

THE TRUITT NEWS

THE OFFICIAL SKINNY FROM TRUITT INSURANCE AGENCY INC.

SUMMER 2008

CONGRATS:

To: Retail Specialists' **Robert Jolly, William Clements & Ed Holloway** on recently receiving the Certified Commercial Investment Member (CCIM) designation.

To: Dunn Building Company's **Brett Clark** for his recent promotion to Vice President of Business Development.

To: **Courtney & Jay Waggoner**, on the birth of Walker Scott Waggoner. Jay is the son of Marilyn & Jabo Waggoner and grew up across the street from the Truitt's.

To: **Arlington Properties' Jim Dixon** on the announcement of his promotion to Executive Vice President.

To: **Maynard, Cooper & Gale P.C.** and all of their attorneys listed in the 2008 edition of Alabama Super Lawyers, especially J. Alan Truitt, (even given his decision not to be a part of the Truitt Insurance & Bonding dynasty).

To: MAP Developments' **John Miller** for brokering the sale of the former Unfinished Furniture building in Pelham, AL.

To: **Bernard Tamburello** for opening another great restaurant, Bellini's, off Valleydale Road in Birmingham. Bernard also owns La Dolce Vita in Hoover & Bernie's on Main in Columbiana. All are fantastic. Check them out next time you are near any of them.

TRUITT CREW HEADS TO VEGAS FOR ICSC



We like to say "Covering Real Estate Is Our Deal". Demonstrating our commitment to working with developers, owners, investors and others involved in commercial real estate, we packed up and headed out west for the annual ICSC Recon Convention once again. For the third straight year, Tony Truitt and Corey Bush faced the dreaded duty of going to Las Vegas, hanging out with clients & friends, attending parties and having a great time. You'll be glad to know they pulled themselves up by their bootstraps and somehow made it look easy. While they were there, Truitt Insurance was glad to play host once more for what is rapidly becoming a very hot ticketthe annual Alabama Dinner. Truitt Insurance, along with partners **Maynard, Cooper & Gale P.C.** and **RBC Bank**, hosted close to 100 of our favorite deal-makers for drinks & dinner. Held at The Venetian's Pinot Brasserie, the dinner continues to grow each year as word spreads about what a fantastic networking event this has become. We all had a great time enjoying the company of representatives from **MAP Development, AIG Baker Shopping Center Properties, Drinkard Development, Capital Growth Buchalter, RealtyLink, Coldwell Banker McLain Commercial Real Estate, AllSouth Corp., Sleiman Enterprises, Stirling Properties, Giltz Development, Harbert Realty Services, Harbert Management, Southpace Properties, 280 Properties, Savannah Realty, Mark Dinan Commercial Investment Real Estate, Retail Specialists, NexCen Franchise Management, The Shopping Center Group, Stewart Perry Company, and Gallet & Associates, among others.** Truitt Insurance has always put a tremendous amount of emphasis into networking our clients and friends to try to help them get more business. We think this is another area where we truly distinguish ourselves from our competitors. We know some attendee's business relationships have direct roots to this event and we can't wait to do it again next spring.



Celebrating at La Dolce Vita in Hoover, from left to right: John Truitt, Gail Truitt, handsome devil Tony Truitt, Joanne Truitt, Judy Truitt, & Alan Truitt. Notice with eyes closed, Alan is once again flexing his photogenic muscle.

MID-LIFE CRISIS ALERT: TONY TURNS 40!

Tony Truitt has reached another milestone in his life, while we have assured him kidney stones may not be far off. The calendar flipped to 40 on June 1, 2008. Except for being out of shape, piling up new assorted aches & pains by the day, carrying too much unneeded weight, and mostly having only side-hair remaining on his head, you will be glad to know Tony battles into his next decade with a great enthusiasm.

CCIM Alabama CCIM Chapter



Corey & Tony hanging out with Tim Hatlestad (2008 National President), and Watts Realty Co.'s Chip Watts at the CCIM Beach Retreat in Gulf Shores.

Shores. For more information about the CCIM designation, go to www.alabamaccim.com.

