

THE SURPLUS LINE ASSOCIATION

OF CALIFORNIA

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No. 352

BULLETIN TO ALL MEMBERS:

Re: Insurance Educational Association

The Association has become a member of the Insurance Educational Association. In order to advise you of the activities of the IEA, we are quoting a portion of the advices just received from Mr. Roger L. Smith, CPCU, President:

"I know you will want to let your Members know more about IEA and the benefits of Membership.

Since IEA does operate statewide, your Members may take advantage of our class and seminar offerings at locations throughout the state. While the number of classes vary, we regularly conduct classes in the following locations:

NORTHERN CALIFORNIA

San Francisco	East Bay
Marin County	San Jose
San Francisco Peninsula	Fresno

SOUTHERN CALIFORNIA

Los Angeles	Orange County
San Fernando Valley	San Diego
San Gabriel Valley	Ventura-Oxnard
Riverside	

As an IEA Member, each of your Members who send students to our classes receives a discounted tuition (normally \$10.00 per class). The cost of Membership therefore becomes quickly amortized.

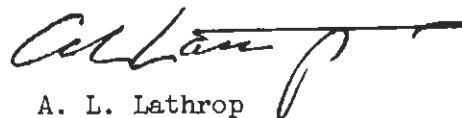
Besides the monetary benefit, IEA welcomes the chance to work with the Members of your Association to promote education or provide proper counselling for their employees with respect to insurance education.

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I am also hopeful that you will assist us in developing classes or workshops that will provide a basic understanding of the surplus line market in California. We are often asked about such a class and it would benefit not only new people to surplus lines, but company and producer personnel, who need to know how the market operates.

I look forward to the opportunity to work more closely with your organization, and to receiving your revised mailing list. This will insure that all your Members receive our schedule and announcements."

Our mailing list is in process of revision, and will be sent to the IEA when prepared, so that all surplus line brokers will be on the IEA mailing list.



A. L. Lathrop
Manager