

FALL 2019

“A forum for the exchange of information and ideas relating to claims law.”

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# NEWS!

## 2020 Claims Education Conference

*Register Today! Join us in New Orleans May 12-15*

Join us May 12-15, 2020 in New Orleans for the annual Claims Education Conference. This 4-day conference will provide value-added services to all attendees by including a complementary blend of both claims law and soft skills training. Increase your claims law knowledge, sharpen your general claims skills, and become a better claims professional. Claims professionals who have earned an AEI designation between January 1, 2019 and April 10, 2020 will be recognized at the Designation Conferment on Wednesday, May 13th. In addition to the educational presentations, several networking functions are scheduled, including a Welcome Reception, Exhibition Hall, and a dine around New Orleans. **Early bird deadline November 30!** Click [here](#) to register.



**20% AEI Registration Discount!**

Use code AEI20 @ checkout  
& save \$200

### 2020 Conference Seminar Speakers

- Some of the best experts in claims law will be speaking about timely topics. Confirmed speakers are listed below with more to be added (*click name to learn more*):
- [David Alfini, Esq.](#)—Partner, Hinshaw & Culbertson LLP
  - [James T. Busenlener, Esq.](#)—Attorney/Partner, Matthiesen, Wickert & Lehrer, S.C.
  - [Emily Faith, Esq.](#)—Litigation Services Manager, DONAN
  - [Duncan K. Fobes, Esq.](#)—Principal, Patterson · Buchanan · Fobes & Leitch, Inc., P.S.
  - [Charles Lind, Esq.](#)—Attorney, Patterson · Buchanan · Fobes & Leitch, Inc., P.S.
  - [Bianca Melone](#)—Business Development Specialist, MasterTrace
  - [Matthew J. Sekits, Esq.](#)—Firm-wide Practice Group Leader, Insurance Law Group | Shareholder-in-Charge, Seattle Office at Bullivant Houser Bailey PC

## Apply or Nominate a new SCLA Designee

### Distinguished SCLA Designee Award

Apply today or nominate a colleague to be the Distinguished SCLA Designee. This award is presented each year to a new SCLA designee for their demonstrated commitment to professionalism and outstanding service to the insurance industry. It honors someone who has utilized their claims law training in successfully impacting their daily work activities; for instance, how what was learned through AEI has helped in their claims work, or how the designation has given them more confidence in dealing with attorneys and other parties.



Follow  
SCLA on  
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@  
The  
Society of  
Claim Law  
Associates  
(SCLA)  
LinkedIn

**ELIGIBILITY:** Anyone who has or will have achieved their SCLA designation between January 1, 2019 and February 5, 2020 is eligible for this award (*Note: SCLA designation must be successfully completed by February 5, 2020, but application can be made before SCLA is completed*).

**Applications may be submitted directly from the Designee, or the Designee's colleague may provide a nomination.**

**AWARD RECIPIENT REQUIREMENTS:** The award recipient will address their fellow designees during the Conferment Ceremony at the 2020 Claims Education Conference (May 12-15, 2020) on Wednesday, May 13th in New Orleans. The duration of the talk should be approximately 10 minutes and should address examples of the impact that the SCLA designation has made in their career (presentation software may be used).

The award recipient will also need to provide AEI a publicity photo (high-res digital or professional photograph) for pre-and-post-conference print and electronic communication pieces. The recipient must possess strong communication and public speaking skills and be comfortable with their image, name, job title and employer being publicized.

*Continued on page 3...*

**Application Deadline for 3rd Annual Distinguished SCLA Designee Award  
is February 5, 2020**

Continued from page 2: Apply or Nominate a New SCLA Designee...

### **AWARD RECIPIENT WILL RECEIVE:**

- \$500 cash award
- Hotel accommodations for 3 nights of the conference (check-in Tuesday/check-out Friday)
- One conference registration
- New Orleans Airport Transfers to and from conference hotel
- Invitation for two to SCLA Board of Trustee Dinner on Thursday evening of the conference
- Guest fee allowing access to AEI Designation Conferment & event breakfasts & lunches.

