

NACA[®] NEWS

NATIONAL ASSOCIATION OF CATASTROPHE ADJUSTERS, INC.

www.nacatadj.org

VOLUME 13, ISSUE 4

DECEMBER 2009

FROM THE PRESIDENT...

Well, another year will have come and gone in January 2010. This is my last year on the board, and as your President. I have been a member of NACA for 19 years and have seen many changes in that length of time. The best changes have been the offering of CE credits for many courses and many states at our convention. This will continue in the future. The conventions will get better every year. Our 2010 convention will be exciting and very educational. I would like to say to all the board members, **Tressa Bullard**, Vice President, **Warren Aplin**, Secretary-Treasurer, and **Wanda Hogan**, Sergeant at Arms, I thank you for a job well done. To **Lori Ringo**, our Executive Administrator, a special thanks for her loyalty to NACA.

Now to the inner workings of the Association, the committees: **Woody Britton**, Chairman of the Past President's Advisory Board and the Promotional Committee, **Charles McDaniel**, Chairman of the Membership Committee, **Monty Mathias**, Chairman of the Membership Roster Committee, **Jodi Reeves**, Chairman of the Trade Show Committee, **Warren Aplin**, Chairman of the Education Committee, **Charles Norton**, Chairman of the Website Committee, and **Tony Slee**, Chairman of the Golf Committee. I would like to thank each of you for a job well done.

All of the above are working very hard this year to make our 2010 convention in Austin, Texas one of our best. Please do not let us down. Join us all in Austin – you will not be disappointed! Make your choice of education classes now to be sure there is room for you and book your rooms now to get your special NACA room rate. Send in your registration form to Lori now to help us with the room space for classes and in planning the festivities.

I have been honored to serve NACA in this capacity for two different terms. I hope that I've made a difference.

SEE YOU IN AUSTIN, TEXAS!

Tom Vaughan
NACA President

THINGS TO DO:

1. Make hotel reservation for convention before 12/21 to get NACA rate.
2. Send in registration for guaranteed class choices.
3. Invite a friend to attend the convention – get a rebate if they aren't already a member!
4. Invite a vendor to attend the show – get a rebate!
5. Invite a friend to join NACA – get another rebate!

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2010 CONVENTION SPONSORS

Special thanks to the following companies for sponsoring a portion of the convention:

PLATINUM SPONSOR:

PILOT CATASTROPHE SERVICES, INC.

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PACESETTER CLAIMS SERVICE, INC.

SIMSOL INSURANCE SERVICES, INC.

There are still many sponsorship opportunities.
Don't miss this chance to showcase your company.

For more information, contact Lori Ringo
naca@nacatadj.org or 817-498-3466

**HEAR YEE!
HEAR YEE
HEAR YEE!**



**CALLING ALL
CARRIERS!**

If you are a carrier and would like to participate with NACA to hold a certification class for the 2011 convention, we want to hear from you. We can accommodate between 8 and 16 hours of class time. We will help secure state CE credits throughout the country. This is a perfect marriage for your company and NACA. Contact Warren Aplin at waplin@aplinpeer.com



Post-Disaster Assessments



“Your CAT Engineering Team”

www.EngineeringResponse.com

NACA is saddened by the loss of two long time members of the association. Our deepest sympathy to the families of.....

Gene Eberl - 1930-2009

Gene Eberl, NACA Past President (1985-1986), passed away on Saturday, September 12th. Gene joined the association in 1979 and served on the Constitution & By-Laws Committee and 7 terms on the Grievance Committee during his membership.

The following is from Eberl Claims Service:

It is with great sorrow that we announce the passing of the patriarch of the Eberl Family, Gene Eberl, beloved husband, father, and grandfather. Gene was the cornerstone of the Eberl Family and instrumental in the formation and development of Eberl Claims Service. He was a mainstay in the catastrophe claims industry earning the respect and admiration of clients, competitors, and adjusters across the country. From his early days at Rocky Mountain Adjustment Company to his retirement from Eberl Claims Service, Gene was a respected leader, a trusted resource, a wealth of knowledge, and a reliable business partner who never compromised his values of integrity and honesty. Gene was an active member in the adjusting community, serving as President of the National Association of Catastrophe Adjusters, as well as participating as a member and associate of several other claims associations. He was a personality in our adjusting community that will never be replaced.