Truitt Insurance is happy to be a sponsor of the Alabama CCIM Chapter & be active in the group's activities. We would like to give notice to anyone interested in beginning to pursue their CCIM designation, there are only two more chances remaining this year for the Intro course: September 16 & 17 at the Marriott Shoals Hotel & Spa and October 2 & 3 at the Kaiser Realty office in Gulf

Truitt Insurance is proud to be a member of the National Association of Industrial & Office Properties (NAIOP).



We very much would like to thank **Geoff Golden** and Golden & Associates Construction for hosting the spring meeting at the 2600 Highland Avenue condo project in Birmingham. This beautiful 11-story building with high-end finishes was recently completed by Golden and they did a great job fitting this project into a tight job-site. Now, if you are looking for a new condo, you really need to check this place out. We really enjoyed the tour.

PROUDLY REPRESENTING

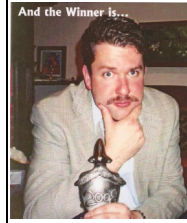
Auto-Owners
Cincinnati
Donegal
Encompass
Gray Surety
Great American
Hanover
Harleysville
Hartford
Liberty Mutual Bond
Montgomery Insurance
Old Republic
QBE
Travelers
United Fire Group
Union Standard
Zurich
**Additional Markets Available*

TRUITT'S JON V. ROCKS!



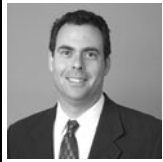
Our new guy, **Jon Vogel** adds some desperately needed cool to the Truitt staff. In his spare time, Jon lets loose another talent heading up Jon Vogel & The Southside Band. After getting together last Christmas, Jon Vogel & The Southside Band has been showcasing their talent around Birmingham and recently earned a spot on the Homegrown Stage during the City Stages Music Festival. Playing before their biggest audience yet, Jon rocked it out. Check out his act if you get the chance, the boy really has some talent. They are playing around Birmingham all the time now.

MAGNUM?



At the neighborhood 4th of July parade, Southern Store Fixtures' **Daniel McMurray** was not rockin' the winning stache he grew during the Make-A-Wish Foundation's 2008 "Stache For Cash" contest. A neighbor of Tony & Joanne Truitt, Dan let his upper lip go and was able to raise over \$1,800 to win a very unique, some may even say strange looking, trophy.

NOT SO FAST



Matt Barnes, an attorney with Baker, Donelson

& high school classmate of Tony Truitt, insists the Baker Donelson team was the winner of the "Trial By Fire" chili cook-off noted in our last newsletter, not the Bradley, Arant team. To be clear, due to the fact most people do not put a lot of stock in the accuracy of our reporting anyway, and since we have no interest in investigating this claim further, we're afraid Matt will have to suffer privately until donning the chef's hat again in next year's competition.

THE FIRST ANNUAL REALTYLINK CUP



Pre-race, Corey getting his game face on (before the shirt got ruined).



In the starting blocks, the anticipation was almost palpable as they get ready to go.



RealtyLink's John Whitson displays steely nerves & a big grin as the action kicks off.

While it may not rival a white-knuckle week-end yet, tensions ran high and speeds got up to an awe-inspiring 36 miles per hour at the first annual RealtyLink Cup. Held at the track in Columbia this past May, **Corey Bush** led the effort for Team Truitt. We are glad to report even though his shirt was ruined by a combination of non-stop action coupled with a fine mist of oil spraying from the engine, Corey hung tough and made a respectable showing. Word is he was also more than happy to send a few of his fellow racers into the weeds when the opportunity presented itself. Those taking part in the action included **John Whitson, Tim Reddock and Ernie Brown of RealtyLink; Bryan Holt, Martin Smith & Brooks Corr of Retail Specialists; Porter Mason of Savannah Realty; and Andrew Loveman of Southpace Properties.** We think the race may have been rigged as RealtyLink's own Ernie Brown rode into the winner's circle and walked away with the much coveted winner's trophy. We are already looking forward to next spring when we can head back out to the track and bring the trophy home to the Truitt office. Everyone said it was a great time and we think kudos are in order for the guys at RealtyLink for planning the event.

YOUNG LIFE GOLF



We were glad to help sponsor the Birmingham Young Life Golf Tournament this past spring. They had a nice turnout to support their tremendous work in area schools as a non-denominational, Christian, non-profit organization helping students grow in their faith. Great job, guys. Keep it up.

