




Would you like to generate more *non-dues* income for your Member Organization?

You can do so while bringing value to your members at the same time!

The ACEC Business Insurance Trust (BIT) wants to help increase revenue to your state Member Organization (MO) while increasing participation in the ACEC BIT Business Insurance Program. That's why we want to make sure you're aware of how your state's participation in the ACEC BIT can help you!

Did You Know?

-  **The ACEC BIT** is able to improve coverage and generate savings for *two out of every three* ACEC Member Firms seeking quotes.
-  **The ACEC BIT** has negotiated unique coverage enhancements available *exclusively to* ACEC Member Firms.
-  **The ACEC BIT** program's loss experience has been favorable compared to the overall industry due to safety and claims advocacy available exclusively through The Hartford®.

The ACEC BIT wants *your help* to provide Member Firms coverage analysis and premium quotations from our team of industry experts.

We've been able to share significant royalty income with Member Organizations as a result of the success of the ACEC BIT's Business Insurance Program. One of our focuses is on continuing to support Member Organizations through the growth of our Program. That's why we are excited to announce our *new* Lead Referral Program.

The ACEC BIT Lead Referral Program for ACEC Member Organizations

#1

Each Member Organization that provides three *qualified business insurance leads between October 19, 2011 and December 2, 2011 will receive a check from the ACEC BIT for \$500**.**

*Defined as firms that are willing to speak to a Marsh representative and provide the necessary information related to the firm's exposures to allow Marsh to quote the firm's business insurance coverage with The Hartford.

**Payment opportunities limited to first 40 Member Organizations who qualify.

#2

All Member Organizations that provide three qualified business insurance leads between October 19, 2011 and December 2, 2011 are also eligible to participate in a drawing for three prizes to be awarded at the NAECE Winter Meeting on December 8, 2011.

- First Place Prize—\$10,000
- Two Second Place Prizes—\$5,000 each

Questions?

More on back 

Call your dedicated Marsh Sales Professional listed on the back of this flyer at 1-800-338-1391.



BUSINESS INSURANCE TRUST

Business & Professional Liability Insurance

STATE	TRUSTEE LIAISON	MARSH SALES PROFESSIONAL	MO EXECUTIVE
Alabama	Kenneth White	Mike Janes	Renee Casillas
Alaska	Woody Germany	Mike Janes	Dennis Berry
Arkansas	Marc Alper	Jeff Connelly	Angie Cooper
Arizona	Stephanie Wagner	Mike Janes	Janice Burnett
California	Stephanie Wagner	Jeff Connelly/Mike Janes	Paul Meyer
Colorado	Stephanie Wagner	Mike Janes	Marilen Reimer
Connecticut	Gary Loesch	Jared Maxwell	Paul Brady
Delaware	Karen Friese	Jared Maxwell	Mike Karia
Florida	Kenneth White	Kevin Woolley	Frank Rudd
Georgia	Kenneth White	Mike Janes	Gwen Brandon
Hawaii	Stephanie Wagner	Kevin Woolley	Ginny Wright
Idaho	Woody Germany	Kevin Woolley	Teri Ottens
Illinois	Marc Alper	Jeff Connelly	David Kennedy
Indiana	Wayne Shuler	Kevin Woolley	Stephanie Morse
Iowa	Marc Alper	Jared Maxwell	David Scott
Kansas	Marc Alper	Jared Maxwell	Scott Heidner
Kentucky	Kenneth White	Mike Janes	George Binder
Louisiana	Kenneth White	Jeff Connelly	Dan Mobley
Maine	Gary Loesch	Jared Maxwell	John Melrose
Maryland	Karen Friese	Jared Maxwell	Jim Otradovec
Massachusetts	Gary Loesch	Jared Maxwell	Abbie Goodman
Michigan	Wayne Shuler	Jared Maxwell	Ron Brenke
Minnesota	Wayne Shuler	Kevin Woolley	David Oxley
Mississippi	Kenneth White	Mike Janes	Judy Adams
Missouri	Marc Alper	Jeff Connelly	Bruce Wylie
Montana	Woody Germany	Kevin Woolley	Jay Skoog
Nebraska	Karen Friese	Jared Maxwell	Jackie McCullough
New Hampshire	Gary Loesch	Jared Maxwell	Alex Koutroubas
New Jersey	Gary Loesch	Kevin Woolley	Joe Fiordaliso
New Mexico	Karen Friese	Mike Janes	Dawn Tibbetts
New York	Gary Loesch	Jared Maxwell	Jay Simson
Nevada	Stephanie Wagner	Mike Janes	Dawn Miller
North Carolina	Karen Friese	Kevin Woolley	Kathryn Sawyer-Westcott
North Dakota	Wayne Shuler	Jared Maxwell	Bonnie Staiger
Ohio	Wayne Shuler	Kevin Woolley	Donald Mader
Oklahoma	Karen Friese	Kevin Woolley	James Sullins
Oregon	Woody Germany	Jeff Connelly	Alison Davis
Pennsylvania	Gary Loesch	Jared Maxwell	Eric Madden
South Carolina	Wayne Shuler	Kevin Woolley	Joe Jones
South Dakota	Wayne Shuler	Jared Maxwell	Gail Boddicker
Tennessee	Kenneth White	Mike Janes	Candy Toler
Texas	Karen Friese	Kevin Woolley	Steve Stagner
Utah	Woody Germany	Kevin Woolley	Michael Smith
Vermont	Gary Loesch	Jared Maxwell	Sue Ringey
Virginia	Woody Germany	Jared Maxwell	Nancy Israel
Washington	Stephanie Wagner	Jeff Connelly	William Garrity
Washington, DC	Woody Germany	Jared Maxwell	Hugh "Mac" Cannon
West Virginia	Kenneth White	Kevin Woolley	Rob Casto
Wisconsin	Marc Alper	Jared Maxwell	Jayne Martinko
Wyoming	Woody Germany	Mike Janes	Joseph Lord