For all of the accomplishments that Gene achieved in the insurance adjusting business, he was a family man first and foremost. Even as a young man, Gene began developing the nucleus around which the family was built. With 4 children, 12 grandchildren, 25 great grand children, and 2 great-great children (and counting), it was a big job to bring the entire family together but Gene and his wife, Alberta, never tired of organizing and hosting the family gatherings time and time again. Spending time with family, teaching the children, and instilling the values that made him who he was in the people that loved and looked up to him was what made Gene so special. It was that dedication to family and values that made him the man he was. To put it plainly, he taught us how to live right. He was a very special person, and he will be dearly missed.

Walter Eugene "Gene" Woodrick - 1931 – 2009

Gene Woodrick, NACA Life Member and Past President (1981), passed away on November 6th at Slidell Memorial Hospital. Gene joined the association in 1978 and served on the Grievance Committee, 2nd Vice President, Vice President, and the Convention Committee.

Gene was born in Meridian, MS, the son of Joseph A. Woodrick, SR. and Annie West Woodrick both of whom preceded him in death. After graduating from Meridian High School he was called into the service with the 198th tank battalion during the Korean War. Upon discharge he attended MS Southern College, obtaining a degree in Business Administration. He then began a career of Insurance Adjusting, first with Crawford and Company then with H.B. Wellborn and Company. He went into business on his own in 1962 in Greenville, eventually returning to Hattiesburg in 1969 to operate as Wellborn-Woodrick & Associates, offices in Hattiesburg, Greenville, Natchez as well as Jackson and Montgomery, AL. The business was sold in 1975 after an unsuccessful bid for election as Insurance Commissioner. Since 1975 he has operated a nationwide catastrophe adjusting business which included much work for FEMA and the National Flood Insurance Program from Hawaii to Puerto Rico and most states in between. He retired in 2004 after 49 years of adjusting. Since 1986 he has lived on the Gulf Coast, primarily in Bay St. Louis. During his claims career he was a member of the National Association of Independent Insurance Adjusters, was awarded Life Membership in the MS Claims Association. He was a member of the Gulfport Elks Lodge #978.

He is survived by his wife of 29 years, Sue Aultman Woodrick, his children, Larry Woodrick of Brandon, MS, Kimbrell Woodrick of Sieverville, TN, Walter Woodrick of Panama City and John Aultman of Picayune, Janet Tucker of Greenville, Dana Smith of Brookhaven, and Michelle Williams of Bay St. Louis. He is also survived by his sister, Retha Guillory of Meridian, 15 Grandchildren, several great-grandchildren and 2 nieces.

In lieu of flowers the family asks for contributions to one's favorite charity.

2010 CONVENTION VENDOR SHOW

The following vendors have registered to participate in the show on Wednesday, January 13th, in Austin, Texas:

Amcat

Bracken Engineering, Inc.

ClaimsCareer

CPLIC

Hawkins Research, Inc.

IAS Claim Services, Inc.

ITEL Laboratories, Inc.

The Littleton Group

MSB

Milton Engineering Consultants, PA

Nelson Architectural Engineers

Pacesetter Claims Service, Inc.

SEA Limited

Simsol Software

Vale Training Solutions

Xactware

Space is limited!

Don't miss this opportunity to showcase your company!

For more information – click on the “Registration Forms” icon on the convention page of our website to print out the “Vendor Flyer” or contact Jodi Reeves at

jodirus@yahoo.com or 903-267-5999

STATE APPROVED CONTINUING EDUCATION CREDITS

The following continuing education credits have been approved by the states indicated.
 This page will be updated as state approvals are received.