BEFORE IT TURNS UGLY



George is 0-1 against Jeff. The seat could get warm if he falls to 0-2.

It is heart-warming to see rivals getting along. This photo of George Shunnarah & Truitt's Jeff Rodgers was taken in June, before the battles begin again on the Hoover flag football fields. George & Jeff coach their son's teams in the same league & will be squaring off again this fall. We have pleaded to keep it civil but the trash talk has already begun.

TRUITT OUT & ABOUT



John Truitt in Mississippi on a visit with long-time Truitt clients Tom Sanderson & Hob Sanderson of Sanderson Construction Company.



Tony Truitt with a portion of the ABC contingent taking part in the Associated Builders & Contractor's Day On The Hill this past April. The group spent the day meeting with legislators regarding important new bills being considered during the session.



John Truitt, Brunson Nichols & Truitt Wiregrass Account Exec Jimmy Aaron enjoying Brunson's retirement party in Andalusia this past spring. This was a great party for a great guy.

WELCOME TO THE REAL WORLD



Vince having second thoughts going under the mean scissors of Mr. Clay during haircut #1.

The real world came crashing in hard on **Vince Truitt** May 2, 2008. Amidst all the fun activities planned for his first birthday, a haircut had to be a part of the action. That morning, Joanne & Tony Truitt, packed up big brother Zach and rendezvoused with the grandparents (Gail & John Truitt; Rosemary & Sam Savage) to get the deed done. Despite Vince's usually steady demeanor, needless to say, he was not happy shortly after arriving at Mr. Clay's Barber Shop. With the skill of a surgeon, Mr. Clay bobbed & weaved against the occasional flailing arm to give Vince his signature look. Vince hung in like a champ for the most part but was certainly glad to see Mr. Clay become a part of his past. Unfortunately for Vince, we will be going back much to soon. He has vowed revenge against his parents for making him undergo this torture.

AIN'T TOO PROUD TO BEG

People, in case you missed it.....we seem to be in the middle of an economic slow-down! We need business and think this is one portion of your operating budget where we can save you money & impact your bottom line. Fuel & material costs are spiraling out of control; however, **insurance premiums continue to be down**. Please keep us in mind and let us have an opportunity to earn your business during this down-cycle. The following are our areas of focus:

Coverage for Your Business Needs

General Liability • Business Auto • Equipment Coverage • Work Comp
Commercial Property • Commercial Umbrella • Other Coverages

Personal Insurance Coverage

Primary Residence • Personal Auto • Personal Umbrella
Vacation Home • Personal Articles (Jewelry, Guns, Art, Etc.)

Builders Risk Coverage

Commercial or Residential

Commercial & Contract Surety

Bid, Performance & Payment Bonds • License & Permit Bonds • Notary Bonds
Other Types of Miscellaneous Bonds

Investment Property Coverage

Retail Shopping Centers (including malls) • Mixed-Use Developments
Apartments/Multi-Family • Office Buildings • Hotels • Industrial

Life Insurance

Individual & Group Products Available

LEGALESE



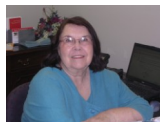
Friend-Of-The-Program **Chris Glenos**, an attorney with the Bradley, Arant law firm

did his usual phenomenal job showcasing, what some (including him) would call unrivaled, legal know-how as he presented "Workout, Foreclosure & Bankruptcy Issues" during Lorman's Commercial Real Estate Financing in Alabama seminar held August 13th at the Birmingham Sheraton.

BUTCH IS THE MAYOR!

We would like to congratulate **Butch Zaragoza** on recently being named Mayor of The City of Vestavia Hills. Butch has been involved with the Vestavia Hills Fire Department for the past 39 years, serving as chief for the last 10. Upon retirement, he was honored with Vestavia Hills' Liberty Park Fire Station being named after him. Tony Truitt was happy to act as Butch's campaign chairman during the election and had a ball learning how to politic. Butch has big shoes to fill as he takes over for the incredibly well-respected Scotty McCallum this fall but we think he will be fantastic. Thank you to everyone who was on board for Butch.

ON THE INSIDE



Katie Hart joined Truitt as our Claims Manager at the beginning of July. Katie has spent a career in the insurance industry and we are thrilled she has joined us. You can reach Katie at katie@truittins.com.

