

W.E. Love Broker News

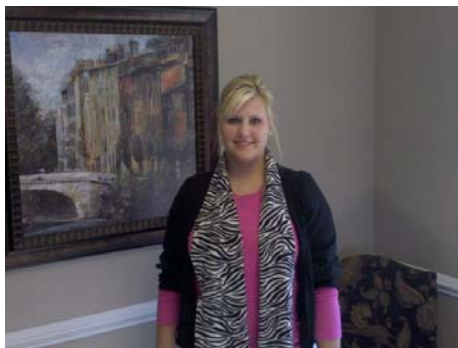
2010 - Number Two
March

Dear John,

Surviving the winter has been a chore, but with warmer days ahead, Hope Springs Eternal! Each March, we watch a little basketball *and* get ready for our Agent's Gathering & Continuing Education Seminar to be held in Burlington on June 8th and 9th. We attempt to beat down the oxymoron "Insurance Fun", with some actual success. So, as you enjoy an extra hour of sunshine this week, know that we're busy preparing for our best customers to arrive in June for a great time! We hope you can join us for fellowship, education and laughter.

Who *IS* In Charge, Around Here?

Paige Jones, that's who! She *is* in charge, and we are all aware of her positive impact on which we depend. Our Vice President of Underwriting Operations is perhaps the most hands on person within our firm. She oversees the work



Paige Jones, above, is our VP of Underwriting Operations.

of underwriters relating to each policy bound and then directs our workflow for each policy endorsement and invoice. Paige was promoted on January 1, 2010 to her new position. She is detail oriented, logical and a task master. Paige says, "While our service has never been bad, it can be better. It's all about being and staying organized." Paige asked for the job she has. "It bothers me when I see things that aren't as crisp. Most errors are preventable with better training and oversight." paige.jones@welove.com or 800 334 9123 x 1013. If you have an unresolved issue, Paige and her staff will be on it as Hamilton says "like white on rice".

Star NEVER Stands Still!



[Written Marketing Flyer](#) Star is our Star Carrier, with new enhancements monthly! Several broadening endorsements for cargo

Annual Agent's Gathering June 8-9 Sign Up Now!

Who is invited: You, if you're regularly placing accounts with WEL.

How much CE: 12 hours all transportation insurance related.

Is this worthwhile: Constantly rated the best insurance seminar attended by our guests.

Who else will be there: All our insurers will be represented as we discuss openly the keys to writing good accounts in 2010 and beyond.



Students celebrate after class

How do I sign up:

and physical damage coverage are posted on our [website](#). Physical damage towing expenses may now be considered in addition to stated amount limits. A Monthly Report of Values policy is now available. Fleet accounts are eligible for Letter of Credit consideration in lieu of cash deposits. Entering our third year this Spring, we are grateful to the fine Meadowbrook staff.

BUGGIN' Review and Future Plans



Eric Hicks and John Love are fully recovered from their Chicago to North Carolina Buggin' 2 tour. in short: **WHAT A BLAST!!!** All of the newsletters are posted on our website on the [Home Page](#) or on our [Broker Blog](#). Below are our tentative thoughts for the remainder of 2010.

Spring 2010 - Say Y'all, Y'all

San Antonio, TX to Burlington, NC. A Bar-B-Que extravaganza, this tour could be conducted without socks. Or shoes.

Summer 2010 - Them Thar Squar States

A trip throughout our Nation's heartland, where trucks have less to hit and a beetle can breathe the open road...

Fall 2010 - World's Largest Cocktail Party

Knoxville, Oxford, Baton Rouge, Tuscaloosa, Gainesville, Athens and Columbia to include two Saturday games and a hopeful Thursday night contest. Can our livers take it?



This IS NOT Your Father's Canal !



Every Canal GA is asking for your business. So, why send it to us? What were you doing in 1955 and every year since? If you're W. E. Love, Jr. that's when you began and his staff visit Canal regularly.

working with Canal. "Dub" and his staff visit Canal regularly. We get the quotes - we get the job done. Period. We can quote Canal risks for you in [44 states!](#) At right Canal President John Pollock and Underwriting Manager Christine Posner visit WEL on March 18th.



