

***Did You Know...?*****The Education President is Scott Harwood Jr., CIC**

As this scribe drove West along US 460 with Past PIA Presidents Scott Harwood, Sr. and Scott Harwood Jr. recently on the way to talk with a potential new PIA member, there was considerable discussion about how PIA used to be and how it is now—a re-born organization. Both Sr. and Jr. shared thoughts on the positive influence that PIA represents for so many agents, both young and seasoned. In the commentary, one thing was consistent - PIA's strength has always been, and continues to be, education. Additionally, most of the ideas and concepts for many of PIA's new education programs were envisioned by Scott Jr., a devoted admirer of Walt Disney, who follows *The Disney Way: Dream, Believe, Dare, Do*.



In short, Scott knows that nothing is impossible, so he dreamed big PIA dreams; the PIA board believed and dared, and PIA staff pulled it off. With a visionary legacy at the board helm in 2004, PIA entered one of the most prolific phases of educational programming in recent history. Sales Boot Camp; the ISR Training Academy; new in-house seminars delivered statewide—it was all a dream then. In 2006, it's reality thanks to Scott.

Scott Jr.'s loyalty and contributions to PIA are significant; and as he would be quick to say, so were those of PIA Presidents before him, including his namesake. But there's a lot more to Scott Jr. A life-long volunteer, Scott served 10 years on the Randolph-Macon Academy board of directors in Front Royal and was President of the Alumni Association. Having served with the Farmville Jaycees, Lions Club and the Masons, Scott helped the

Farmville Red Cross get reactivated and is a regular at Farmville Habitat for Humanity.

A long-time political junky and military history buff, Scott Jr. likely knows more about the US Constitution than most Congressmen. His fondness for travel, tigers, rock and roll and classic video games is legendary, but it's overshadowed by his love for the newest high tech gizmos. When he's not being embarrassed by his nieces and nephews with go carts or laser tag, Scott and his better half, Kim, enjoy kayaking and Sanibel. Did you know that this "really serious" agent sent in two cereal box tops to get a Pirate Skull mouse for his office computer? Arrrgh...and there's more, but as you can see, we're at the end of this column.

A current or past member of virtually every PIA working committee, Scott concludes a distinguished six-year term on the PIA board at the PIA Convention in June. As Immediate Past President, he chairs the Nominating Committee for new directors and the Strategic Planning Committee. Scott has always been a champion for YPC activities and continues to encourage more young agents to get actively involved in PIA everyday. **Thank you Scott for all you do for PIA.**

**Ask PIAVA/DC....**

***I heard young professional members get a special discount for PIAVA/DC's Convention in June. What's up with this?*** Agent and company representative-members, age 40 and under, get a special Convention discount and have a tailored program track that features some interesting events. Again this year, PIA offers a "YPC Track" and discounted registration fee of only \$195 including a wine dinner at Ruth's Chris Steakhouse in VA Beach. The discount is made available again because your Board of Directors continues to focus on areas of interest for young professionals and wants to encourage even more participation. Contact [Nancy@piavadc.com](mailto:Nancy@piavadc.com) for details.

**Short Takes**

**Need CE in SW VA? Tired of the same trucking classes?** If so, PIA teaches hot topics at Southwest VA Community College, in Richlands, on March 7 & 8. PIA has low-cost CE classes on Surety Bonds, E&O Claim Prevention; Laws & Regs; Add'l Insured Status; Flood coverages, and Identify Theft. Call or e-mail [Carol@piavadc.com](mailto:Carol@piavadc.com) to register now.

**Scholarships available.**

PIA has 11 education scholarships available for 3-CIC, 4-CISR, 2006 Fall Conference and 3 pre-license training sessions. Applications are attached to this publication. Complete and return the apps by May 26 and you can earn free tuition in a biennium year when CE must be completed by Dec. 31, 2006. **Do it now.**

**Job Searchers**

PIA knows people seeking jobs in Richmond: **CSR/Agent/Broker** —20 yrs experience, college, will intern - rusty - been out of industry for 7 yrs, trucking exp; **VP Casualty Line Product Mgr/Nat. Accts**, 30 yrs senior experience w/ Hartford, Gen RE, Reliance RE. Call PIA.

**Need a CSR?**

Contact PIAVA/DC - Next ISR Academy starts April 3 at Richmond — call 804/264-2582 or e-mail [Janie@piavadc.com](mailto:Janie@piavadc.com)