**NOTE:** Award recipient will be responsible for airfare & other travel related expenses not listed above.

### **HOW TO APPLY:**

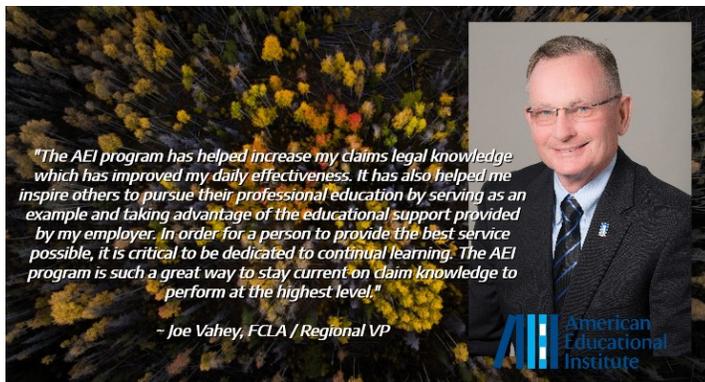
Interested designees (or designee's colleague) must complete the online application no later than February 5, 2020. Online application can be found by clicking [here](#). The Selection Committee will notify the award recipient no later than February 20, 2020. The award recipient will be chosen based on the completed application materials (a final copy of the presentation/talking points must be submitted to AEI for review by April 15, 2020).

### **FOR ANY QUESTIONS, PLEASE CONTACT:**

Corinn McBride, [cmcbride@aeiclaimslaw.com](mailto:cmcbride@aeiclaimslaw.com) or 800-631-8183

## Share Your AEI Story!

*Highlight your achievements &*



*"The AEI program has helped increase my claims legal knowledge which has improved my daily effectiveness. It has also helped me inspire others to pursue their professional education by serving as an example and taking advantage of the educational support provided by my employer. In order for a person to provide the best service possible, it is critical to be dedicated to continual learning. The AEI program is such a great way to stay current on claim knowledge to perform at the highest level."*

- Joe Vahey, FCLA / Regional VP




*"Use the knowledge and skills that you gain from the AEI courses to broaden your viewpoint. Think outside the box. How could your unit reserve cases more consistently? Settle cases sooner and for less? Pick only the right cases for trial or hearing? Stand out from the crowd by becoming an invaluable contributor to the team."*

Deborah Callahan, SCLA Gold  
CEO/Executive Director



Each one of our Designees has their own reason why they pursued coursework through AEI and each of their stories is unique. We have launched a campaign that showcases our Designees by having them share why they pursued coursework, how the coursework helped in their career, and words of wisdom for new claims professionals. The campaign is being used on the AEI & SCLA websites, social media and print material. We are very excited to share the testimonials with all of our Designees, as well as those interested in becoming part of our AEI community. We hope you will take part and share your story!

Click [here](#) to participate. See page 4 & 6 for more profiles.

## Renew Your SCLA Membership Today

### *Dues increasing January 2020*

The Society of Claim Law Associates (SCLA), formed in 1992, is a not-for-profit organization of insurance claims people who have earned claim law designations from AEI. The Society is governed by a volunteer Board of Trustees who are elected by general membership every two years. Both AEI and the SCLA – partners in claims law education – are committed to providing the insurance claims professional with cost effective educational resources. Yearly dues are currently \$60 and will be increasing to \$70 beginning in January 2020. This is the first increase since the inception of the Society. Some of the benefits include:



- *NEW: Job Board with currently opportunities (will be constantly updated)*
- *Membership Directory for networking among members*
- *Claims Law Guide - includes claims law information for each state and District of Columbia (revised annually)*
- *Online Reading Room - providing relevant claims law and coverage articles*

Visit the new [SCLA website](#) for information on becoming a new member or renewing membership

## AEI Tuition for 2020 Will Remain Unchanged

We're pleased to announce our tuition and fees will remain unchanged for 2020. A full program will remain at \$975 and an individual course at \$180. If hard copy textbooks are requested in addition to the electronic textbooks, the shipping fee will still be \$30 for a full set and \$10 for an individual course. We thank you for your support and look forward to continuing to serve your training needs.

## Share Your AEI Story! *Continued from page 3 & more on page 5*





*"A job in claims makes it possible to always be learning. AEI coursework is a wonderful tool to help that process along."*



Larry Wahnsiedler, SCLA  
Retired

*"The wealth of knowledge from case law was very helpful and filled my curious nature of the ever evolving claims world. New claims professionals will greatly benefit and improve in their critical thinking skills through AEI coursework."*