Stratford Countrywide

[CLICK HERE TO REGISTER](#)

INSTRUCTOR BIO

M. Thomas Ruke, Jr., CIC, CPIA, CWIS Insurance Business Consultants, Inc.

Tommy was born in Sampson County, North Carolina and graduated from Wake Forest University in 1964 with a B.S. in Math and Physics. He is President of Insurance Business Consultants, Inc. in Ft. Myers, FL. He achieved his Certified Insurance Counselor designation in 1976, his Certified Professional Insurance Agent lifetime designation in 1990 and his Certified Wholesale Insurance Specialist designation in 1997. Tommy has served the Society of Certified Insurance Counselors as a member of the National Faculty, as a past member of the Board of Governors and the National Education Committee. He instructs in the James K. Ruble Certified Insurance Counselors seminars and in CIC's Institutes and was the developer of the CIC Advanced seminar on Insuring Trucking Risks. Tommy has worked closely with the American Association of Managing General Agents (AAMGA) as both Director of Education and lead instructor for AAMGA sponsored programs on trucking and garage risks. Tommy's insurance expertise is supplemented by long family involvement with long-haul trucking and ten years as an International Harvester dealer. Tommy is widely recognized as the leading truck insurance instructor in the United States.... Even though he's a Wake Forest man and in spite of the fact that his son in law went to CLEMPSON! Nobody's perfect.

CE TOPIC:
[CSA 2010](#)

Are you ready?



Our home page [Map](#) is updated to show our Stratford territory - nearly

every state! WEL has represented Stratford for fifteen years and we have high respect for their fine staff. At Right, poor Dave Hayward tries to edgemakate John Warren while visiting WEL on March 17th. Hey John, Stratford is flexible for all size accounts!



Are your Insureds? In April, a report from M. Thomas Ruke

HUMOR: IT BEATS INSURANCE!



Wonder if he lost his LOAD?

Intermodal Power Countrywide!



With [every state](#) save three, we're able now to quote internodal risks same day if needed. As we enter our second year with this

program we see tremendous potential for good containerized freight risks within one of the very best insurance groups in our Nation. The submission process is so simple, even John L. can offer a quote!



Poor John B. Lectures John L.

Joke of the Month

A man and a friend are playing golf one day. One of the guys is about to chip onto the green when he sees a long funeral procession on the road next to the course. He stops in mid-swing, takes off his golf cap, closes his eyes, and bows down in prayer. His friend says: "Wow! That is the most thoughtful and touching thing I have ever seen. You are truly a kind man."

The other man replies, "Yeah, well, we were married 35 years."

Cargo in Exclusive Fashion



American Southern Insurance Company, our exclusive cargo market, keeps getting better and

better. We offer great quotes, Modern Policy Form, Competitive Pricing and claims handled by the fabulous [TruckClaims TPA](#). See the ASI coverage form on the [Apps and Forms](#) section. Click on our homepage [Map](#) for a WEL ASI State listing.

Here's one for the Rednecks!

Two hunters are out in the woods when one of them collapses. He doesn't seem to be breathing and his eyes are glazed. The other man

Great People, Great Coverage

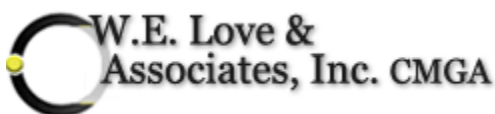


GA for almost 20 years. The GA folks can quickly respond to complex risks and coverage situations. See their expanded coverage forms [here](#).

The Charlotte, NC office of Great American is staffed with perhaps the best inland marine expertise anywhere. WEL has represented

pulls out his cell phone and calls emergency services. He gasps to the operator: "My friend is dead! What can I do?" The operator in a calm, soothing voice replies: "Take it easy. I can help. First, let's make sure he's dead." There is a silence, then a shot is heard.

Back on the phone, the hunter says, "OK, now what?"



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. Call us today!

Sincerely,

John H. Love

For Closers...

One of the symptoms of an approaching nervous breakdown is the belief that one's work is terribly important. - [Bertrand Russell](#)

[Forward email](#)

✉ [SafeUnsubscribe®](#)

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