



NEWS RELEASE - For Immediate Release

Please contact Kitty Ambers, CPIA, CIC, CISR, CPIW, Executive Director with any questions. Call 877/674-2742 or visit www.aimssociety.com.

AIMS SOCIETY ANNOUNCES 2007 AWARD WINNERS

March 1, 2007 – Tucson, Arizona - The American Insurance Marketing and Sales (AIMS) Society announced the winners of their 2007 awards during the 20th Annual PRO-to-PRO held in Tucson, AZ on March 1 - 3, 2007. AIMS Society Awards Committee Chairman, **Martin A. Lebson of Capacity Coverage of NJ, Inc.** and AIMS Society President, **Richard H. Dygve of Johnson & Strachan Insurance Agency, Inc.** presented the awards during the ceremony.

Company Partner of the Year

The AIMS Society's 2007 **Company Partner of the Year** award was presented to **Selective Insurance Company**. This award is designed to honor an insurance carrier that creates revolutionary and exciting programs that provide agents with tools for success.

Selective was nominated by **Jack Sheppard, CPIA, MA of Bollinger Insurance in Moorestown, NJ**. Sheppard's nomination commended Selective for their e-Select Website which "provides almost everything an agent needs for selling and customer support." Sheppard further commented, "It all works due to the fact that their AMS-Field Underwriter is constantly available to our office providing inspiration, rating, guidance and sales support."

Also mentioned in the nomination are Selective's Summit Programs. "Their Summit Programs are packed with superlative coverages, competitive pricing and excellent claims service. The AMS continues to be the conduit between the agents and the company," explains Sheppard.

Sheppard accepted the award on behalf of **James A. Caragher, CPCU, CIC, AMIM, Senior Vice President, Marketing and Agency Relationships for Selective Insurance Company of America in Branchville, NJ**. "We certainly appreciate the nomination by Jack



Jack Sheppard (center) accepted the 2007 Company Partner of the Year award on behalf of Selective Insurance. Marty Lebson (left) and Rick Dygve (right) presented the award.

Sheppard at Bollinger and the award recognition by AIMS. We look forward to proudly displaying the award at our corporate headquarters,” Caragher commented in his written acceptance of the award.

President’s Award

Travelers Insurance Company was recognized as the recipient of the AIMS Society’s **2007 President’s Award**. **Gary V. Trippe of Oswald, Trippe and Company of Fort Myers, FL** nominated Travelers for the award and was present in Tucson for the presentation.



(L to R) Rick Dygve, AIMS Society President; Marty Lebson, Awards Committee Chair; Jen McDonald from Travelers; and Gary Trippe of Oswald Trippe Insurance pose with the 2007 President’s Award

The AIMS Society recognizes that the relationship between agents and their companies is a unique partnership, and the nature of this relationship can significantly impact the success of an agent. Travelers’ willingness to approve three grant requests, with Oswald Trippe providing matching funds, to cosponsor programs coordinated by three carefully selected nonprofit organizations is highly commendable.

Specifically noted by Mr. Trippe in his comments regarding the nomination was “Travelers Insurance Company’s enthusiasm for seizing opportunities to step beyond generally accepted boundaries to help its representing agencies succeed. Travelers’ willingness to collaborate to offer community programs earns the adjectives of unique, innovative and progressive.” Helping to cosponsor programs offered by the Greater Fort Myers Chamber of Commerce, Lee County Alliance for the Arts, and the Uncommon Friends Foundation, Travelers and Oswald, Trippe and Company promoted a Win-Win-Win!

Jen McDonald, Account Executive with the Commercial Accounts Group of Travelers in Tampa, FL was present to receive the award on behalf of the company.

Producer of the Year Awards

The AIMS Society’s *Producer of the Year Award* is designed to recognize members of the AIMS Society for outstanding sales achievement, retention, and overall client development. The recognized two nominees who the Awards Committee felt embodied the principles emphasized by the AIMS Society and the CPIA Designation Program seminars.

Jonathan Theders, CPIA, President/COO of Clark-Theders Insurance Agency in West Chester, OH was selected as 2007 Producer of the Year for his outstanding production and

innovative value-added client service. Jonathan's nomination explained, "We provide monthly Lunch-n-Learns to my commercial customers for free based upon HR, safety and motivational topics. We bring in guest speakers and usually have 30-45 people in attendance every month." In addition, Theders started Clark-Theders Employee Management and Safety Service to provide HR and Safety Consulting services on a fee basis.



Rick Dygve (right) and Marty Lebson (left) present Jonathan Theders with the 2007 Producer of the Year Award

David "Lucky" Lippa, CPIA, CPCU, CIC, LUTCF, AAI, ACI, ARM, CEBS, CFP, ChFC, CLU, CPHRM, DFP, RHU, MSFS, MSM, CRIS of Lippa Insurance Services, Inc. in Laguna Niguel, CA was awarded the 2007 Producer of the Year award based on his remarkable



Lucky Lippa (center) is awarded the 2007 Producer of the Year Award and poses here with Marty and Rick

education and technical expertise as well as personal production. "I am the sole producer in the agency and have evolved from writing Main Street business to accounts that generate \$1,000,000 or more in premium," Lippa stated in his nomination. Value added and fee-based services Lippa offers to clients include the development of alternative risk financing programs including, but not limited to, the formation of captive insurance companies; the interview and selection of appropriate defense counsel; the implementation of employee safety incentive programs that virtually eliminate workers compensation claims; and assisting in drafting policies with coverage counsel.

About the AIMS Society

The **20th Annual PRO-to-PRO** held by the AIMS Society on March 1-3, 2007 in Tucson, AZ commemorated the organization's 39th year of professionalism and excellence in insurance sales and marketing. This 2 ½ -day Retreat was filled with terrific networking opportunities and innovative sales and marketing panel discussions. All AIMS Society membership benefits are designed to assist agency owners, producers, sales support staff and company employees increase productivity and profits.

The **2008 PRO-to-PRO will be held February 28 – March 1, 2008** in Savannah, GA. Contact the AIMS Society office at 877/674-2742 (toll-free) or visit www.aimsociety.com for more information regarding the Society's membership benefits and sales and marketing training opportunities.

Founded in 1968 and based in Richmond, VA, the AIMS Society originally was known as the Fire Mark Society – an organization that recognized property-casualty insurance agents for their sales excellence and professionalism. With a network of more than 500 members and over 1,800 CPIA designees, the AIMS Society’s mission is to provide networking opportunities, and interactive marketing and sales resources to insurance professionals. For more information call 877/674-CPIA or visit www.aimsociety.com.

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