



National Association of Catastrophe Adjusters, Inc.
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 New Hartford, NY 13413
www.nacatadj.org
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VOLUME 18, ISSUE 2

www.natacadj.org

JUNE 2014

NACA OFFICERS

President
[John Postava](#)

Vice President
[Shari Britton](#)

Secretary/Treasurer
[Chris Hatcher](#)

Sergeant at Arms
[Jon Joyce](#)

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FROM THE PRESIDENT....



This month marks the halfway point in my term of service as President of our great organization. By far the biggest challenge I have faced as your president, and I believe I speak for the entire Executive Committee, was the unexpected loss of Lori Ringo as our Executive Committee Administrator.

As shocking as the Lori's departure after over 20 years of unblemished service was, I am now extremely relieved we were able to find a qualified and able-bodied replacement for her in Toni Merz. Toni has years of experience in our industry and confidently took wheel of NACA as soon as she officially came on board. Knowing she had big shoes to fill, Toni stepped in and began to sort through the decades of information gathered by the former administrator. Much of this work is still in progress and will take some time to get it all sorted out.

In addition to re-organizing the "paperwork" behind NACA, Toni is working with the Convention Services companies for both the 2015 and 2016 conferences. With the help of the Executive Committee as well as all the other NACA committee members, the 2015 convention is shaping up to be our best convention ever. After a slow 2013 season and with 2014's sluggish storm activity up to the year's halfway point, we are all anxiously looking towards this year's hurricane season to help shore up our family's bank accounts. As much as we all distain from seeing the destruction and human suffering caused by catastrophic events, we all know that storms are unavoidable. We take comfort knowing NACA member are the best-qualified adjusters in the country to handle storm victim's claims as empathetically and quickly as possible. Policyholders working with NACA member-adjusters are ALWAYS in "good hands".

I hope every NACA adjuster has a busy and profitable remaining storm year 2014. I look forward to seeing many of you at next year's convention in Las Vegas!

Adjust 'til ya' bust!

John Postava
 President, NACA

johnp@simsol.com

TECHNOLOGY REPORT**PASTS PRESIDENT'S
REPORT****MENTORING TIP****Quick Links****OUR NEWSLETTER
ADVERTISERS:****AllCat Claims Service****Aplin Peer & Associates,
Inc.****Burton Claim Service, Inc.****Claims Adjustment Group****E.A. Renfroe****Gale Claims Service, Inc.****Simsol****Mathias and Company, Inc.****Our Website*****SAVE THE DATE***

**January 11-15, 2015
39th Annual
NACA Convention
"Stayin' Alive!"
Luxor Hotel & Casino
Las Vegas, NV**



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www.galeclaimsservice.com**FROM THE VICE PRESIDENT....**

We have been actively working to make our convention in Las Vegas a huge success. The theme we are going with is "Stayin' Alive" kind of a 70's theme. Last year was pretty hard on most of us with the absence of hurricane work and less than average spring and winter storms, so we thought thought the catch phrase was appropriate and fun.

The various committees have been spending many hours planning and organizing education classes and vendor attendance. These efforts can have a direct impact on helping us to be fully prepared to be the "cream of the crop adjusters". From new tools of the trade, to meeting face to face with the top hiring Catastrophe vendors, this is the place you will want to be.

Las Vegas has always been one of the top attended locations for NACA conventions. We are hoping to continue to grow our visibility and acquire new members, not only in Vegas, but throughout the year via member referrals. Please encourage the qualified adjusters that you meet in the field, to join us and take advantage of the many benefits NACA has to offer.

Please make your reservations for Las Vegas early to be entered to win some extraordinary prizes, including a full reimbursement of you convention fees! Art Labrecque was the lucky winner in Panama City Beach last year. All that is required for your chance to win is your paid convention fees by September 30, 2014 .

We look forward to seeing each of you at the Luxor Las Vegas January 11-15, 2015. Come show our industry that NACA adjusters are 'Stayin' Alive'!

Shari Britton
NACA Vice President

Allcat Claims Service**USAA CERTIFICATION**

2014-2015 NACA COMMITTEES



**July 22, 2014 - July 23, 2014
In Philadelphia, PA**

(Veterans are free)

Executive Committee:

[John Postava](#)
[Shari Britton](#)
[Chris Hatcher](#)
[Jon Joyce](#)
[Robert Uhler](#)

Go to www.allcatclaims.com for

details

Past President's Advisory
Board:

Chair - [Robert Uhler](#)
[Warren Aplin](#)
[Woody Britton](#)
[Tressa Bullard](#)
[Wanda Hogan](#)
[Charles Norton](#)
[Pat Plover](#)
[Ron Sanderson](#)
[Walter Vance](#)
[Tom Vaughan](#)

[Your NACA Membership Dues are due by June 30th.](#)

There are many ways that you can pay. You can complete an invoice and email it directly to me, print an invoice and mail it with your payment, or pay via credit card. All options are available on this page. Dues must be paid no later than June 30th if you wish to be listed in the 2014-2015 NACA Membership Roster.

