



Friday, March 26, 2021

USA Alliance
Board Members

Dear board,

I promised to forward each of you a recap of our July 25, 2011 conference call and agreed action to be taken. I am sorry for the delay in getting this recap letter back to you. Thank you Len Lovello, Merwyn Larson, Kerry Dillard, and Greg Murrey for joining me in the conference call.

The first order discussed was the consideration of 3 new members:

1. Len was contacted by Mari Schaarschmidt from New England Excess in Vermont. It was discussed that Mari would make a good candidate to consider however, the fact that USA Alliance memberships are individual and would not automatically transfer to anyone else in her agency needs to be clearly communicated. Len agreed to talk with her further. If she wants to proceed he would obtain an application to be considered at the annual meeting in September.
2. Wes was contacted by Jack Nebel as a result from our USA Alliance ads running in the AAMGA magazine, It was agreed that we needed to discuss Mr. Nebel as a candidate for membership with Jack Miller due to the possibility of the cross over territory.

UPDATE:

I called Jack Miller. He had no objection as long as the state Jack Nebel would be considered for was Indiana and not Illinois.

Next I called Wes advising of my conversation with Jack Miller. In turn Wes was to contact Jack Nebel regarding this matter. Based on his conversation would obtain an application for membership consideration if Mr. Nebel wants to proceed.

3. Gary Gibson from California was the last potential new member discussed. Once again we agreed, John Mundelius should be consulted first regarding this request.

UPDATE:

I called John Mundelius. He felt Gary's office was a little to close in proximity to his and he did not feel comfortable discussing issues openly if Gary was also a member.

I will make contact with Gary and let him know that we will not be consider for membership.

Tuscano

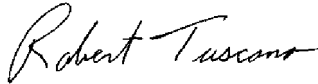
A G E N C Y

Last order discussed was the annual meeting. Merwyn felt like things were coming together well but registration was slower than expected. I sent another letter to the presidents which I have enclosed for your review. We discussed the need to create a document clearly outlining the USA Alliance's mission and purpose. Having full understanding would in turn help the presidents prepare to address the group at the annual meeting. In the body of my letter I tried to outline the purpose but I believe together we can create a better outline. I see this as a working project.

Final point, it is my intent to send an email to the entire USA Alliance members list soliciting topics for the Tuesday morning Round Table discussion. I will send this email out the week of August 22nd.

I would submit this as a Post-Conference Call Summary and ask that if anyone would like to add to what was discussed, please make comments and forward via email to all board members.

Sincerely



Robert Tuscano
President USA Alliance.