



# News & Notes

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April 2011

Insurance Professionals of Roanoke

*Next Meeting*  
*Apr. 21, 2011*

## Roanoke Country Club

### Menu

Beef Tips over rice

mixed vegetables

ice cream sundae

Salad

Rolls

### Speaker

Cost \$16.00

Meeting Time  
6:00PM

Reservations:  
Teresa Sloan  
[tsloan@vacoins.org](mailto:tsloan@vacoins.org)  
Phone 345-8500  
Fax 345-5330

Dear Members:

I was looking back at the letter I sent in April last year and I said that I hoped everyone was enjoying the beautiful weather. It is incredible how different the weather can be at the same time each year. As I am writing this the temperature has dropped 30 degrees from what it was yesterday!

Sonya David has informed me that Regional was one of the better conferences she has attended. There was some excitement as well when a fire alarm went off at the closing dinner and everyone had to evacuate for a while! She will have a full report for us at a later date.

Everyone please plan to attend our April meeting as we will vote on our new slate of officers for the upcoming year. The list of nominees is included in this month's newsletter.

Melissa Maddox still needs volunteers to chair committees at the State Conference. Show your support and sign up since it is being held in Roanoke – we want everyone to see Insurance Professionals of Roanoke out in full force. Melissa will be the State Council Director next year and needs all of the assistance we can give her.



Happy Easter to you all and hopefully by April 24<sup>th</sup> we will have warm weather that is here to stay!

Sincerely,

*Julie Jones*

**President  
Julie Jones, CPIW  
Insurance Professionals of  
Roanoke**



## 2010-2011 IPR Officers & Committee Chairpersons

OFFICERS		PHONE	FAX
<b>President</b>	Julie Jones, CPIW	983-4616	982-6507
<b>President Elect</b>	Sonya David, CIC, CPIW	855-5152	344-4096
<b>Vice President</b>	Teresa Sloan, AIS, ANIS, CPIW	345-8500	345-5330
<b>Treasurer</b>	Angelina Fair, CEI	855-5163	344-4096
<b>Secretary</b>	Melissa Maddox, AIC, AIS	345-8500	344-4096
<b>Immediate Past Pres</b>	Jessica M. Mason, CPCU, CIC, AIS, CPIW	983-4583	982-6507
COMMITTEE CHAIRPERSONS			
<b>Newsletter</b>	Julie Wilburn	389-5818	389-3753
<b>Public Relations</b>	Sonya David, CIC, CPIW	855-5152	344-4096
<b>Membership</b>	Teresa Sloan, AIS, ANIS, CPIW	345-8500	345-5330
<b>Scholarship</b>	Angelina Fair, CEI	855-5163	344-4096
<b>Education</b>	Jessica Mason, CPCU, CIC, CPIW, AIS	982-4583	982-6507
<b>Bylaws/Parliamentary</b>	Ann H. Huddleston, CPIW	342-0390	
<b>Legislative</b>	Teresa Sloan, AIS, CPIW	345-8500	345-5330
<b>Gifts &amp; Flowers</b>	Kim Elliott, CIC, CPIW	982-3511	342-9747
<b>Hospitality</b>	Trish Clark, ACSR, CPIW, DAE Becky Browning	855-5185 344-8500	344-4096
<b>Safety</b>	Angelina Fair, CEI	855-5163	344-4096
<b>Audit</b>	Freda G. Horn, CIC, CPIW, CRM	345-7721	345-4614
<b>Golf Tournament</b>	Trish Clark, CPIW, ACSR, DAE Sonya David, CIC	855-5185 855-5152	344-4096 344-4096
<b>Reservation</b>	Teresa Sloan, AIS, CPIW	345-8500	345-5330
<b>Welfare/Ways &amp; Means</b>	Danielle Cranwell	983-4612	982-6507

## Monthly Program

<b>August</b>	<b>Planning Meeting</b>	<b>Julie Jones</b>
<b>September</b>	<b>Public Relations</b>	<b>Sonya David</b>
<b>October</b>	<b>Open</b>	
<b>November</b>	<b>Welfare</b>	<b>Danielle Cranwell</b>
<b>December</b>	<b>Hospitality</b>	<b>Trish Clark/Melissa Maddox</b>
<b>January</b>	<b>Membership</b>	<b>Teresa Sloan</b>
<b>February</b>	<b>Welfare</b>	<b>Danielle Cranwell</b>
<b>March</b>	<b>Legislative</b>	<b>Teresa Sloan</b>
<b>April</b>	<b>Education</b>	<b>Jessica Mason</b>
<b>May</b>	<b>Hospitality</b>	<b>Trish Clark/Melissa Maddox</b>

### REMINDER:

Roanoke Country Club requires reservations for the monthly meeting be given to them on Friday prior to the next Thursday meeting. Please email your reservations to Teresa Sloan no later than 10:00am on the Friday prior to the meeting.