Last Update – December 1, 2009

CLASS TITLE	TX CEU'S	FL (1) CEU'S	MS CEU'S	OK CEU'S	NC (2) CEU'S
MONDAY:					
Simsol – The Beginner Course	2 General*	2 Optional *	2 Adjuster*		2 General*
Simsol – Intermediate / Advanced	2 General*	2 Optional *	2 Adjuster*		2 General*
IntegriClaim – Beginner	2 General*	2 Optional *	2 Adjuster*		2 General*
IntegriClaim – Advanced	2 General*	2 Optional *	2 Adjuster*		2 General*
PowerClaim – Beginner	2 General*	2 Optional *	2 Adjuster*		2 General*
PowerClaim – Advanced	2 General*	2 Optional *	2 Adjuster*		2 General*
Xactimate – Beginner	2 General*	2 Optional *	2 Adjuster*		2 General*
Xactimate – Advanced	2 General*	2 Optional *	2 Adjuster*		2 General*
TUESDAY:					
Basic Adjusting 101	2 General	2 Optional	2 Adjuster		2 General
Roof Types, Failures & Cause Of Loss	2 General	2 Optional	2 Adjuster		2 General
Homeowners Coverage Analysis: Wind Policy Vs Ho Policy	1 General	1 Optional	1 Adjuster		1 General
Inspecting & Scoping The Catastrophic Property Loss	1 General	1 Optional	1 Adjuster		1 General
Quality Cat Reporting For Increased Productivity & Profitability – The Top 10 Mistakes Cat Adjusters Make	1 General	1 Optional	1 Adjuster		1 General
Wind Vs Flood	1 General	1 Optional	1 Adjuster		1 General
WEDNESDAY:					
When Ethical Adjusting Gives Way To Bad Faith	2 (Ethics/ Consumer Protection)	2 Ethics	2 Adjuster		2 Ethics
Keynote Address – Ethics: “Good Enough” Never Is	2 (Ethics/ Consumer Protection)	2 Ethics	2 Adjuster		2 Ethics
THURSDAY:					
Partner Adjusting					
Building & Personal Property Coverage					
Material Identification					

* Attendees can only receive a maximum of 4 hours for these programs. They are expected to only be in one of the 4 possible “brands” of software class.

(1) Florida has approved attendees to receive up to a total of 12 hours of Adjuster Optional CE credit for the convention. Attendees may also receive up to 4 hours of Ethics credits for the convention.

(2) North Carolina is approved for up 6 hours maximum credits on Tuesday, even if you attend all 8 hours of classes. You must have your NPN number to receive NC credits.



APLIN PEER & ASSOCIATES, INC.

CORPORATE OFFICE:

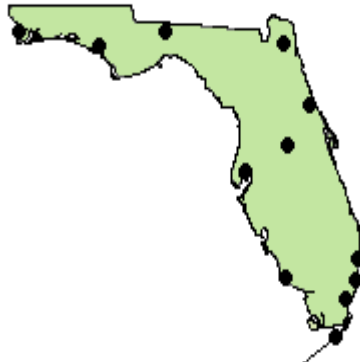
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▶▶ CONVENTION UPDATES ◀◀

NFIP CERTIFICATION COURSE

As you may already know, the NFIP courses are now being administered by H2O Partners. They will be offering a NFIP Adjuster Certification Course at our convention in January. If you meet the NFIP qualification requirements noted on their site,

(www.fema.gov/business/nfip/participation.shtm), this course will provide your certification. However, they are no longer providing state approved continuing education credits for this course. Due to the time involved to obtain state approved CE's, NACA/PCCP will not be offering any CE's for this certification course. The other classes offered on Tuesday do have state approved CE's.

THURSDAY CLASSES ADDED

We have added a full day of classes on Thursday.

Partner Adjusting

**Building & Personal Property
Coverage (Form CP 00 10)**

Material Identification

STATE APPROVED CE'S UPDATED

The state approval list for CE's at the convention continues to be updated. Check the "Education Schedule" on the convention page of the website for the most current listings.

NEW NACA WEBSITE UP AND RUNNING

If you haven't looked at the NACA website lately, you may not know that we have a completely new site.

Click "Read More" under **News & Events** on the home page for current news which affects our members.

Searching your name on the **Members** page brings up your contact information. Clicking the blue box on the right of your info pulls up a screen where you can submit a quick resume to showcase your strengths to those who may be looking for an adjuster.

The **Links** page lists categories for links that may be of interest to you.

Take a few minutes to look around your site.

11TH ANNUAL **Windstorm Insurance Conference**

January 25 - 28, 2010 | Hyatt Regency Riverfront | Jacksonville, Florida

Join hundreds of windstorm claims industry representatives as they convene for three days of professional development, continuing education, and networking opportunities.

- The only conference devoted solely to windstorm insurance issues
- Affordable registration fees and free Wi-Fi in attendee hotel rooms
- Numerous continuing education offerings for multiple states and disciplines
- Educational sessions on windstorm insurance hot topics and issues
- NFIP, WIND Umpire Certification and estimating software training classes
- Networking with hundreds of windstorm claims industry professionals
- Three full days of food and beverage offerings during group events
- Sponsorship opportunities
- Golf tournament



850.473.0601 | 850.473.0603 fax | info@windnetwork.com | www.windnetwork.com

Register online at www.windconference.com or call 813.988.0737

2010 CONVENTION EDUCATION UPDATE

32 POSSIBLE CREDITS OVER FOUR DAYS – WOW!

FOR THE FIRST TIME...

