

62nd Annual Region IV Conference
Beyond the Glass Ceiling with NAIW
March 29, 2007-April 1, 2007 at the Park Inn, Toledo, Ohio

Our Hostesses were the Insurance Professionals of Toledo

Thursday afternoon and Friday morning - Education options

CE Class - What You Don't Know About Liability Can Hurt You

CE Class - Premium Finance: Financial Risk v. Insurance Risk

NAIW Workshop - Preparing A Budget - A Guide for the Non-Accountant

Friday Afternoon

First Timers Luncheon - Follow the Yellow Brick Road

IWOGC had one first timer = Susan Friedrich

Friday First Business Meeting

Mary Stafford, Region IV Vice President presided over the meeting.

Jenelle Duffy, NAIW Vice President was the Representative from NAIW National

- They are working on new educational programs, revised NAIW programs (including communicate with confidence), planning for future NAIW programs, and offer four times per year one course at 15% discount.
- There were 32 voting delegates and 182 people registered for the conference.
- There are now 18 Members at Large within Region IV
- Young Professionals (under 40 yrs old) network, learn & exchange ideas. One third of NAIW members are under 40 yrs old.
- New Awards as of 7/1/07 are Underwriting Professional of the Year and Risk Management Professional of the Year.
- Convention Update - starting in 2008 the convention will be shortened from 3 ½ days to 2 ½ days June 5 - 7, and starting in 2011 there will be a 3 city rotation (West, Midwest, and East).
- Partners in Literacy - Laura Bush Foundation of America's Library - 2006 Gulf Coast School Library Recovery Initiative. \$8592 has been donated so far from Council Meetings. See the Spring edition of Today's Insurance Professional for a personal letter from First Lady Laura Bush to NAIW members.
- Pirates - I mean NAIW "Partners in Literacy Campaign" collected an additional \$240 on Friday afternoon
- New NAIW Associations - Six new in NAIW
- Two of the New NAIW Associations are in Region IV - Central Michigan Association of Insurance Professionals and Insurance Women of Northern Michigan.

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Friday First Business Meeting - continued

- DAE criteria regarding the number of years as CPIW before applying for the DAE has changed from 5 yrs to 3 yrs.
- Message from NAIW President Gloria Bruno - Believe in yourself, set some personal and professional goals, and set "No Boundaries" for yourself.
- No National Bylaw changes
- Keynote Speaker - Lawrence C Helms - You Can't Heat an Oven with Snowballs
 - Kids average laughing 400 times per day adults only 15
 - Successful people make the most out of where they are in life today.
- CWC speakoff – contestants Mary Sallee, IN and Nancy Homan, OH. The winner announced at the Banquet Saturday night was Nancy Homan. Her topic – Golf Coverage – which included a Chip Shot up & across the ballroom

Friday Evening

- Dinner was on your own & gave time to check out Toledo
- Our hostesses also provided entertainment by the KGB Band

Saturday Morning

Breakfast Buffet - Through the Looking Glass

Saturday Second Business Meeting

- NAIW Education Foundation Report
- Celebration of Life Service Historian Report
- Keynote Speaker - Don Snyder - To Increase Your Market Share Please Dial Pound
 - Does your company talk with their customers or do they press #?
 - Connections lead to relationships
 - A referral is always a compliment
- Election of Officers
- Regional VP - Susan Shaw, OH
- Delegate to the National Nominating Committee - Kathleen Bianculli, MI
- Alternate to the National Nominating Committee - Ann Westmeyer, KY

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Saturday Second Business Meeting continued

- Susan Shaw is asking for volunteers to help with the 2008 Regional Conference either as chairpersons or committee members for the following: Awards, Bylaws, Credentials, CWC, First Timers Orientation, Flag Ceremony, Historian, Memorial Service, Minutes Approval, Pages, Recommendations, Tellers, Timekeepers, Pinnacle Award, and Protocol & Host to National Representative. Sue can be reached by email sshaw0829@aol.com or work phone (877)725-2623
- Region IV has 54 DAE, 3 CPIM, and 357 CPIW

Confirmation of Bids for Regional Networking Weekends:

2007 Insurance Women of Northeast OH
2008 South Bend/Mishawaka Association of Insurance Women
2009 Scioto Valley Association of Insurance Women
2010 Insurance Women's Association of Fort Wayne
2011 Indianapolis Association of Insurance Women

Confirmation of Regional Conference Bids:

2008 Insurance Women of Columbus, OH
2009 Insurance Women of Metropolitan Detroit, Inc
2010 Insurance Women of Akron,
2011 Blue Grass Association of Insurance Women - Lexington KY
2012 Indiana Council
2013 Michigan Council

Saturday Afternoon

Recognition Luncheon - Let Your Light Shine Through

- Presidents, CPIW and DAE's honored

Education or relaxing options

- Computer Class - Tips & Tricks of Excel Spreadsheets
- Tea Party - Tea Time in Toledo
- Toledo Museum of Art Tour
- Shopping - Libby Glass factory

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Saturday Evening Banquet and Awards - The Glass Slipper

Award Winners:

- Rookie of the Year - Pamela Jury - Bluegrass Assoc of Insurance Women
- Insurance Professional of the Year - Florence Nagy -Insurance Assoc Metro Detroit
- AAMGA - Florence Nagy - Insurance Assoc Metro Detroit
- CWC - Nancy Homan - Insurance Women of Toledo
- Pinnacle Award - 5-25 Greater Kalamazoo, 26-50 Grand Rapids Insurance Professionals

Sunday Morning

- Sit down Breakfast - A Window to the Future
- Kathy Turley was Chairperson of the conference, she thanked all who came, congratulated the Insurance Women of Toledo on an excellent conference and wished all members a safe trip home.

Respectfully submitted,

**Teresa L Rose, FLMI, ACS, AIAA, CPIW
IWOGC Delegate and President 2006/2007**