*****Please note the new mailing address - ***
P O Box 859, New Hartford, NY 13413**

Membership:

Chair- [Chris Hatcher](#)
Committee TBD

There are several ways that you can "earn" your membership dues throughout the year.

2015 Trade Show:

Chair - [Jon Joyce](#)
[Rebecca Wheeling-Purcell](#)

- **New Member Incentive** - Encouraging qualified adjusters to apply for a **General, Associate, or Apprentice** membership, or encouraging qualified businesses (those directly involved with the catastrophe adjusting industry) to apply for a **Business Associate** Membership. By making certain that your name is in the "member recommendation" blank on the left side of the application, you can earn \$25 per applicant, once approved. (Click on the member type to access the appropriate application.)

Continuing Education:

Chair - [Jimmy Clark](#)
[Chris Hatcher](#)
[Christopher Vogt](#)

- **Vendor Rebate** - Encourage a new vendor to attend the 2015 NACA convention, January 11-15, in Las Vegas, NV. Make certain your name is in the appropriate space on their vendor registration form. \$100 will be sent to you for each vendor who pays to attend the show. (Rebate sent after convention.)

Promotional Committee:

Chair - [Amanda Williams](#)
[Trent Cline](#)

Technical Support Committee:

Chair - [Jennifer Joyce](#)
[Charles Norton](#)
[John Postava](#)
[Rebecca Wheeling-Purcell](#)

- **Attendee Rebate** - Encourage your associates to attend networking and/or education events at the 2015 NACA convention, January 11-15, in Las Vegas,

Membership Roster
Committee:

Chair - [Monty Mathias](#)

Welcome Committee:

Chair - [Wanda Hogan](#)
[Warren Aplin](#)
 Harry Allison
[Woody Britton](#)
[Tressa Bullard](#)
[Ed Elliott](#)
 Lloyd Gohn
[Charles Norton](#)
[Pat Plover](#)
[Ron Sanderson](#)
 Rex Stark
[Robert Uhler](#)
[Walter Vance](#)
[Tom Vaughan](#)

NV. Make certain your name is in the appropriate space on their registration form. \$100 will be sent to you for your recommendation. (Rebate sent after convention. \$100 maximum rebate paid per registration form.)

Sincerely,

Toni Merz
 National Association of Catastrophe Adjusters, Inc.

**THESE
 VENDORS HAVE
 PLEDGED TO
 PARTICIPATE IN
 THE 2015 NACA
 VENDOR SHOW IN
 LAS VEGAS, NV**

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 COMPANY](#)

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**IMPORTANT INFO
FOR NACA
MEMBERS:**

**NACA Membership
dues are payable by
June 30, 2014. Pay
your dues now.**



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FROM YOUR EDUCATION COMMITTEE CHAIRMAN...

TO BE AN ADJUSTER

To be an adjuster, one must be courteous, diplomatic, shrewd, persuasive, an expert jollier, of equable temper, slow to anger, a Sherlock Holmes, Up-to-date, good looking (with honest eyes and a glad hand), have a good memory, good cigars, acute business judgment, and be the embodiment of virtue but with a good working knowledge of sin and evil in all its forms.

An adjuster must understand insurance, electricity, chemistry, mechanics, physics, bookkeeping, banking, merchandising, selling, shipping, contracting, law, medicine, real estate, horse-trading and human nature.

He must be a mind reader, a hypnotist, computer literate and an athlete. He must be familiar with the Internet. He must be acquainted with machinery of all types and material of all kinds he must know the current price of everything from a shoestring to a skyscraper. He must know all, see all and tell nothing, and be everywhere at the same time.

He must satisfy the claims manager, the claims examiners, the home office claims department, the underwriting department, the general agent, the local agent, the solicitor, the insured, the claimant and the

Payment and invoice options are available [here](#).

If you are attending claims conferences, you can encourage other adjusters to join NACA. We can send you extra NACA Membership Rosters -- printed or the business card CD's!

Check your contact information on the [NACA Website](#).

Let [Toni Merz](#) know if you have any changes.

state insurance department.

