received in the last few months, we thought they might be of interest to some of our readers as well! Please note that we are not a legal authority and all of the answers provided are for informational purposes only, you should look at the actual source itself, not just our answer.

Q: How does the reference process work in Massachusetts and must it be begun before the two year statute of limitations on a claim?

A: We provided a link to the law as well as links to two handy guides on reference, one from Property Insurance Coverage Law and one from Sloane & Walsh.

We reminded the consumer that we were not legal professionals, but that three cases we found indicated that the reference proceeding must be started prior to the end of the two years. The cases we thought addressed this topic were: Hawley v. Preferred Mutual, J&T Enterprises v. Liberty and Nunheimer v. Continental Insurance. One case indicated reference should be begun at least 10-20 days prior to the deadline so the insurance company would have the legal amount of time to respond. Nothing we found indicated that delay and negotiation on the part of the Insurance Company affected the two year time limit (though it might affect a bad faith claim).

Q: Is it possible to purchase coverage for mold for a home?

A: ISO has a few endorsements which can provide limited coverage for mold depending on which homeowners policy you have. We provided the consumer with a copy of the HO O4 27 Limited Fungi, Wet or Dry Rot, or Bacteria Coverage endorsement which can be attached to the HO 03 as well as some brief analysis on the endorsement.

Q: Can you suggest any expert witnesses to determine the earning potential of an insurance professional?

A: We suggested that the patron consult the ARIAS US Arbitrator Search System as many of them also act as expert witnesses. The SEAK Expert Witness Directory also has a list of insurance experts.

To do some of her own research, we also recommended checking out the IIABA Agency Universe Study or their Best Practices publication which can often provide some information on salaries.

EDUCATION UPDATE

The Library is continually on the hunt for good instructors. If you have strong communication and presentation skills as well as technical expertise and experience in the insurance industry, and you are interested in teaching please contact our Executive Director, Glenn Cryan at: gcryan@insurancelibrary.org

The Library is working on creating more online content as well as focusing on 3-4 hour seminars on emerging topics of interest.

Speaking of classes, we still have space in the following upcoming classes:

- Avoiding Litigation of Construction Defect Claims
- Insurance 101: An Introduction to Insurance
- Massachusetts Commercial Automobile Insurance
- CPCU530, Business Law for Insurance Professionals (2 Day)
- Introduction to Property & Liability Insurance
- Owner Controlled Insurance Program Seminar
- Negotiation Skills Workshop

As always, if you have any questions about public classes or about setting up an on-site class at your offices, as well as suggestions on topics you’d like to see covered, please contact us!