

**NAIW 66<sup>th</sup> Annual Convention Report**  
**No Boundaries with NAIW**  
**June 6-10, 2007 San Juan, Puerto Rico**

Our Hostesses were the Asociacion de Mujeres Profecionales de Puerto Rico

**Tuesday June 5th**

NAIW members, Venders & Corporate Partners Travel in to Puerto Rico  
Members already there took a Tour of Old San Juan, the Barcardi Factory and local Castles and Forts

**Wednesday June 6<sup>th</sup> - meetings & education options**

NAIW members, Venders & Corporate Partners Travel in to Puerto Rico  
Committee Meetings, Vender setup, Registration, Credentials, Meet the National Candidates for Secretary & First Timer's Orientation = IWOGC had one first timer  
CE Classes : CISR Insuring Commercial Casualty Exposures & CE Class: CPCU:  
Building Highly Effective Teams

**Thursday June 7<sup>th</sup> First Business Meeting**

Gloria Bruno, International President presided over the meeting

- Credentials report: 163 Associations present and 2 members at large
- Awards were presented to Platinum and level one NAIW corporate partners
- The CWC contest was held. Each region was represented. All of these ladies were truly impressive. All were within the time limits. Each answered the impromptu question with grace. "Imagine you are riding in the NAIW No Boundaries balloon looking over NAIW. What do you see?" The winner announced at Friday's award luncheon – Region IX Linda Wickizer, CISR, AAI, CIC, CPIW. Her very memorable opening line: "I wrecked the car..." Her father was the insurance agent and she began her career in insurance to pay for the damages.
- Slate of officers for 2007-2008
  - President Elect – Janelle Duffy, CPCU, CPIW, DAE, CLU, FLMI, HIA
  - Vice President – Linda Wilson, AAI, CPIW
  - Nominating Committee recommend – Margaret Wildi, CPCU, AIM, AAM, INS, CPIW, DAE for the office of Secretary
  - Nominations from the floor – Joy Wilson for the office of Secretary

**Thursday June 7<sup>th</sup> Keynote Speaker - Eric Alexander**

Climber & guide to blind climber

- Leaders are born in the moment
- Leadership is not just following the foot prints in front of you
  1. Perseverance
  2. Passion
  3. Faith in Purpose

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**Thursday June 7<sup>th</sup> Afternoon Education options**

Premium Finance, Silent Signals of Success, Getting your butterflies to fly in formation, Public Speaking skills for insurance professionals, Catastrophe, OR Creating a Learning Organization.

**Friday June 8<sup>th</sup> Second Business Meeting**

Gloria Bruno, International President presided over the meetings

- Credentials report: 164 Associations present and 2 members at large
- President Report
  - NAIW is increasing, 46 new Members at Large, including Tanzina
  - Region VI experienced the most growth by 29%
  - First Young Professional Scholarship Awarded
  - 45 Pinnacle Submissions for 2006-7
  - New Awards as of 7/1/07 are Underwriting Professional of the Year and Risk Management Professional of the Year.
- Elections for the NAIW international offices were held:
  - Voice vote was done for the offices of President-Elect & Vice President
  - Ballot vote was done for the office of Secretary
    - 163 of 165 possible votes were cast
    - 82 Margaret Wildi
    - 81 Joy Wilson

**Friday June 8<sup>th</sup> Keynote Speaker - Tom Crawford**

If you want something special – Go Build It.

Be a humble leader.

**Friday June 8<sup>th</sup> Awards Luncheon**

- All New CPIW's and CPIM's were recognized - followed by a reading of the Code of Ethics.
- The following awards were presented:
  - Past Office Council Scholarship Anne Cook, Region VII
  - Aleta A. Stephens GMAC Scholarship Kathy Copas, Region IV
  - Rookie of the Year Kylene Moak, Region III

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**Friday June 8<sup>th</sup> Awards Luncheon - continued**

- **Arlene G. DeSemone Memorial Life/Health Essay Award** Stephanie Manley, RHU, CPIW, Region III
- **Communicate With Confidence Award** Linda Wickizer, Region IX
  
- **Pinnacle Awards**
  - Category A: Insurance Professionals of Sussex County, Region I
  - Category B: Insurance Women of Montgomery, Region III
  - Category C: Kettle Moraine Insurance Professionals, Region V
  - Category D: The Insurance Professionals of Greater New Orleans, Region VI
  
- **Claims Professional of the Year** Jane Asbury, CPCU, RPLU, CPIW, Region IX
- **Insurance Professional of the Year** Florence Nagy, ACS, AIC, AIS, CPCU, CPIW, CCP, DAE, RPA, A/PCLU, SCLA, Region IV
- **Young Professional Insurance Scholarship** Doris Gibbons, Region IV
- **XL Scholarship Certified Professional Insurance Man/Woman Scholarship** Kelley Macpherson, CPIW, CIC, AAI, Region IX
- **AAMGA & NAIW (International) President's Award** Fate Evans, CPIM, Region III

**Friday June 8<sup>th</sup> Afternoon Education options**

Contractual Transfer as a Risk Management Too, Mold Prevention, Extreme Self Confidence, How to Manage your time and Achieve your Dreams OR Up, Up, & Away with No Boundaries

**Saturday June 9<sup>th</sup> Third Business Meeting**

Gloria Bruno, International President presided over the meetings

- The most legacy bricks purchased were in Region IV from Ohio
- Website report: receives 500,000 hits per month; check the Career Center; look for new mentor stories; new NAIW store coming soon.
- Accouchement of the new Legacy Foundation
- ISFA report: 11 college scholarships awarded in 2006. NAIW received 26 applications for scholarships for 2007.

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**Saturday June 9<sup>th</sup> Keynote Speaker - Idora Silver**

- Stumbling Blocks versus Stepping Stones
- Fear is a motivator
- Courage to change when things are not working for you

**Saturday June 9<sup>th</sup> Third Business Meeting - continued**

Installation of 2007-2008 NAIW international officers

- President – E. Faye Evans
- President Elect – Janelle Duffy, CPCU, CPIW, DAE, CLU, FLMI, HIA
- Vice President – Linda Wilson, AAI, CPIW
- Secretary – Margaret Wildi, CPCU, AIM, AAM, INS, CPIW, DAE

New President Address by E. Faye Evans

- Instead of new advisory committees, the 2007-8 board will review and implement the work done by the prior committee members.
- Show your passion for NAIW, it's just as contagious as laughter.
- Young Professionals are here and now...have you asked one to join?
- 2007-2008 Theme – You are the most important piece of the puzzle
- Faye's 2007-2008 acronym – QTIP: **Q**(quit) **T**(taking) **I**(it) **P**(personally)

**Saturday June 9<sup>th</sup> Afternoon Education options**

Roadmap to Prevent Sexual Harassment, Insurance & Business Ethics, Whadda'ya Mean it Ain't Covered OR Medicare 101.

**Saturday June 9<sup>th</sup> Closing Event - A Night in Old San Juan**

Additional Information for this delegates report can be found  
in the 3 attached NAIW International Press releases.

Respectfully submitted,

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