THE NAME OF THE GAME

It's that time of year again! We want your nominations for the 2018 Insurance Professional of the Year.

Please email us your suggestions for winners, including why you think that person would be a good choice. If you have a copy of the nominee's CV or a profile of him or her please 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 who 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!
SPEAKING OF INSURANCE PROFESSIONALS OF THE YEAR …

Bryant University recently announced that Sandra Glaser Parrillo, 2011 Insurance Professional of the Year Award Winner and President and Chief Executive Officer of Providence Mutual Fire Insurance Company, will receive an Honorary Doctor of Business Administration degree and will deliver the Graduate Commencement address as part of the University's 155th Commencement. The Graduate Program exercises are scheduled for May 17, 2018.

Ms. Parrillo has been recognized as a leader in her industry and one of the region's 25 most industrious and influential businesswomen by Providence Business News. She assumed her current position in 2000, and under her leadership, the organization has evolved into a growing and financially strong enterprise.

In 2001, Ms. Parrillo received the Charles B. Willard Achievement Award from Rhode Island College, and she received the 2010 Women in Insurance Leadership Award from Insurance Networking News magazine. In 2011, she was named Insurance Professional of the Year by the Insurance Library of Boston. Dedicated to her profession and to the communities that Providence Mutual serves, Ms. Parrillo's civic engagement includes serving as a director of Cranston Print Works, Mutual Fire Insurance Association, NAMICO Insurance Company, The Champlin Foundation, the Rhode Island Public Expenditure Council, and the Greater Providence Chamber of Commerce, where she is vice chair of the board of trustees. A member of the Insurance Commission of the Roman Catholic Diocese of Providence and the Rhode Island Governor's Insurance Council, she serves on the board of trustees of the American Institute for Chartered Property Casualty Underwriters. Ms. Parrillo holds a B.S. in Business Management and a B.A. in Mathematics from Rhode Island College, and an M.B.A. from the University of Rhode Island.

Congratulations!

ANNUAL FUND UPDATE

The Insurance Library's Annual Fund Campaign is a chance to reinvest in your industry. Last year's donations enabled The Library to go live with our online catalog, create new online classes and sustain our collection.

(Annual fund continued on page 3)
EDUCATION UPDATE

The Library is always 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 2-3 hour seminars on emerging topics of interest. Have an idea for a class you'd like to see? Please email.

Speaking of classes, we still have space in the following classes scheduled to take place before the end of the month:

• **Ethics 201** (3 MAE) May 23
• **Introduction to Underwriting** (10 MA GEN) May 23 & 24

As always, if you have any questions about public classes or about setting up an on-site class at your offices, please contact us!

ANNUAL FUND UPDATE

This year's goal is to reach $125,000 by June 30, 2018.

We're almost two thirds of the way there with $76,320 donated thus far. If you haven't given yet this year, you can still donate.

130 years ago, our founders sought to make The Insurance Library "the best thing of the sort in the world!" Thank you to those who have given to make that vision a Reality.

**Platinum Level**
Chubb
RIMS

**Gold Level**
AIM Mutual Insurance Companies
AON
Arthur J. Gallagher
Atlantic Charter Insurance Co.
Bender Hatch
Mr. Adam Devine
HUB International New England
Liberty Mutual Insurance Company
Malecki Deimling Nielander and Associates

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: I'm thinking about becoming a Lyft driver but I'm not sure about how to insure myself/how much it might cost, do you have any resources?**

(Questions & Answers continued page 4)
QUESTIONS AND ANSWERS

A: The first resource we provided was a great visual produced by USAA for Ridesharing Gap Insurance which helped explain the insurance issues surrounding driving programs like Lyft. We were able to direct the potential driver to an excellent article put out by Agency Checklists in April 2017 which addressed her questions more thoroughly. While it focused on MAPFRE's TNC endorsement, it also provided some background information on legislation and how TNC endorsements work in general. There was even a section with an estimate for insurance costs.

On the MAIA website, we were able to find additional information, including some specimen endorsements from Allstate and Plymouth Rock who also offer ridesharing coverage in Massachusetts.

