



NEWS RELEASE - For Immediate Release

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

CERTIFIED PROFESSIONAL INSURANCE AGENTS RECOGNIZED



The American Insurance Marketing and Sales (AIMS) Society recognized 225 individuals who completed the **Certified Professional Insurance Agent (CPIA)** designation requirements in 2006. During the *President's Luncheon*, held in conjunction with the Society's 20th Annual PRO-to-PRO Executive Retreat in Tucson, Arizona, AIMS Society Education Committee Chairman, **Jim Gosselink, CPIA, CIC, LUTCF** of Tulip City Agency in Pella, Iowa conferred the CPIA designation upon the following individuals (alphabetical by firm name):

Travis C. Welsch	A W Welt Ambrisco Inc.	Iowa City	IA
Barbara M. Shade	AAA Mid-Atlantic	Columbia	MD
Rodiana Kondakciu	Ackerman Insurance Services	Naples	FL
Roy Charles Adamson	Adamson Insurance Agency	Lineville	AL
William R. Sincerney	Agency One Plus	Independence	OH
Aaron M. Peterson	AIG American General	Mobile	AL
Tessa K. Pierce	AIG American General	Mobile	AL
Dolores Ann Frederick	Alabama Public Auto Insurance	Birmingham	AL
Mildred A. Hollis	Alabama Public Auto Insurance	Birmingham	AL
Carrileen Price	Alabama Public Auto Insurance	Birmingham	AL
Estelle E. Smith	Alabama Public Auto Insurance	Birmingham	AL
Gail Tolleson Todt	Alabama Public Auto Insurance	Birmingham	AL
Todd M. Mazur	Allen Thorley Delloyd, Inc.	Elyria	OH
James David Almany	Almany's Insurance	Waxahachie	TX
		Owens Cross	
Lawrence F. Boland	American Resources Insurance Company	Roads	AL
Brenda C. Mitchell	American Resources Insurance Company	Mobile	AL
Christina Diane Stackpole	American Resources Insurance Company	Mobile	AL
Stephanie T. Craycraft	Anchor Insurance Agency	Hoover	AL
Jennifer L. Benner	Andres O'Neil & Lowe Agency	Bryan	OH

