

PHILADELPHIA LOSS CONFERENCE

C / O LIBERTY REGIONAL AGENCY MARKETS
PO BOX 276, FURLONG, PA 18925
215-348-7625

WILLIAM.KIRK@LIBERTYMUTUAL.COM

February 1, 2005

To the Members:

The Iraq's have voted. Barbara Boxer weighed in with "Those who survived the San Francisco earthquake said, "Thank God I'm alive." But, of course, those who died, their lives will never be the same." And I am still waiting for the return phone call. Oh well.

In January, twenty-eight of us we only have to fear are our files, thanks to Troy Sisum and Ed Stolarski of Wilbraham, Lawler & Buba. The take away was certainly "look ahead."

Tim Smith will take the stand on February 15th and instruct us on how to select an expert, a topic that he says he knows something about. I have asked him to tell us how to keep the experts on track, on time and on budget.

Remember that we now meet at the Double Tree in Plymouth Meeting (640 West Germantown Pike, 19462.) Invitation attached. So far the meals have been great and the commute fantastic.

- Ed Flanigan has a date set for this summer's golf outing, check your July calendars. News forthcoming.
- Tina will give us the results of the Enrollment Committee efforts, once the new enrollment tally is made for 2005. Feel free to use your missionary zeal to solicit newbies to join.
- We need candidates to take over the helm next term. I just finished reading "Moby Dick" and have picked up a few new volunteer techniques. In the meantime, talk to us.
- Note the third Tuesday in April is the 19th and some of us (me for instance) will be in San Antonio at the PLRB Conference, let us know if we should switch the Tuesday.
- In March, we are expecting a contents seminar on how to control large contents losses, especially homeowners. In April, we learn more about LUST's. And In May we have the annual case development by Nelson, Levine, DeLuca & Horst.

Sincerely,

William F. Kirk, CPCU, AIC, AIM, ARe
President