



News & Notes

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August 2008

Insurance Professionals of Roanoke

Next Meeting

**Holiday Inn-Tanglewood
Aug 21, 2008**

Dinner 5:30

Menu:

No Guest Speaker:

Cost \$15.00

**Contact Jessica Mason
for Reservations
jwmason@bbandt.com**

**Phone
982-4580**

**Deadline: 10:00am
8 Friday, Aug 15, 2008**

Dear Members

I hope everyone has had a great summer and is ready to kick off another IPR year. I feel like I learned a lot during my first term as President, and am ready for my second.

First of all, I have to thank everyone for being so supportive of me and Thomas in the passing of his mother in May. I received so many nice cards, phone calls, and e-mails and I knew that all of you were thinking of us. The flowers that IPR sent were beautiful too. It is nice to have such a wonderful group of friends at a difficult time.

Thank you to all chairpersons who have volunteered to serve for another year. A special thanks to the new committee chairs as well. I am in need of chairs for the Scholarship and Education committee. These are two very important committees that need our attention. I am also in need of a program host for the November meeting. In the past, the Ways/Means committee planned the program for November but in recent years we have formed separate Golf Tournament and NASCAR fundraiser committees, leaving that month open. Thanks for all you do.

We are going to be busy this year, right from the beginning. We are hosting the Virginia State Council meeting

September 26-27 at the Holiday Inn Tanglewood. This is a wonderful opportunity for our new members to start getting a sense of the bigger NAIW picture outside of our local association. Please plan now to be there.

Our August meeting is traditionally our planning meeting for IPR, however, this year we will be using our August meeting to make final preparations for the state council meeting.

The very next week we are hosting our (can you believe it?) 10th annual golf tournament to grow our scholarship fund.

If there is any group of women who can pull off two big events back to back it is IPR. Trish has graciously agreed to chair our golf tournament again this year. Please be ready to help in any way you can.

This is your association and it will be what you make it. Thank you for your commitment to IPR and NAIW.

I hope to see you all in August.

Sincerely,

Jessica

President

Jessica Mason, CPCU, AIS, CPIW
Insurance Professionals of
Roanoke

2008-2009 IPR Officers & Committee Chairpersons

OFFICERS		PHONE	FAX
President	Jessica M. Mason, CPCU, AIS, CPIW	983-4583	982-6507
President Elect	Sandra W. Bowling, ARM, AAI, CPIW, DAE	855-5157	344-4096
Vice President	Julie Harrell, CPIW	982-4616	982-6507
Treasurer	Sonya David, CIC	855-5152	344-4096
Secretary	Teresa Sloan	345-8500	345-5330
Immediate Past Pres	Trish Clark, ACSR, CPIW, DAE	855-5185	344-4096
COMMITTEE CHAIRPERSONS			
Newsletter	Margaret Byrd Wilson, CIC, CPIW, ACSR, DAE	855-5164	344-4096
Public Relations	Sandra W. Bowling, ARM, AAI, CPIW, DAE	855-5157	344-4096
Membership	Julie Harrell, CPIW	982-4616	982-6507
Scholarship			
Education			
Bylaws/Parliamentary	Ann H. Huddleston, CPIW	342-2082	343-6339
Legislative	Teresa Sloan	345-8500	345-5330
Gifts & Flowers	Melanie Hedgepath	774-4572	774-4572
Hospitality	Patricia Clark, CPIW, ACSR DAE	855-5185	344-4096
Safety	Angelina Rubenzer	855-5163	344-4096
Audit	Freda G. Horn, CIC, CPIW	345-7721	345-4614
Ways & Means-Nascar	Chris Nichols, CPCU, CIC, CPIW	983-4583	982-6507
Golf Tournament	Patricia Clark, CPIW, ACSR, DAE	855-5185	344-4096
Reservation	Julie Harrell, CPIW	982-4616	774-4572
Long-Range Planning	Board Members		

Monthly Program		
August	Planning Meeting	Jessica Mason
September	Public Relations	Sandy Bowling
October	Welfare	Melissa Maddox
November	Ways & Means	
December	Hospitality	Trish Clark
January	Membership	Julie Harrell
February	Safety	Angelina Rubenzer
March	Legislative	Teresa Sloan
April	Education	
May	Hospitality	Trish Clark

Reminder
Holiday Inn requires that reservations for the monthly meeting be given to them on Friday prior to the Thursday meeting.
Please call your reservations or email Julie Harrell jharrell@bbandt.com no later than 10:00am on the Friday prior to the Thursday meeting.

No refunds will be available on reservations cancelled after the 10:00am deadline.