Russell H. Davies	Andres O'Neil & Lowe Agency	Bryan	OH
Cheryl C. Mills	APAIA	Birmingham	AL
Kimberly A. Bates	Aronov Insurance, Inc.	Montgomery	AL
Joan G. McDonald	Aronov Insurance, Inc.	Montgomery	AL
John M. Segrest	Aronov Insurance, Inc.	Montgomery	AL
Allen Richard Williams	Aronov Insurance, Inc.	Montgomery	AL
Jerry R. Coffman	Augusta Insurance Agency	Fishersville	VA
Vickie L. Ullman	Barengo Insurance Agency	Marietta	OH
Charles Benjamin Bates III	Bates Hewett & Floyd Insurance Agency	Palatka	FL
Jimmy C. Beathard	Beathard Insurance Agency	Conroe	TX
Dennis Ray Rutherford	Beathard Insurance Agency	Conroe	TX
Pat Rutherford	Beathard Insurance Agency	Conroe	TX
David Camp	Bill Bailey Insurance Agency, Inc.	Williamstown	WV
Stephen P. Gulas	Bolte Insurance Agency, Inc.	Port Clinton	OH
Debra L. Davis	Brasfield & Gorrie, LLC	Birmingham	AL
Karen L. Epperly	Brent A. Pinkerton Agency	Port Charlotte	FL
Terri Ann Kerrigan	Brent A. Pinkerton Agency	Port Charlotte	FL
Paul D. Fish	Brentwood Services Inc.	Brentwood	TN
Christopher T. Stanek	Briggs Agency, Inc.	Merrillville	IN
Vicki L. Scott	Brock Insurance Agency	Rossville	GA
J. Todd Krevanchi	Brosky Insurance Agency, Inc.	Catasauqua	PA
Matthew A. Correale	Brown & Brown Inc./Naples	Naples	FL
Heather N J Bevington	Brown & Brown, Inc.	Ft. Myers	FL
George D. Sprouse	Brown & Brown, Inc.	Ft. Myers	FL
Cynthia A. Simmons	Burns & Wilcox, Ltd.	Birmingham	AL
Dawn M. Weyandt	Carlisle Insurance Services	Carlisle	PA
Armando Javier Cantu	CIG of Texas Insurance and Financial Services	San Antonio	TX
Adam M. Cochran	CIMA	Gardendale	AL
Chris Champion	Cobbs Allen & Hall	Birmingham	AL
Joseph H. Hutto, Jr.	Cobbs Allen & Hall	Birmingham	AL
Ann Bailey Pritchard	Cobbs Allen & Hall	Birmingham	AL
Margaret Ann Pyburn	Cobbs Allen & Hall	Birmingham	AL
Joel S. Hyde	Colligan & Company	Fort Wayne	IN
Joyce M. Evanko	Columbus Insurance Advisors, LLC	Delaware	OH
Tara Campbell Maiolini	Connelly - Campion - Wright, Inc.	Belmar	NJ
Bob Breazeale	Consumers Insurance	Huntsville	AL
Robert C. Wells	Consumers Insurance	Murfreesboro	TN
William J. Capone	Cornerstone Insurance Group	Chattanooga	TN
Jeremy B. Jones	Cornerstone Insurance Group	Chattanooga	TN
Brian D. Mull	Cornerstone Insurance Group	Cleveland	TN
Mitchell Chris Scoggins	Cornerstone Insurance Group	Chattanooga	TN
Mitchell P. Scoggins	Cornerstone Insurance Group	Chattanooga	TN
Kathryne L. Brugge	Cubs Insurance, Inc.	Birmingham	AL
Jacob G. Long	Dakin Insurance Agency, Inc.	Lebanon	OH
James R. Anderson	Dakota Street Insurance	Spring Valley	IL
Matthew J. Clodwick	Dawson Companies	Rocky River	OH
Timothy A. Pope	Dawson Company	North Canton	OH
Paula Denise Brickner	Dawson of Florida LLC	Cape Coral	FL
S. Darlene Merrill	Diamond Agency Resources	Elkhart	KS
Renay Asper	EK McKonkey & Company	York	PA