▶ KEYNOTE SPEAKER

Possibly the most exciting Keynote Speaker in the industry.
If you have not heard him, you won't want to miss it.
Dr. Dale Henry, a well known author, educator, trainer and speaker will be our
Keynote Speaker at the 2010 Convention in Austin, Texas.
You will not find a more enjoyable speaker who will enlighten and educate.

▶ ESTIMATING CLASS CE CREDITS

▶ ONE ON ONE SESSIONS AVAILABLE ON TUESDAY FOR
XACTIMATE, SIMSOL, INTEGRICLAIM AND POWERCLAIM
(Contact instructor to schedule)

▶ CLASSES FOR BEGINNERS

Full day of beginner software classes on Monday
Full day of classes Tuesday geared toward the new adjuster

▶ PROFESSIONALLY COORDINATED CE CREDITS

Class credits will be coordinated by PCCP to assure a fast and accurate accounting of your CE credits

IF YOU ARE AN INDEPENDENT ADJUSTER – You will want to take advantage of the educational sessions designed with YOU in mind. Earn state approved CE's, become NFIP certified, increase your skill with estimating software, visit with adjusting companies and network with your peers.

IF YOU ARE A VENDOR THAT CAN BENEFIT FROM OUR ATTENDEES – You have the opportunity to showcase your company and what you have to offer to our attendees. If you are looking for the best adjusters to hire, this is where they will be. If you have a product to make the adjuster more efficient, here is your opportunity to show them, first hand, why they should choose your product.

IF YOU ARE A NEW ADJUSTER SEEKING ENTRY INTO THE CATASTROPHE ADJUSTING INDUSTRY – You should take advantage of this conference opportunity to network with seasoned adjusters, learn the skillsets of catastrophe adjusting, and find out where and how to go about finding work when the opportunity arises. This conference has been designed with YOU in mind, and attending these classes will get you started out with the knowledge necessary to be successful in this highly competitive field.

Take advantage of these opportunities to highlight you and your company:

- Place an ad in the convention registration book and/or the December NACA NEWS
- Participate in the vendor show
- Become a sponsor
- Attend classes, receptions, meals
- Play in the golf tournament

More information for all of this may be found at this link - <http://www.nacatadj.info/naca/html/convention.aspx>

Payment can be made with a credit card at this link - http://www.nacatadj.info/naca/html/pdf_forms.aspx

You may also send registration forms and payment via US Postal Service.

Questions? Contact Lori Ringo @ naca@nacatadj.org or 817-498-3466

This is going to be a great convention! Plan on attending!
Make sure to stop by the NACA booth and join the organization if you have not already done so.

MENTORING TIP SLOW TIMES

by Woody Britton, AIC

As we reach the end of this year, we find ourselves in the dreaded slow times. Minus a hurricane, (none at this writing), we find ourselves at the cross roads of low finances and the thought of a part time job to get us through until the spring storms arrive or at least until the snow and ice form across the northern parts of the US.

If you have been in the business for awhile, you have undoubtedly been through this cycle before. We find ourselves in this cycle from time to time and hope that our past contacts will be able to pull us through. After many years, I have seen the good times and the bad. It is a constant reminder that a good savings plan is very important. Planning for the future is always a good idea.

Based on that thought, we have to remember that continuing to market ourselves and put our faces and resumes in front of the folks that will eventually put us back to work is more important than ever. We still have to promote ourselves and secure our yearly CE's.

This year the NACA convention is being held in the heart of Texas. I would recommend that the folks new to the industry plan now to be present at that convention. Sharpen the resume, put yourself at an event that will help promote you and continue your training. Update your resume, add your latest events and update any certifications you have obtained. Have adequate business cards to pass out and take full advantage of the contacts and educational opportunities available at the convention.

Those of us who have been in the business for awhile will also be in attendance, continuing our education and making all the contacts possible. We have very few opportunities each year to meet with the top Cat adjusters and vendors in the business. This is one opportunity I would recommend you take full advantage of.

See you there!!

Didya Know.....



In Outlook right click on an email to add a reminder to 'Follow up' by a particular time, or do many other things. Right click on an email address to add to your contacts list.

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