SECRETARY'S REPORT

April 17, 2008 Secretary's Minutes.

Insurance Professionals of Roanoke

Meeting was called to order by President Jessica Mason, CPCU, AIS, CPIW at 5:40 P.M. Officers were introduced and the NAIW collect was read by Jessica Mason.

There were 14 Members present and two guest.

Minutes from the March meeting were published with no changes.

Sonya David, CIC, CPIW passed out the February and March Treasurer's report at the April meeting. There was one correction "the month of March instead of February", with that correction being made Margaret Wilson made a motion too approve the two Treasurer's reports with the correction. Chris Nichols second the motion. All approved and the motioned carried.

Ways and Means: Chris Nichols reported that Insurance Professionals of Roanoke made \$905.00 from selling NASCAR tickets.

Membership: Julie Harrell, CPIW passed out the Renewal Members statements at the meeting.

Total collected for the 50/50 drawing was \$20.00 with half going to Sonya David.

Meeting was adjourned at 7:15 pm by Jessica Mason.

Respectfully Submitted,



Teresa Sloan, AIS
Secretary

COMMITTEE REPORTS

GIFTS & FLOWERS – No report

Legislative:

This was in the July 2008 edition of the Insurance & Financial Advisor.

Three laws went into effect July 1, 2008 which might be of interest to our members;

- *Agents are no longer required to get three declinations from admitted carriers prior to placing business with a surplus lines company. Agents still must disclose to their clients that business is being placed with a non-admitted carrier and therefore the carrier doesn't come under the protection of the state guaranty fund.*
- *Insurers are no longer required to send cancellation notices to policyholders for liability coverage when the carrier is re-writing the coverage with another company in the same corporate group, if the premiums are less and the coverage is at least equal to the prior coverage.*
- *An injured person or his attorney may request liability insurance information prior to filing a lawsuit for personal injuries that resulted from an auto accident. The insurer has to provide the liability limits only if the amount of the injured person's medical bills and/or wage loss is more than \$12,500.*

Teresa Sloan – Legislative Chair

EDUCATION –No Report at this time.

MEMBERSHIP –

I propose that we have an open house (sometime after September) for prospective members. I would like to send invitations to insurance companies in the area to come for refreshments, have a pre-prepared pamphlet of information to hand out about IPR and maybe a couple of door prizes. We can discuss the idea further at our first meeting.

Julie Harrell, CPIW – Membership Chair

WAYS & MEANS - Nascar!

No report at this time

Chris Nichols, Nascar Chair

SCHOLARSHIP COMMITTEE

No Report at this Time

Golf Tournament

We are starting to put together the registration forms and the hole sponsor list for the golf tournament. We already have a commitment from Professionals Advocate for \$1,000 and Atlantic Specialty for \$250. and ServPro for \$500. I will be getting more information later

Trish Clark - Chair

Welfare

What I have lined up for our October meeting is to have either Melanie Van Guilder or her husband, Harry Van Guilder, speak on behalf of Second Harvest Food Bank. They have a 20 minute Power Point presentation to perform. I just need to make sure there is a white wall or screen for them to project onto! I plan on having everyone donate food items at the following meeting in November to coordinate with the presentation since it lands just one week before Thanksgiving when food drives are really needed. I will transport the donated food that is collected to Second Harvest.

Melissa Kay Maddox, AIC, AIS – Welfare Chair

NATIONAL CONFERENCE REPORT

NAIW 67th Annual Convention Report:

Region II was well represented at the recent National Convention in Scottsdale, Arizona; with a total of 470 in attendance. Jennifer Ryder, a first timer from West Virginia, won the Aleta Stephens GMAC Scholarship; Christi Scott won the Past Officer Council Scholarship; and our own Council Director, Marcia Barber, won the Insurance Professional of the Year award. Sheila Easterling from Huntington, WV represented Region II in the CWC competition. She did a fantastic job and, in my opinion, had the best impromptu, hands down. Although she did not win, she should be congratulated for her hard work and a fantastic job!

The By-Laws amendment for dues increase passed by vote of 119 to 29. This amendment is attached, along with standing rule amendment. A proposed standing rules amendment was defeated by majority vote. An amendment was presented on the floor, suggesting among others increasing dues to \$100 for active members, with voting on Saturday – and was defeated by a strong majority vote.

