

PA Council/Local Association Conference Call  
Thursday, February 18, 2010  
12:00 Noon

Due to a family emergency, our education co-host was not able to attend the call.....so we had an open forum with those that were able to attend.

A reminder will be put in the Council March newsletter regarding completion of the President's Challenge - Bridge Builder form. We are quite a few months into the term and should have been able to earn the required 45 points to enable each of us to be recognized as a successful Bridge Builder. Region 1 has not fared well the past 2 years in getting members to complete/turn in the challenge form - so PA is challenged with getting 100% participation from all members to help the region and make our Region 1 President Linda Wilson proud! A copy of the form will be included with the newsletter.

Wyoming Valley's president Patty Hozempa shared with us the success of doing a February joint meeting with the Greater Scranton association and the CPCU society. By joining together they are able to pool their money and resources to get a "bigger" speaker; and it helps to get more members from each of the groups at a time of year when typically members do not want to venture out.

The Reading association also does a combined meeting with the CPCU and has had very good results.

Pat Egges advised that the IA&B has available speakers for our industry - contact Pat for more info

Patty Hozempa also shared with us a tool for securing additional business in an insurance agency. Travelers is offering wedding plan coverage and one of the underwriters visited a bridal expo with Patty's agency. Potential customers who stopped to check it out were also provided information for additional coverages such as homeowners, life insurance, combining car insurance policies, etc. – all the protection that a "new family" will need.

We will continue our calls in March....

**NEXT CONFERENCE CALL**

**THURSDAY, MARCH 18 @ NOON**

**TOPIC: not confirmed**

**Dial-in number: 800-908-2848  
Enter # 150022 when prompted**