We are also sad to announce **Corey Bush** has decided to make a career change effective the end of July. Corey has been a long-standing & much appreciated member of our team. All of us at Truitt Insurance certainly wish him well as he moves into the financial products industry with Nowlin & Associates.

COVER BOY



State Rep. Paul DeMarco mugging in the latest issue of AIIA's *The Alabama Independent*.

ALABAMA AGC SPONSOR

As a long-standing member of this great group, Truitt Insurance was once again happy to be a sponsor of the annual Alabama Associated General Contractor's Convention held in Sandestin this June.



CONGRATS:

To: Barbara Bushnell on the recent news of the merger between her company with Corporate Realty Associates. Tony Truitt used to work with Barbara at the old Johnson-Rast & Hays back in the day and knows CRA made a great move in bringing Barbara in with them. Good luck to all.

To: Irene Butler or R & R Real Estate in Andalusia. Ms. Butler recently completed her 225th house, is 82 years young & stays very involved in local and state politics as a member of the Silver Haired Legislators.

To: Mathew Day of J.H. Berry & Gilbert, **Austin Blackwell** of Inkana Development, **Bruce Bright** of The Sanders Trust, and **Rhett Loveman & Nicholas Nesmith** fo Southpace Properties for each earning their CCIM designation.

To: Brooke & Chad Stracener, on welcoming their first child, James, into the world this past February. Chad is a former Truitt employee and current Tractor & Equipment Company sales stud.

To: Graham & Company's Walter Brown for being named the 2008 office broker of the year by the Alabama Chapter of NAIOP (National Assoc. of Industrial & Office Properties).

To: The Vestavia Hills High School's Economics Team for beating down more than 1,000 other teams & winning the National Economics Challenge in New York this past May.

To: Jeff Gray of Hibbett Sports on his recent promotion to Vice-President of Real Estate.

To: Eric McClain on joining Clark Financial Advisors. Keep Eric in mind for wealth planning, investment management or company retirement planning.

ASA AWARD BANQUET



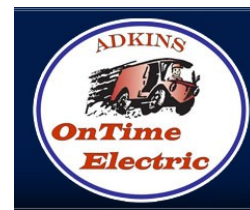
Truitt's Jeff Rodgers & Brice Building Co.'s Mike Waller.



Tony Truitt, Tammy Johnson & Don Marzella.

Truitt was out & about the night of June 24th at the American Subcontractors Association of Alabama's Industry Awards Banquet. Our agency was happy to again receive one of the group's "Positive Impact" Awards. We would like to congratulate all the company winners such as Harris Insulation; Prier Construction; Golden & Associates Construction; Brasfield & Gorrie; Williams Blackstock Architects; Hays Cheatwood Cornelius; and Landscape Workshop. Individual winners were Daniel Dillon, (Rives Construction Co.); Hiliary Henderson (Doster Construction Co.); Joe Craft (JohnsonKreis Construction); Tommy Berryhill (Hoar Construction); Misty Marbut (Rives Construction Co.); Tim Buck (B.L. Harbert International). The lifetime achievement award went to a well deserving Larry Argo (Marathon Electrical Contractors). Congratulations to all the winners on doing such an admirable job.

SPOTLIGHT ON



If you need a good service company for your home's electrical needs, keep Adkins OnTime Electric on your call list.

Founded in 1975, Adkins is a family business that is now headed up by **Kerry Adkins**. Adkins is involved in several community organizations and chambers of commerce. Tony Truitt uses them at his house and also is on the Vestavia Hills Chamber of Commerce Board of Directors with Kerry so he can vouch for him being a stand-up guy. Adkins OnTime Electric is a dependable group that is respectful of your home while they are working. They also run monthly specials so be sure to ask if they have one going when you call. Check out their website at www.adkinsontime.com for more information or call them at (205)942-1405 to find out more about them. Again, this is a fine group of people that we think you will be happy to have in your home when the need for their services comes about. Please keep them in mind.



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TRUITT/WJOX FOOTBALL RECRUITING

Starting next month, be sure to check out all the latest football recruiting news on the Truitt Insurance Recruiting Central program on WJOX's new signal, 94.5 FM. From August 19th through signing day, tune in each week to find out which schools are in the hunt for all the good ones, who has to settle for the leftovers and which coach will shortly be on the hot seat.