Rudene T. Christian	Elliott & Associates	Opelika	AL
Rickey Elliott	Elliott & Associates	Opelika	AL
Anna D. Danna	Encompass Insurance	Wyomissing	PA
Gregory E. King	Encompass Insurance	Limerick	PA
Pamela Ruth Lessig	Encompass Insurance	Mohnton	PA
Gail M. Schrantz	Encompass Insurance	Wyomissing	PA
Wanda G. McCollum	First Capital Insurance, Inc.	Lineville	AL
Joseph Mallie Stewart	Gab Robins, N.A.	Mobile	AL
Amy J. Kline	Gallen Insurance Inc.	Shillington	PA
Christopher Crowell	Genesee General	Alpharetta	GA
Clay Bruce	GHG Insurance	Jacksonville	FL
Brett A. Bernosky	Glatfelter Insurance Group	Westmont	NJ
Jeanneen E. Liberatore	Glatfelter Insurance Group	York	PA
Theresa C. Rogers	Glatfelter Insurance Group	York	PA
Josh Beck	Greenhalgh Insurance, Inc.	Birmingham	AL
Jordan Coggin	Greenhalgh Insurance, Inc.	Birmingham	AL
Adam Russell Greenhalgh	Greenhalgh Insurance, Inc.	Birmingham	AL
Robert H. Pine, Jr.	Greenhalgh Insurance, Inc.	Birmingham	AL
L. Kelley Sigler	Gustin Insurance Agency	Chillicothe	OH
Antoinette M. Aaronson	Hamler-Fisher Insurance, Agency	West Milton	OH
Clinton Bothwell	Harleysville Insurance Co.	Atlanta	GA
Donald Harper	Harleysville Insurance Co.	Nashville	TN
Andrew J. O'Hair	HBG Insurance & Bonds	Greencastle	IN
William Anderson	HLR Anderson Agency	Grove City	PA
Michelle M. Kirda	Homestead Insurance Agency	Brunswick	OH
Brandon J. Rapp	Homestead Insurance Agency	Brunswick	OH
Robert A. Rapp	Homestead Insurance Agency	Brunswick	OH
Sherry P. Gipson	HRH of Mobile	Mobile	AL
Karen S. Buchholz	Insurance Exchange	Albuquerque	NM
Melissa E. Esquibel	Insurance Exchange	Santa Fe	NM
Beverly J. Frilling	Insurance Exchange	Albuquerque	NM
Elizabeth A. Frilling	Insurance Exchange	Albuquerque	NM
Paul N. Grant	Insurance Exchange	Albuquerque	NM
Shannon M. Herrera	Insurance Exchange	Albuquerque	NM
Chuck Lujan	Insurance Exchange	Albuquerque	NM
Mark A. Maldonado	Insurance Exchange	Albuquerque	NM
Alex M. Phillips	Insurance Exchange	Albuquerque	NM
Lynne Ernest	Insurance Express, LLC	Gilbertown	AL
Linda R. Sully	Insurance South	Birmingham	AL
Charles Ellis Guntharp, Jr.	International Assurance, Inc.	Mobile	AL
C. Scott Boyett	J. Smith Lanier	Huntsville	AL
Gloria Ingram	J. Smith Lanier	Birmingham	AL
Mary "Cathy" Rickman Parkin	J. Smith Lanier & Co.	Birmingham	AL
Mark Christoph	Lancaster and Bay Insurance	Corpus Christi	TX
Melissa de la Cruz	Lancaster and Bay Insurance	Corpus Christi	TX
Josephine D. Reyes	Lancaster and Bay Insurance	Corpus Christi	TX
Renee' A. Queck	Lutgert Insurance	Naples	FL
Carol K. Cooper	Lyon Fry Cadden	Mobile	AL
Loree Joanne Kramer	Lyon Fry Cadden	Mobile	AL
Kathleen Hudson	Mabel Bryant Insurance Agency	Houston	TX