Peggy Saldana, SCLA  
Senior Facilitator/Instructor

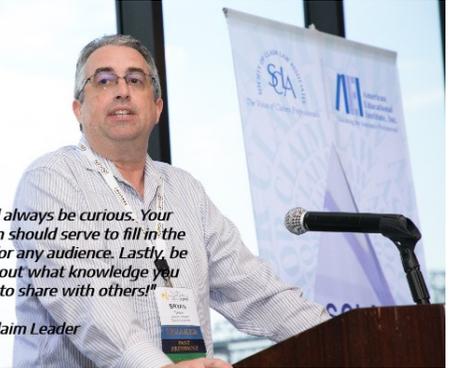


*"My career was fast forwarded upon receipt of my SCLA designation. It indicated to my peers and upper level leaders that I was able and willing to learn. Don't wait for opportunities to open, create opportunities by being open to succeed at any level. Be prepared to learn, apply, and retain a lot of valuable information. AEI coursework will keep you up to date with the industry."*



Lisa Ann Summers, SCLA Silver  
Claims Manager

*"For any new claims professional always be curious. Your questions and file documentation should serve to fill in the holes to make a complete story for any audience. Lastly, be prepared to give back. It's not about what knowledge you possess, but what you're willing to share with others."*



Bryan Kelley, SCLA / Territorial Claim Leader



*"The insurance field is growing more and more every day. The more education and knowledge you can obtain will make you a more valuable asset to any company. Enrolling in AEI coursework will only make you grow more professionally."*

- Tracy Dean, WCLS / Senior Technical Specialist



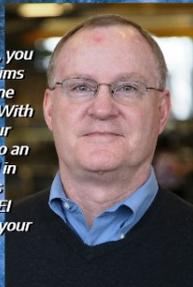
*"Obtaining the SCLA designation was instrumental in developing my career in insurance claims. Ultimately, it also helped me become a better candidate for advancement into a management position. Looking back on my 32 year career and all of the training I have gone through, nothing was more comprehensive and applicable than the training I received by completing my SCLA."*



Carolyn Kanalos, SCLA  
Claims Manager



*"When you achieve your SCLA designation, you will have exposure to different type of claims scenarios and it can help you to determine which area you may want to specialize in. With your designation you can see where your interests are and how they can match up to an interesting career. As someone involved in claims for over 37 years there is always something to learn. I recommend the AEI courses to get you started or to round out your claims knowledge."*



David Cadigan, SCLA Gold  
Staff Claims Adjuster

*"Always take the opportunity to learn! There is no downside to expanding your knowledge. Pursuing my SCLA has shown my employer that I am committed to learning and growing as an adjuster. With each course I complete, I am bettering myself and my service to our customers. The AEI courses are comprehensive, useful and exactly what you need to excel in the insurance industry."*



Catina Lemke, FCLA / ACLA  
Represented Major Casualty Adjuster



*"My SCLA designation has helped me in multiple ways. From broadening my understanding of insurance contract application, to helping me navigate the challenges of working with various business areas and having the acumen necessary to "speak the lingo," I have utilized the knowledge I gained in a variety of ways throughout my career. The ease of enrollment and participating in the program at your own pace makes the journey towards this professional designation all the more worthwhile."*



Heather Blevins, SCLA  
Change Management Analyst



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Corinn McBride  
American Educational Institute (AEI)  
(908) 766-5920  
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## For your information...

- Society of Claim Law Associates (SCLA): Are your annual dues up to date? Yearly dues are \$60, but beginning in January 2020 dues will increase to \$70. Click [here](#) for more information.
- A customized frame is available for your SCLA certificate. To order, click [here](#).
- AEI students who have achieved their SCLA designation can earn the SCLA Silver Award by completing a fifth program and the SCLA Gold Award by completing a sixth program. There is a \$100 discount on the full tuition for any program taken beyond the SCLA.
- Remember our counselors are available to assist students as they progress through their programs. If students have questions or are looking for help in understanding the materials, our counselors are available by phone (toll-free 1-800-631-8183) Monday through Friday, 9:00a.m.-5:00p.m. (EST).
- If significant time has gone by and you have not completed your coursework, please call our office at 800-631-8183 and ask to speak about the "Reinstatement Process." For a small fee you can return to your coursework and complete your designation.
- The Claims Law Guide includes relevant claims law information for each state and the District of Columbia. The Guide is revised annually by the professional staff of American Educational Institute and is only accessible to dues paid SCLA members.
- If you have any education fairs or events at your company where AEI information could be advertised, please don't hesitate to reach out and we will send you materials for distribution. Contact Corinn McBride, Director of Marketing at 800-631-8183 or [cmcbride@aeiclaimslaw.com](mailto:cmcbride@aeiclaimslaw.com)

**FUTURE**

*Next newsletter will be June 2020 & will have more information about SCLA Board of Trustee Nominations & Claims Education Conference Wrap-up*