

PHILADELPHIA LOSS CONFERENCE

C / O LIBERTY REGIONAL AGENCY MARKETS
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To the Members:

Last week, Tim Smith reminded us how to control our experts and more importantly gave new meaning to the expression, "You sure can pick 'em!" Thanks Tim. In March, we have a panel of experts, to discuss the handling of Large Losses for contents claims. Everyone who handles large household contents claims should definitely attend. Please have your, "What do you do when?" questions ready.

Please note, that our meeting in April will be held on the second Tuesday, not the third, as the third conflicts with the annual PLRB Conference, which many of us will be attending. So on April the 12th, Thomas Gresko of Mid-Atlantic Associates will be bringing us up to date on how to handle LUST. Anyone handling claims in New Jersey will welcome some advice on what to do when the insured's underground fuel tank starts to leak, or better put, when they notice that it is leaking. No joke.

Back to our regular night in May, we have the annual case development by Nelson, Levine, DeLuca & Horst. Always the most important meeting of the year, as nothing stops change and less stops the courts from giving us new roadside maps on how to do our job.

Remember that we now meet at the Double Tree in Plymouth Meeting (640 West Germantown Pike, 19462.)

- Ed Flanagan has the date for this summer's golf outing, dust off those clubs.
- 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. There is a groundswell of support for re-installing Pat Murphy. There are of course no better candidates. He has my vote.

Sincerely,

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