Jerry Wesley Parramore	Mabel Bryant Insurance Agency	Houston	TX
Dawn B. Colby	Marsh USA Inc.	Birmingham	AL
DeVon A. Harmon	Marsh USA Inc.	Birmingham	AL
Jeremy Clark	McCamon - Hunt Insurance Agency	Boardman	OH
Stacie J. Aldridge	McGriff, Seibels & Williams, Inc.	Birmingham	AL
Richard T. Schmitt, Sr.	Member Insurance Agency	Warrendale	PA
Michael Thomas Morat	Morat Kellett Insurance Services	Memphis	TN
R. Kyle Morris	Morris Insurance Agency	Fairhope	AL
Robert Wilson Russ, III	Morris Insurance Agency	Mobile	AL
Leslie A. Petulla	Motorists Insurance Companies	Columbus	OH
David A. Stooksbury	Mowery Insurance, Inc.	Knoxville	TN
Clint E. Hutchison	Moyer Insurance Inc.	New Alexandria	PA
Cassandra Ellen Blake	Murray Risk Management & Insurance	Lancaster	PA
Karen Marie Jackson	Murray Risk Management & Insurance	Lancaster	PA
Steven B. Musgrove	Musgrove Insurance Services, Inc.	Hugoton	KS
Mary E. Conn	Nottingham Insurance & Financial Services	Yardley	PA
Marcus K. Hughes	O.M. Hughes Insurance Inc.	Birmingham	AL
Jennifer E. McWhinnie	Oswald, Trippe & Co., Inc.	Fort Meyers	FL
Jean Ann Stratton	Palomar Insurance Corporation	Montgomery	AL
Clifford D. Parker	Parker Insurance	Tomball	TX
Justin D. Parker	Parker Insurance	Tomball	TX
Deena D. Witmer	PDM Insurance Agency, Inc.	Chambersburg	PA
Nancy Sue Peachey	Peachey Insurance Agency, Inc.	Pratt	KS
Priscilla Johnson	Penn Prime	Harrisburg	PA
William Daniel Younger	Pennsylvania Lumbermens Mutual Insurance Co.	Montgomery	AL
Anthony Bernard Hilliard	Pete Mitchell and Associates, Inc.	Memphis	TN
Gertrude G. Lee	Pete Mitchell and Associates, Inc.	Memphis	TN
Cindy A. Langston	Phelan Insurance Agency, Inc.	Versailles	OH
Kimberly L. Schultz	Phelan Insurance Agency, Inc.	Versailles	OH
Stacy Hand Dew	Pinckard Agency	Troy	AL
Michael K. Dennis	Planet Ford	Spring	TX
Colleen J. Bennett	Poppell Insurance, Inc.	Plant City	FL
Brandon LaBresh	Pritchett-Moore, Inc.	Tuscaloosa	AL
Chad Wilson	Pritchett-Moore, Inc.	Tuscaloosa	AL
Billy Mack Hyde	Ramsgate Managing Insurance	San Antonio	TX
Edward 'Mac' McCaffety	Ramsgate Managing Insurance	San Antonio	TX
Shirley L. Johnson	RCM&D	Baltimore	MD
Paul L. Haines	Reschini Agency Inc.	Indiana	PA
Andrea H. Austin	River City Insurance Agency	Owensboro	KY
Kevin C. Jones	Robert K. Jones Insurance Agency, LTD	Kettering	OH
Barbara Ann Harper	Robinson Adams Agency	Birmingham	AL
Antonio A. Antunes, Jr.	Roehrs & Co., Inc.	Exton	PA
James M. McGuckin	Roehrs & Co., Inc.	Exton	PA
Tammie R. Cutchen	S.S. Nesbitt & Co., Inc.	Birmingham	AL
Kelly K. Gardner	Safeco Insurance	Spanish Fort	AL
Charles S. Fulk, II	Security Insurance, Inc.	Nashville	TN
Cheryl Denise Stone	Security Insurance, Inc.	Nashville	TN
Christopher M. Burgio	Seitlin & Co.	Ft. Lauderdale	FL
Joan M. Gordon	Seitlin & Co.	Ft. Lauderdale	FL
Sharon D. Mack	Seitlin & Co.	Ft. Lauderdale	FL

