

John H Love

From: John H. Love [john.love@welove.com]
Sent: Tuesday, March 10, 2009 7:28 PM
To: John H Love
Subject: WEL - Broker News - February 2009



W.E. Love Broker News

Number Two
February, 2009

Dear John,

In this new year, with renewed determination, and with guns loaded we are ready to embrace 2009.

Problem: Facing both a soft insurance market and a weak economy, especially for truckers, we must not waste each other's time.

Solution: What you need in '09 is a lot of Love! Call us today!

Markets By State on WEL Homepage



A visit to our homepage, www.welove.com now makes more sense. Simply click on any state to view a complete listing of our Insurer representation. This is a big improvement for us and you. You may also search by class and line of coverage availability. This is our latest effort to communicate a lot of information to you in a consistent, up to date format that you can view whenever you choose. [Click here](#) or click on the map to see for yourself "what Love has in store for you"!

RIP: No More Countersignature



Recently a retailer questioned why we no longer countersign our

policies and cited statute given by her home state insurance department. "Hundreds" of insurance companies and general agencies require countersignature, so we must be wrong, I was told.

Most State Countersignature law was voided years ago, but the whole issue died in November, 2008 when Nevada fell in line to comply with a federal ruling. Click on Mr. Hancock's signature to read **Eulogy to the Agent's Countersignature** by Stacey D. Kalberman.

Market Success



Here is a sample of what we've accomplished for our retailers over the past month!

16 unit account out of Chicago. Turned quote in 48 hours. We wrote AL on mileage at \$5597 per unit and 3.5% PD \$1,000 ded in Canal.

1 unit risk out of OH- Stratford quoted \$5060 and 3.23% phys rate \$1000 ded- American Southern cargo at \$1080 including reefer. phone quote

24 unit SC risk underwritten and quoted with in one business week at 4600 per unit AL and PD at 2.245%. Bound policy 2 weeks later in Star.

1-16 Canal FL 3 unit renewal for PD & CR. 1-13 request and response for AL quote. 1-14 request for lower premium, responded same day with additional credit on already reduced renewal premium. Package policy was selling feature. AL \$6033 unit, PD 4.5%, Cargo package \$1045 unit.

11 unit urban Texas risk, bound liability @ \$4,403 per unit with Canal. Three days from quote to bind.

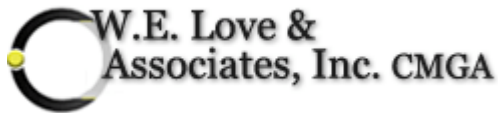
Star OH account received, quoted and written this week with 5 power units. AL @ \$22985, PD @ \$4944 and GL @ \$472.

E Comp up and Running!

Are we quoting your Workers Compensation Risks? We hope so! No preinspection required! Competitive rates. Very speedy quote service. Direct bill to Insured. 10,000 minimum premium. We write in over 40 states. See WEL Apps and Forms for all the info you need or contact any WEL underwriter!

[Click Here to Register for WEL - CE 2009, June 9-10, Burlington NC](#)

Beyond providing this event for you, WEL spends lots of money per employee on training and education. This does not make us either "know it all"s or guarantee mistake free work. The idea is simple -- we must do lots of little things to separate ourselves from our competitors. Like be enlightened and organized. Our errors are be infrequent, yet when we make do a mistake, we are poised to "make it right" and review any area of weakness.



All you need is LOVE..... W.E. Love that is!

Our commitment is to offer the best truck insurance markets, service and expertise of all firms. We're thankful for your submissions. And mostly, we're appreciative of your business and friendship. Good luck to you in this new year 2009! Call us today!

Sincerely,

John H. Love

[Forward email](#)

✉ [SafeUnsubscribe®](#)

This email was sent to john.warren@welove.com by john.love@welove.com.

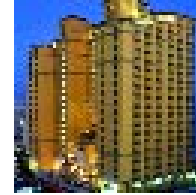
Email Marketing by

10 unit AL risk received 12-16. Quoted 12-19. Wrote AL=\$5077.00 per unit and PD at 4% rate with Star. Cargo at \$871.00 per unit with American Southern. Total=\$66,568.00

VA submission received on 1/22/2009, quoted 01/23/2009, bound 01/27/2009. 8 units AL, PD and CG totalling 48K.

2008 Vacation Give Away Results

Now that all 2008 written premium is booked, WEL will announce our 2008 vacation give away winners on Monday February 2nd at 10am



Eastern! Thanks for all the premium! This is a fabulous place in Myrtle Beach! Should we do it again in 2009? Email me at

john.love@welove.com and let me know!

EXCLUSIVE CARGO MARKET READY FOR YOU!



We're quoting and binding new cargo policies daily in this **great and exclusive market available exclusively through WEL**. Policies are often mailed and emailed on the day coverage is bound. The ASI coverage form is posted in our [Apps and Forms](#) section of our website. Claims are handled by our excellent TPA, [Truckclaims](#).

WEL is honored to represent American Southern Insurance Company in most states. [Just click on the homepage Map for details.](#)

[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe™](#) | [Privacy Policy](#).



W.E. Love & Associats, Inc. C.M.G.A. | 2040 South Church Street | P.O. Box 1796 | Burlington | NC | 27216

THIS IS A TEST EMAIL ONLY.

This email was sent by the author for the sole purpose of testing a draft message. If you believe you have received the message in error, please contact the author by replying to this message. Constant Contact takes reports of abuse very seriously: if you wish to report abuse, please forward this message to abuse@constantcontact.com.