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RANDY GOODMAN, SPPA INTRODUCES 2017 NAPIA PERSON OF THE YEAR

Ray Altieri, Jr., CPPA, president of Altieri Transco American Claims in Tampa, FL is the recipient of this year's NAPIA Person of the Year Award. He was honored during the association's 2017 Mid-Year Meeting in New Orleans, LA. The following introductory remarks were made at the December 1st awards ceremony by previous award winner and NAPIA Past President Randy Goodman, SPPA of the Goodman Gable Gould Company/AI.

It is my privilege to introduce the NAPIA Person of the Year.

When my grandfather and his co-founders established NAPIA in 1951, the primary purpose was to protect the rights of public adjusters on the legislative and legal fronts; to elevate the importance of our profession to new levels, and to put up a common front for all of the forces that challenge public adjusters day in and day out. NAPIA, on a national level, over 68 years, has done an amazing job of accomplishing these original objectives of our founders. But we could not have achieved these goals without valuable contributions of individuals at local and state levels, for what happens in various states tends to set precedents for other states where our members toil and work hard to be successful in our very important profession of protecting and representing the insured. Tonight's recipient is the epitome of such an individual, who,

without fanfare or care of recognition, made a commitment to put forward the best virtues of our profession and exemplify in a meaningful and effective way why the public needed our profession to be fairly regulated in order to guard our ability to conduct business, and most notably, why that was good for insureds. Our founders would be proud of what our recipient has accomplished.

As we know from recent and past events, Florida is very significant state in which public adjusters conduct business. No one has been more influential in helping to overcome many legislative and legal issues in that state over the years, protecting our licensing regulations, and our ability to conduct and solicit business. The public has certainly benefited at the same time because of those efforts. Let me take a moment to reflect on the career and achievements of Ray Altieri:

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- ❖ In 1985 he started his public adjusting career with Basloe, Levin and Cuccaro after beginning as an adjuster with Aetna
- ❖ In 1988 he started promoting public adjusting in the Tampa Bay area with American Loss Adjustment Company
- ❖ In 1993 he served as a charter member organizing the Florida Association of Public Insurance Adjusters (FAPIA) and became its first president
- ❖ 2000 started the restructuring of FAPIA and he helped to create the ladder structure similar to that of NAPIA
- ❖ In 2001 he returned for a second term as President of FAPIA. During this time Ray work closely with the Florida Department of Financial Services and was instrumental in developing a Code of Ethics and a Code of Conduct that you will still find in Florida Statute today
- ❖ Under Ray's leadership, along with FAPIA, there was an effort from 2007 through 2010 that produced positive legislative and educational changes such as:
 - An apprenticeship program for public adjusters
 - No longer able to obtain a PA license without taking the Public Adjusters Examination
 - Continuing education requirements for both PA and company adjusters
 - Creation of lower and higher level education seminars via FAPIA that subsequently were presented at multiple FAPIA conferences
 - Created Public Adjusting 101 – a course to be

offered at FAPIA conferences and is required for all new FAPIA members

- ❖ As president of NAPIA in 2011 Ray worked closely with FAPIA President Pat Cuccaro, again in Tallahassee, in an effort to turn the tables on what was put in place by the insurance industry. At the time FAPIA was funding the lawsuit against the State of Florida on the freedom of speech issue. During this time the Florida Supreme Court ruled in favor of public adjusters and the 48-hour solicitation moratorium was abolished. And Florida PAs were able to solicit directly immediately following a loss. This was the largest and most expensive victory of the history of public adjusting in Florida.
- ❖ In 2011-12, Ray again worked with Pat Cuccaro to continue the march on the Capital and managed to reverse the fee limitation on claims insured through Citizens State Insurer.



NAPIA Executive Director David Barrack (L) presents Person of the Year plaque to Ray Altieri, Jr. (R)

Ray and Pat always thought they were the best tag team in Tallahassee; at the time presidents of NAPIA and FAPIA respectively (two Utica, NY boys!) working together.

Ray is well respected by his peers for good reason. He is a solid individual, great family man and true professional.

He is here with his wife, Doreen, and his sons Ray III, Franky (both in the business), Nick and Joey. Please join me enthusiastically in celebrating the well-earned 2017 NAPIA Person of the Year -- Ray Altieri!

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