**NO REFUNDS WILL BE  
AVAILABLE ON  
RESERVATIONS  
CANCELLED AFTER THE  
10:00AM DEADLINE**

# SECRETARY'S REPORT

Insurance Professionals of Roanoke met Thursday, March 17, 2011 at the Ronald McDonald House. President Julie Jones called the meeting to order at 5:55 pm and introduced the officers. 12 members were in attendance; 2 guests, one of the guests being our speaker, Virginia State Council Director Mona Huffer. The collect was read aloud by everyone.

Long time IPR member, Sandy Bowling, passed away on March 12, 2011. Several members attended her wake and funeral. A moment of silence was observed in Sandy's memory and prayers given to her family during this difficult time.

Teresa Sloan introduced Mona Huffer. She began by speaking about how NAIW offers continuing education, work place skills, leadership development, and connections to other members, the community and the world. She read NAIW's mission statement. She then went into the values and career goals of being a member, NAIW's purpose and core values. Her second term theme is NAIW – A Professional Step for Success. Accept challenges and make a difference.

She advised that at the Regional Conference on March 24-26 our delegate, Sonya David, will have to place a vote on National's name change to National Association of Insurance Women (International) to dba Association of Insurance Professionals International. Much discussion ensued around the why the name change (due to diversity), lowered membership; losing 500 members a year works out to a loss of 25K annually, and from the poor economy the insurance industry across the nation is low. It was determined that a name change would necessitate a new logo, new letterhead, and new products that would be an unnecessary and expensive cost at both the National and local levels.

New Business:

- 1) The association voted NO on the proposed NAIW name change.
- 2) A job opportunity is available for a Commercial Account Assistant at Chas. A. Lunsford Sons & Assoc., Inc.
- 3) Ann Huddleston read an email from Joyce, a previous IPR member that went into her daughter's and husband's current medical difficulties.
- 4) IWOR (Richmond) gave a \$500.00 donation towards the VA State Conference in September.
- 5) Kim Elliot requested an increase in the Flowers & Gift committee budget.

Old Business:

- 1) The February minutes were approved.
- 2) The January treasurer's report was approved.
- 3) The Nominating Committee is meeting again to determine the new slate of officers.

Bunah Booth won the 50/50 raffle of \$11.00. She took home \$5.50.

There were no committee reports.

There being no further business, the meeting adjourned at 7:09 pm

Melissa K. Maddox, AIC, AIS

Secretary

# COMMITTEE REPORTS

## SCHOLARSHIP:

**Angelina Fair, CEI – Chairperson**

The scholarships are starting to roll in! Please remind anyone you know who is planning to apply that the deadline is next Friday!

## EDUCATION:

**Jessica Mason, CPCU, CIC, AIS, CPIW  
Chairperson**

## LEGISLATIVE:

**Teresa Sloan**

## MEMBERSHIP:

**Teresa Sloan  
Membership Chair**

## HOSPITALITY:

**Becky Browning/Trish Clark  
Hospitality Chair**

## WAYS & MEANS:

**Danielle Cranwell  
Welfare**

## State Conference:

Melissa Maddox still has available the following committees available that need to be chaired for the State Conference if anyone is interested in offering their assistance, please send her an email at [melissa@vacoins.org](mailto:melissa@vacoins.org)

- 1) Planning
- 2) Program/agenda
- 3) Etiquette
- 4) Nominating
- 5) Pages
- 6) Credentials
- 7) Secretary
- 8) Minutes Approval
- 9) Teller
- 10) Timekeeper

Happy Birthday!