Anonymous

[Jimmy Clark](#)
2014 CE Chairman

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2015 VENDOR SHOW CHAIRMAN

Wow is it June already?!? This year has been fast paced and busy for everyone, a nice change from last year. With the 2015 Convention in Las Vegas fast approaching I am working diligently to fill all of our booth spaces. I am excited at the prospects for the convention and the vendor show will be awesome. I would like to ask our members to reach out to me with any ideas for vendors you would like to see at your show. I would like to fill the hall with products and services relevant to our daily lives. Please email any ideas you may have to adj.jonjoyce@gmail.com.

Thank you,

Jon Joyce
Sergeant at Arms, NACA
Vendor show Chair



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A WORD FROM YOUR SERGEANT AT ARMS

For those NACA members who don't know me, my name is Jon Joyce and I am your NACA Sergeant at Arms. I would like to take a moment and tell all of our members how much we appreciate your being a part of this organization! NACA is like a second family to me and its' members make up a good portion of my close friends. I find it refreshing to be a part of a group of people all working towards a common goal. Making the industry better and improving ourselves in what we do. I want to urge everyone to renew their memberships and help grow this organization.

Invite your friends and colleagues, tell the companies you work for about us and the knowledge base we have amongst our members. I urge you to "Get Plugged-in" and let us know what we can do for you.

As a member run organization we get out of NACA what we put in. A core group is working hard to bring you true value and meaning in return for your membership, we are always looking for new ways to inspire, educate, network, and ultimately benefit our members. Let us know how we can better serve you! Myself, along with the entire Executive Committee, will do all we can to make it happen.

Please remember safety first, we want to see you again. Take care of your customers, yourselves, and have fun doing what you love.
In the words of one of our awesome members..."Kill it and bill it baby"!

Jon Joyce
Vendor Show Chair
Sergeant At Arms



CAG

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TECHNOLOGY COMMITTEE REPORT

Update on the New NACA Website

Drum roll fellow NACA Members! Our new website is in the final stages of being completed! A few of the new features in the website include a testimonials area, events calendar open to anyone, member profile area and member search by license state & home state. The programmers are currently busy working on getting the final touches put on it and into the final testing environment before we go live with it!

We listened to your comments, suggestions, and implemented many new features to the website! Thank you to everyone who took time out of their busy schedule to tell us how to make NACA a better organization and have a better tool for our members!

Rebecca Wheeling Purcell
Technology Committee

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PAST PRESIDENT'S ADVISORY BOARD

Reflecting on 2013 and our 38th Annual Convention in Panama City, we see our organization moving forward with new technologies and an invigorated membership. The future of NACA continues to look bright. Our President, John Postava brings enthusiasm, professionalism and leadership to the position which will make us successful in 2014!

We have a great mix of seasoned adjusters, new members and business partners which will move us forward with our goals. Membership growth remains our focus, as well as service to our existing members. Our newly designed NACA website will be online soon! New marketing and greater exposure will assist in the growth of our organization, but it takes each of us individually to expand our membership. I challenge each and every member and associate to reach out to your colleagues to encourage membership in NACA!

We are looking forward to a great 2014 and seeing everyone at the 39th Annual Convention in Vegas in 2015!

Past President
Robert Uhler, RPA, AIC

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John Postava, President

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MENTORING SUCCESS STORY...

As I sit here looking out my hotel room at the beautiful Montana Mountains, week three into our first deployment, it's hard to believe that a year ago I had never even heard of Catastrophe Insurance Adjusting. A trip last summer to Mexico changed all that, when a couple we met, when finding out Jim's construction background stated, "You two should become insurance adjusters!" So upon returning, our quest began to learn all we could about the field of insurance adjusting.

First on the to-do list - licensing. Second - Xactimate training. And third and best choice we've made yet - Attending the 2014 NACA Convention in Panama City.

The people we met there have been invaluable in helping us to "Hit the ground running", six months later. We had such a great time, never met such a friendly, professional group of people. We were invited along to social outings and everyone was patient with our multitude of questions and happy to give us advice and share their stories. And it didn't stop there, thanks to NACA's mentoring program an email sent to one of the members a month later asking for ride along opportunities resulted in a return email 5 minutes later, "How far are you from Michigan?"

The rest is history. We've spent every free moment researching and learning everything we can. We've ridden along with several NACA members filling notebooks with information, took their advice to "Study policy!", and every pestering email to them with new questions have been thankfully answered. And just last week, another member called us asking if we would like to ride along with him as he was being deployed.

The help, knowledge, advice and friendship of every NACA member we've met have been invaluable to us. We are forever grateful to each and every one of them.

Judy and Jim Perkins

PS. See you all in Vegas in January!