Q: I'm moving to Vermont and I'll need homeowners and auto insurance, can you help me figure out who offers that?

A: We were able to provide information on the top insurers by market share for home and auto through Best's By Line By State Reports. We also provided a link to the NAIC's Consumer Information Source where the patron could look up consumer complaint information. To truly help with the maze of purchasing insurance, though, we did recommend that the patron consider a Trusted Choice agent.

Q: I've just inherited a boat but I have no idea how to insure it. I am also considering options for renting it out or putting advertising on it. Someone said that might make insurance even more complicated. Do you have any information on who might insure boats and what kind of insurance I can get?

A: In this case, the heir is in luck, at least according to two Rough Notes articles we found on the topic, here and here. It appears that the boat insurance market is currently highly competitive meaning insureds can expect good pricing as well as bundling and niche offerings including for "peer to peer rental." The articles even provided contact information for companies providing insurance solutions for this product. Both articles note that the insurance is not standard and can vary significantly between carriers. In such cases, we always recommend contacting an informed agent or broker to help navigate.

ANNUAL FUND UPDATE

Gold Level, continued
Morrison Mahoney, LLP
Norfolk & Dedham Group
Quincy Mutual Group
Savings Bank Life Insurance of MA

Silver Level
Allied World Assurance
The Andover Companies
Arbella Insurance Group
Arrow Mutual Liability Insurance Co.
Coverys
Ms. Erin E. Cummings
Francis E. Provencher Insurance Agency
Melick & Porter
MPIUA
Mr. & Mrs. Stephen J. Paris
Providence Mutual
Vermont Mutual Insurance Group

Bronze Level
Albert Risk Management Consultants
Auto Insurers Bureau of MA
B.R. Alexander & Co.
Mr. Michael Christian
Cleary Insurance
Deland, Gibson Insurance Associates
D. Francis Murphy Insurance Agency
Eastern States Insurance
Fred C. Church
Gilbert & Renton
Guy Carpenter & Co.
Mr. Gregg L. Hanson
Northstar Insurance Services
Quinn Group Insurance
RLA Insurance Intermediaries
Robert Hughes Associates
Sloane & Walsh

(Annual Fund continued page 5)
ANNUAL FUND UPDATE

Bronze Level, continued
Sprague Operating Resources
Spring Consulting Group
Thomas Black Insurance Agency

Friend of The Library Level
Agency Checklists
Albert B. Allen
Allston Insurance Agency
Anchor Insurance Group
Benevento Insurance Agency, Inc.
Boston CPCU Society Chapter
Boxborough Insurance Agency
Mr. James C. Boyce
Mr. Richard W. Brewer
Cabot Risk Strategies
Charles F. Murphy
Christo-Tyrrell Insurance Agency
Mr. Fred R. Coryell
Mr. Burl Daniel
Mr. Ronald Demerjian
The Dowd Agencies
Dwight Rudd & Company Insurance
Eastern Adjustment Company
Elliot Whittier Insurance Services
Fair & Yeager Insurance Agency
First Indemnity Insurance Group
Foley & Palenscar Insurance Agency
Francis J. LaRovere Insurance Agency
Francis M. Walley Insurance Agency
Gallant Insurance Agency
Gaudette Insurance Agency
Gove & Feldman
Mr. William F. Hofmann, III
Mr. Olie Jolstad
Mr. Edward S. Katersky
Koundakjian & Company
Langley & Banack
Leslie S. Ray Insurance Agency
Morse Insurance Agency
Mr. Paul Oberlander
N. Pingree Insurance Agency
Peter Rossetti Insurance
R.C. LaFond Insurance Agency
R. L. Tennant Insurance Agency
Risman Insurance
Rush-Kent Insurance Agency
Standard Publishing Corporation
Mr. David Stegall
Tarpey Insurance Group
TLJ Partners
Twin Elms
Wedgwood-Crane & Connolly

If you have donated but don't see your name on the list, please contact us so we can get you on the next list we send out!