President Faye Evans' Literary Project was Reach Out & Read. Over \$6,000 was raised for this project, through sales at Regional Conferences, purchase of puzzle pieces at National; and a challenge from Mr. Blakemore of Pre Paid Legal Services at the awards luncheon if an additional \$5,000 was raised during the lunch, he would match that amount. Mr. Blakemore's challenge was met & raised - \$7,000. This brought the total raised for this project to \$1,864, and President Evans' husband donated the difference to make the total \$20,000. And it didn't stop there – the guest speakers donated an additional 10%! That's what I call a successful fundraiser !!!

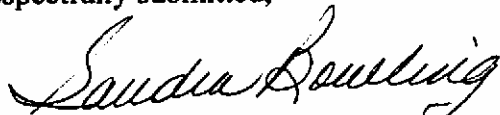
The keynote speaker, John Gardner, spoke on ID theft. He was very entertaining but informative as to how we as insurance professionals can help to minimize the exposures within our own offices. Do you have your ID theft prevention and mitigation plan in place?

Our 2008-2009 National officers were installed:

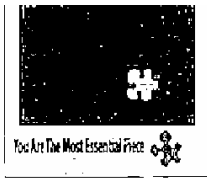
President:	Jenelle Duffy, CPCU, CLU, FLMI, HIA, CPIW, DAE
President-Elect:	Linda Wilson, AAI, CPIW, AIS
Vice President:	Margaret Wildi, AAM, AIM, CPIW, CPCU, DAE
Secretary:	Joi Wilson, CISR, CPIW, DAE

The 2009 National Annual Convention will be held June 3-7, 2009, at the Hilton Riverside in New Orleans.

Respectfully submitted,



Sandra W. Bowling, AAI, ARM, CPIW, DAE
President Elect



NAIW (INTERNATIONAL) 67th Annual Convention Celebrating the Essential Pieces of NAIW

For Immediate Release

NAIW's 67th Annual Convention kicked off with over 500 NAIW (International) members and industry professionals in attendance. The convention is being held at the Westin Kierland Resort & Spa in beautiful Scottsdale, Arizona. Throughout the convention attendees will participate in over 17 different educational workshops and seminars, a sold-out trade show and three general sessions.

During the first business session of the 67th Annual Convention, the delegates discussed and voted on one bylaw amendment. The result was as follows:

To change "Article III, Members, Section 3, Dues, A, Dues Adjustment. Annual dues shall be increased or decreased by the annual inflation factor not to exceed five percent (5%) based on the annual rate of inflation as of December 31 of the prior year, as published in the Consumer Price Index, using the Urban Wage Earners and Clerical Workers (CPI-W) table. The dues amount should be rounded off to the nearest half-dollar. Notification of dues amount of the next fiscal year shall be mailed to the local associations no later than March 15. Said dues amount shall become effective July 1" to "Set aside Article III, Members, Section 3 Dues, A, Dues Adjustment, for the 2009-2010 fiscal year and increase the annual dues, inclusive of the CPI-W Index, as follows:

Active member belonging to a local association	\$86.50
Member-at-Large--Active Member not belonging to a Local association	\$114.50
Retired Member	\$43.25
Student Member	\$65.00
Retired Lifetime Member	\$302.75

The proposed bylaw amendment passed by more than a 2/3 vote.



Announcements

EDUCATION COURSES BEING OFFERED

INS-23 will be offered at OneBeacon in Salem beginning Thursday, September 18, 2008. The class time will be 5-7pm and the class runs 12-13 weeks. The instructor is Ricky Hicks. Please contact Ricky at Rhicks@onebeacon.com for more information or to sign up.

ARM 56 will be offered at Rutherford beginning September 8, 2008. The class begins at 5:15pm. Please contact Robyn Morgan at Rutherford for more information or to sign up.
Robyn.Morgan@rutherford.com

If anyone is interested in taking the classes towards the AIC designation, please contact Linda Ferguson at lindafergcpcu@aol.com

PERSONAL NEWS OF IPR MEMBERS

Debbie Pollard:

I have 11 new geese - none of them named. How's that for news! The good part is that they don't need to be fed (we do supply water) - the bad part is that they poop EVERYWHERE.

I got my CPIW in May! My oldest son is going to college after 10 years in the insurance workplace convinced him that he doesn't want to spend the rest of his life in insurance!

Margaret Wilson

I attended my grandson, Jared Henderson's high school graduation in Tuscaloosa, Alabama. Todd, my son, gave me a tour of the University of Alabama. Wayne and I are known for our "fast" trips to Georgia/Alabama/Florida but decided we are getting too old to keep this up.

HAPPY BIRTHDAY



June/July & August Birthdays

6/14 – Melanie Hedgepath

6/29 – Sonya David

7/4 – Ann Huddleston

7/7 – Amy Campbell

7/6 – Mary Collier

8/4 – Trish Clark