Yvette P. Thomas	Seitlin & Co.	Ft. Lauderdale	FL
Melanie H. Young	Seitlin & Co.	Ft. Lauderdale	FL
Maria Cecelia Aviles	Seitlin P&C	Miami	FL
Melissa Leah Becker	Seitlin P&C	Miami	FL
Silvia M. Bluzmanis	Seitlin P&C	Miami	FL
Julio C. Guerrero	Seitlin P&C	Miami	FL
Alaberto Luengo	Seitlin P&C	Miami	FL
Marie Juliette Molina	Seitlin P&C	Miami	FL
Luz E. Singer	Seitlin P&C	Miami	FL
Cristina B. Sora	Seitlin P&C	Miami	FL
Roxy-Cary Sora	Seitlin P&C	Miami	FL
Maria J. Tellez-Machado	Seitlin P&C	Miami	FL
Jadcy Reyes Valle	Seitlin P&C	Miami	FL
Belinda A. Zivich	Service First Insurance Professionals, LLC	Bonita Springs	FL
Christopher G. Will	Sky Insurance	Canonsburg	PA
Angela M. Kroha	Sky Insurance, Inc.	Cranberry Township	PA
Sandra L. Wiemann	Sky Insurance, Inc.	Cranberry Township	PA
Elizabeth A. Fry	Southern Coastal Underwriters, Inc.	Little Rock	AR
Leah I. McInnis	Southern Insurance Associates, LLC	Hixson	TN
Tracey Rogers Wilson	St. Paul Travelers	Fitzpatrick	AL
Apryl M. Pernesky	Swift Kennedy & Co.	DuBois	PA
Barbara D. Markwell	Templeton Insurance Agency	Spring	TX
William Louis "Trey" Martin, III	Templeton Southwest Insurance Agency, Inc.	Stafford	TX
Don M. Miller	Texian Insurance Agency, Inc.	Belton	TX
Barbara T. Rutherford	Thames Batre Mattei Beville & Ison	Mobile	AL
Sharon R. Wiggins	Thames Batre Mattei Beville & Ison	Mobile	AL
Robert A. Lynam	The Butler Co., Inc.	Brentwood	TN
Matthew Millett Rainer	The Cone Company	Montgomery	AL
William V. Hamner	The Frederick Agency	Montgomery	AL
Jamie Peacock	The Hoffman Group	Medina	OH
Jason T. Stevenson	The Hoffman Group	Medina	OH
Johnye H. Woodrow	The Insurance Network	Pelham	AL
Robert B. Wagner	The Jacobs Company, Inc.	Columbia	MD
Jacob L. McMillan	The Starke Agency, Inc.	Montgomery	AL
Joseph A. Stanton	Thornburg Insurance Agency	Huntington	WV
Leslie S. Russell	Tom Sorrels Insurance Agency	Tyler	TX
Thomas O. Sorrels, Jr.	Tom Sorrels Insurance Agency	Tyler	TX
Cindy Lynne Bili	Trammel, Harper & Williams, Inc.	Trussville	AL
Thomas R. Young	United Fire Group	Springville	AL
William Patrick Kokosko	V. W. Brown Insurance Service	Columbia	MD
Jason Stansell Fowler	Virgil B. Fowler Insurance Agency	Cullman	AL
Virgil B. Fowler, Jr.	Virgil B. Fowler Insurance Agency	Cullman	AL
Jennie McDonald	Wedgewood Insurance Agency	Spring	TX
December Goodreau	Wellington F. Roemer Insurance, Inc.	Toledo	OH
Susan M. Duncan	Westfield Insurance	Westfield Center	OH
Pat L. Farber	Westfield Insurance	Westfield Center	OH
LuAnn Hamric	Westfield Insurance	Westfield Center	OH
Brady P. Polansky	Westfield Insurance	Westfield Center	OH

William T. Sellers, Jr.	Whittaker Warren Insurance	Enterprise	AL
Janie L. Geis	Wichert Insurance Services, Inc.	Cuyahoga Falls	OH
Amy L. Mueller	Willis	Mobile	AL
Sharon A. King	Willis of PA, Inc.	Radnor	PA
Phillip Frank Mangina	Zurich Financial Enterprises	Birmingham	AL
Cindy Herndon		Hueytown	AL
Robert P. McDougal		Nashville	TN
Samantha J. Pope		Bonita Springs	FL

About the CPIA Designation

The AIMS Society’s Certified Professional Insurance Agent (CPIA) Designation is first-of-its kind, hands-on, how-to training. To earn the CPIA designation, candidates are required to participate in a series of three, one-day *Insurance Success Seminars*. These Seminars are designed to enhance the ability of producers, sales support staff and company personnel to efficiently create and distribute effective insurance programs. Participants leave with ideas that will produce sales results immediately. In fact, The *Insurance Success Seminars* are guaranteed: Implement the principles covered in these sessions and experience a 20% increase in personal production within six months, or your registration fee will be refunded!

The three *Insurance Success Seminars* are entitled:

- Position for Success (CPIA 1)
- Implement for Success (CPIA 2)
- Sustain Success (CPIA 3)

About the AIMS Society

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.

Contact the AIMS Society office at 877/674-CPIA (toll-free) or visit www.aimssociety.com for more information regarding the Society’s membership benefits and sales and marketing training opportunities.

The **2008 PRO-to-PRO will be held February 28 - March 1, 2008** at the Doubletree Hotel Historic Savannah in Savannah, Georgia.