

***Insurance Times:* MASS. AGENT DAVIS PRESENTED IIAA'S WOODWORTH AWARD**

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Richard W. Davis, CPCU, CLU was presented the Independent Insurance Agents of America's (IIAA) highest individual honor—the Woodworth Memorial Award—during the Association's Hawaii InfoXchange.

The Woodworth Memorial Award is conferred upon an individual who has performed special, meritorious and outstanding service on behalf of the agency system and IIAA.

"This year's honoree has been a dedicated and positive force for more than 20 years within our Association. Recently, he helped the IIAA break new ground into the financial services arena and we are banking on him to continue with his potent style of guidance," said IIAA President William F. Hofmann.

Hofmann and Davis share agency ownership in Massachusetts.

Davis led IIAA's entry into the integrated financial services marketplace. This spring InsurBanc, a Farmington, Conn.-based thrift bank co-developed by IIAA and W. R. Berkley Corp. and its subsidiaries, opened.

Davis has also provided volunteer leadership to the Massachusetts Association of Insurance Agents; he is a past president and state national director. Nationally, Davis has served as the chairman of IIAA's Membership Services and E&O Committees.

"Rick is not one to back away from difficult issues or to shrink into the background when the going gets tough. He is one of those rare people with the ability to discuss hard issues with authority and aggressiveness but at the same time show mutual respect and courtesy," added Hofmann.

Davis is president and chairman of Provider Insurance Group Inc., an independent insurance agency with offices in Belmont, Brookline, Needham, Mass. and Woonsocket, R.I. He has been an independent agent for more than 35 years.

He also is chairman of the Board of Directors for Peyton Street Financial Services Corp. (InsurBanc's holding company) and a member of the Needham Community Council's Board.

"He is incredibly smart, very fair-minded, persuasive, generous of himself, focused on achieving established goals, and one of the easiest people to work with that I can imagine, a testament on such a challenging project as starting a bank," said Hofmann while addressing the 1,500 convention attendees.

IIAA's Hawaii InfoXchange, themed Grow Your Business...Secure Your Future, began yesterday and runs through Tuesday. InfoXchange is hosting a wide variety of technology workshops; innovative continuing-education classes; new Best Practices opportunities; a series of prominent speakers; the launch of IIAA's new brand—Trusted Choice; one of the largest exhibit halls in the insurance industry; the IIAA Sales School with Russ Granger; a professional seminar series with Ken Blanchard, author of *The One Minute Manager*; the Young Agents Leadership Conference; and many other exciting features.