

In the Spotlight

The First **CISR Elite** in the World

Congratulations go to **Alexander M. Weinberger, CISR Elite**. Having earned his CISR designation in June of 2013, Alex is the *first* to have continued his coursework to complete all nine CISR courses—thereby achieving the status of “CISR Elite.” He is the owner of Golden Compass Insurance Services in Rancho Cucamonga, CA.



Alex believes in the value of quality education. When he was 16 years old, he started his first company, Eagle Detailing, providing services to car owners, with the help of teen-aged friends. Using the proceeds from his business, he put himself through college.

Alex earned his license to sell insurance in just two weeks of study. He promptly asked for an opportunity to bid on the coverage for the nursing homes and hospital his father owned. After interviewing several major insurance carriers, Alex formed a rewarding relationship with CCRRG Care of Magnolia LTC, and won the business from his father with better policies and better premiums than his competitors. Over the next four years, he took over all of his father’s policies, in addition to winning accounts for three more large nursing homes.

Alex requires his employees at Golden Compass to have basic designations. He and all of his staff earned their CISR designations within a two-week span. Each of his team members has agreed to continue their coursework to earn the CISR Elite status, as well.

Alex is currently enrolled in both the CIC and CRM programs, and at the University of La Verne, in La Verne, CA, where he plans to complete his bachelor’s degree and enter graduate school to pursue a master’s degree in business.

Alex is the first to earn the CISR Elite distinction, and is an outstanding role model for the connection between learning and earning. *Way to go, Alex!*

CRM Scholarships Awarded in Arizona

The Arizona RIMS Chapter has awarded two CRM scholarships: one to **Risa Simonis, CIC**, of Blue Cross, Blue Shield of Arizona, and one to **Matt Mills** of Ryan and Associates, both located in Phoenix. The scholarships will allow Risa and Matt to each enroll in the CRM course of their choosing to further their continuing education.

IAIP International Award-Winners

Each year, members of the International Association of Insurance Professionals (IAIP) compete—first on state and regional levels—for a variety of international awards. On June 8, 2013, at the 72nd Annual Convention of the IAIP (formerly the NAIW), held in Orlando, Florida, six National Alliance designees received international recognition and awards, as follows:

Rookie of the Year – **Martha Elliott, CISR**, of Haake Companies in Overland Park, KS (IAIP Region 7)

Insurance Professional of the Year (co-winners): **Lara Nelson Miller, CISR, AAI, CPIW**, of Hanover XS in Jonesboro, GA (IAIP Region 3), and **Linda Luka, CPCU, CISR, AIS, AINS, AAI, CIIP, DAE**, of West Bend Mutual Insurance Company in West Bend, WI (IAIP Region 5)

Risk Management Professional of the Year: **Sara Skirvin, CRM, CIC, ACSR, CPIW**, of Hylant in Toledo, OH (IAIP Region 4)

Professional Underwriter of the Year: **Susan Reichardt, CIC, CPCU, AU, CPIW, DAE**, of EMC Insurance Companies in Des Moines, IA (IAIP Region 5)

Publication of the Year: **Patricia S. Drees, CIC, AAI, CPIW**, of Desmond Insurance in Bellevue, KY (IAIP Region 4)



Vallowe Appointed to Board



Craig Vallowe, CIC, has been appointed to the board of directors for Agent Insurance Services, a wholly-owned subsidiary of the Independent Insurance Agents of Illinois. Vallowe is a Marketing Specialist for the Snyder Insurance Agency in Champaign, IL.