*Margaret Wilson – 4/19*

*Becky Browning – 4/7*

*Angelina Fair – 4/7*

## INSURANCE PROFESSIONALS OF ROANOKE

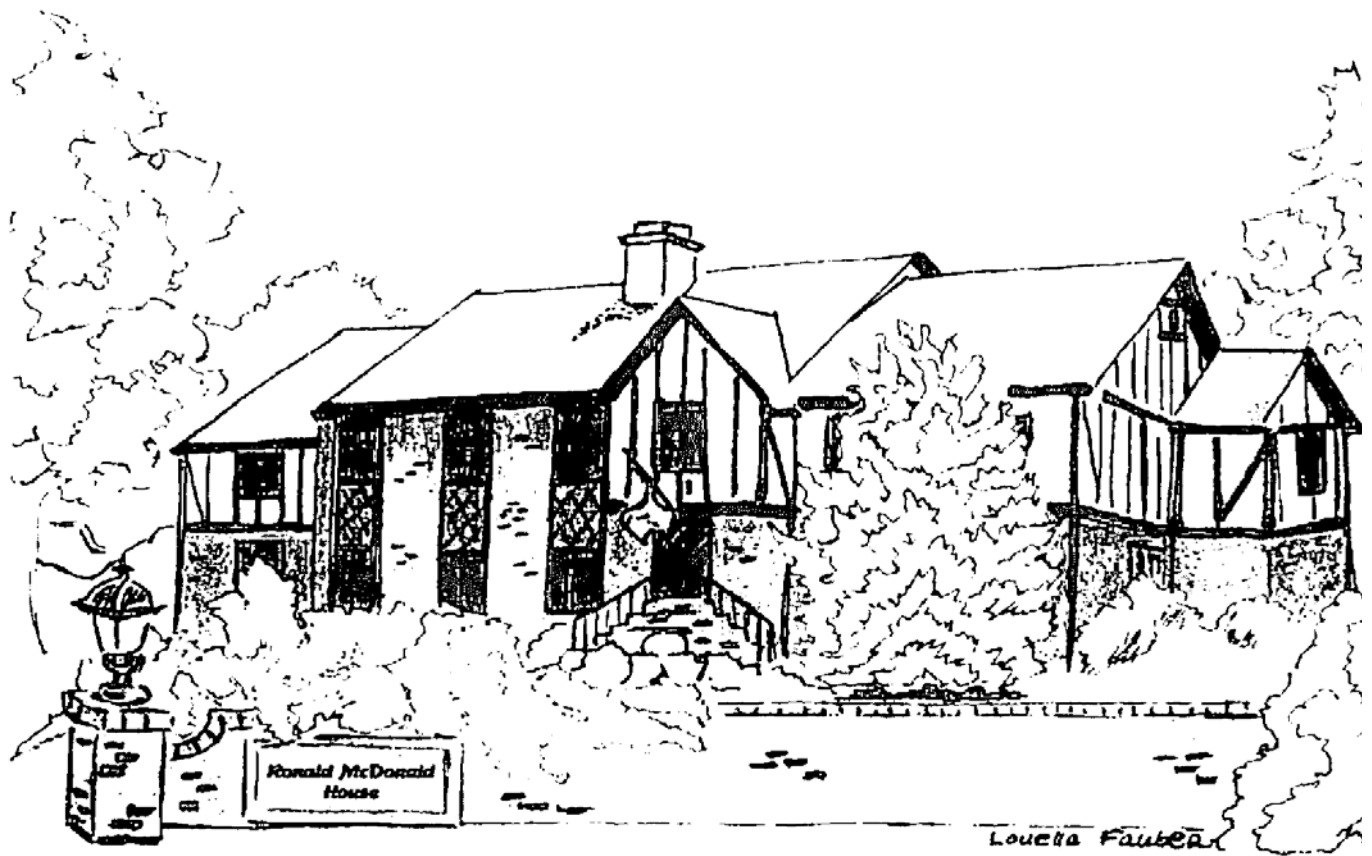
### 2011/2012 Nominating Committee

Kim Elliott                      CIC, CPIW,                      Chairman  
Ann Huddleston                CPIW  
Julie Wilburn

The nominating committee presents the following slate of officers for the July 1, 2011 to July 1, 2012 term.

OFFICE	NOMINATED 2011/2012 OFFICERS
President	Sonya David, CIC, CPIW
President – Elect	Teresa Sloan, AIS, ANIS, CPIW
Vice President	Angelina Fair, CEI
Treasurer	Kimberly Elliott, CIC, CPIW
Secretary	Danielle Cranwell
Immediate Past President	Julie Jones, CPIW

The slate of nominated officers will be published in the April Newsletter. Nominations from the floor will be taken during the April business meeting prior to the vote.



March 29, 2011

Dear Ms. David & Staff Members

Thank you for your kind donation of Providing, preparing & serving delicious Dinner on March 17 & bringing Items from our Wish List to the Ronald McDonald House. These items help us in our day-to-day operation to provide a Home-Away-From-Home for Families who have children in the hospital.

We appreciate your help to us in this area of our work.

Sincere thanks,  
Ronald McDonald House, Staff

# Sympathy card from Heidi Zenyuh



deepest  
sympathy

Heidi

Could you please share  
with the other members  
of Insurance Professionals  
of Roanoke our deepest  
sympathy for the  
passing of Sandy  
Bowling. Insurance Women  
of Northern Virginia are  
deeply sorry for the loss of  
such a wonderful sister in  
NAIW. God Bless. Yours in  
fellowship.

Sincerely  
Heidi

## Thank you note from Sandy's family

The flowers  
were beautiful

Thank you

*What a comfort...*  
*for us to know*  
*that our burden of grief*  
*was shared*  
*by our family and friends.*

*Thank you.*

The Family of  
Sandra W. Bowling

Tammy, Kim  
Kevin + Lenae