



News & Notes



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May 2010

Insurance Professionals of Roanoke

Next Meeting
May 20, 2010

Roanoke
Country Club

Annual
Appreciation
Night

Special Guests:
Scholarship Recipients
Agency Principals
Corporate Sponsors

Menu:
Sliced Beef
Steamed Veggies
Cream Potatoes
Tossed Salad
Lemon Chess Pie
Ice Tea & Coffee

Cost \$20.00

Meeting Time
6:00PM

Reservations:
Trish Clark
tclark@chaslunsford.com
Phone 855-5185
Fax 344-4096

Dear Members:

Happy Mother's Day everyone! Take a moment to thank your mother for all the wonderful things she has done or continues to do for you and if she is no longer with you, thank her anyway because she will probably be listening.

I hope everyone can make it to the May Appreciation Dinner, May 20, 2010. We will present our scholarships and install officers so it is a great time to observe first hand what IPR is all about. Don't forget to bring extra cash and/or your checkbook for the silent auction. Melissa Maddox has worked really hard to get the items together and I believe she has something for everyone.

Keep selling those raffle tickets! We will draw a winner at the May dinner

Just a reminder, if you have not returned your membership renewal to Teresa Sloan, don't forget to get those to her.

Thanks to everyone for your support during my first term as President. With all of the things that have taken place in my life over the past year, I could not have done it without your help and I appreciate all of the kindness shown to me

Sincerely,

Julie

President

Julie Jones, CPIW

Insurance Professionals of Roanoke



April Showers
Brings out those
May Flowers

2009-2010 IPR Officers & Committee Chairpersons

OFFICERS		PHONE	FAX
President	Julie Jones, CPIW	983-4616	982-6507
President Elect	Sonya David, CIC	855-5152	344-4096
Vice President	Teresa Sloan, AIS, CPIW	345-8500	345-5330
Treasurer	Angelina Fair, CEI	855-5163	344-4096
Secretary	Sandra W. Bowling, ARM, AAI, CPIW, DAE	855-5157	344-4096
Immediate Past Pres	Jessica M. Mason, CPCU, CIC, AIS, CPIW	983-4583	982-6507
COMMITTEE CHAIRPERSONS			
Newsletter	Margaret Byrd Wilson, CIC, CPIW, ACSR, DAE	855-5164	344-4096
Public Relations	Sonya David, CIC	855-5152	344-4096
Membership	Teresa Sloan, AIS, CPIW	345-8500	345-5330
Scholarship	Angelina Fair, CEI	855-5163	344-4096
Education	Jessica Mason, CPCU, CIC, CPIW, AIS	982-4583	982-6507
Bylaws/Parliamentary	Ann H. Huddleston, CPIW	342-0390	
Legislative	Teresa Sloan, AIS, CPIW	345-8500	345-5330
Gifts & Flowers	Kim Elliott, CIC, CPIW	982-3511	342-9747
Hospitality	Melissa Maddox, AIS, AIC	345-8800	345-5330
Safety	Angelina Fair, CEI	855-5163	344-4096
Audit	Freda G. Horn, CIC, CPIW, CRM	345-7721	345-4614
Golf Tournament	Patricia Clark, CPIW, ACSR, DAE	855-5185	344-4096
Reservation	Teresa Sloan, AIS, CPIW	345-8500	345-5330
Long-Range Planning	Board Members		

Monthly Program		
August	Planning Meeting	Julie Jones
September	Public Relations	Sonya David
October	Welfare	
November	Ways & Means	Chris Nichols
December	Hospitality	Trish Clark
January	Membership	Teresa Sloan
February	Safety	Angelina Fair
March	Legislative	Teresa Sloan
April	Education	Jessica Mason
May	Hospitality	Melissa Maddox Trish Clark

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
10:0AM DEADLINE**



SECRETARY'S REPORT

April 15, 2010 Meeting

Insurance Professionals of Roanoke met Thursday, April 15, 2010, at The Roanoke Country Club. President Elect Sonya David called the meeting to order at 6:00 pm, introduced officers and guests. Sonya read the collect, and meal followed. Total attendance: 14 members, 2 guests: Mona Kay Huffer and Carrie Lyttle with Hanover. Following dinner, Jessica Mason introduced the guest speaker, Mona Kay Huffer, CISR, CPIW / VA Council Director. Mona explained the NAIW structure and how members can grow and learn through participation and with enthusiasm.

Business meeting followed:

1. March Minutes: will stand as published
2. Treasurers Report: included funds & expenses to date; there was a \$300 donation for Regional Conference not shown, this came out of the Conference/Education Fund, report has been corrected. Corrected report will be filed for audit.
3. Committee reports:
Public Relations: Sonya advised meeting announcement did make the paper. It was agreed we should place notice in paper for May meeting
Education: Thanked ServePro for their assistance with classes at Regional. Thanked Jessica Mason for coordinating CE classes at Regional, Jessica to confirm \$585 is amount of profit from CE classes. Want to increase classes next year. Jessica is certified instructor and would like for her to conduct classes, which she agreed.
4. Ole Salem Days: Jessica Mason advised she has been in contact with coordinator and he will be sending volunteer application.
5. Scholarship: Angelina Fair has received 7 applications. Deadline was 4-15-10. Will award three \$1,000 scholarships. Angelina will scan and email applications to Board Members next week for review and vote. Will have 3 new recipients this year, unless previous winners submit applications. Will show only individuals first names on applications.
6. Legislative: no report
7. Gifts & Flowers: Kim Elliott to send Julie Jones card due to death in family.
8. Appreciation Night: meeting will be May 20th at Roanoke Country Club; will be sit down dinner; \$20 charge. Melissa Maddox suggested we have a silent auction and asked members to approach downtown merchants for donations; passed out flyers for use when requesting donations.
9. Ways & Means: \$5 raffle tickets for get-away package distributed by Melissa. This is a package donated by Hotel Roanoke for one night stay with breakfast for two in the Regency Room and \$100 certificate for dinner at Frankie Rowland's Steakhouse. Thanks to Trish Clark for obtaining the Hotel Roanoke deal, and to Angelina for working with Franklin Rowlands, and printing tickets. Will draw at the May meeting.
10. Ways & Means: looking for ways to increase association's funds; Trish Clark suggested each member sell two hole sponsors for 17 holes (\$250 ea sponsor x 34 hole sponsors = \$8,500). After deleting all expenses for golf tournament – estimated to be \$4,000 - this would leave \$4500 for the association's operating funds. Please let Trish know who you will be approaching so we will not have duplications.
11. Membership: Teresa Sloan introduced our new member, Danielle Simons. Danielle works at BB&T and will be getting married in May – congratulations Danielle. Teresa has sent membership renewal applications. Please return these to her along with your checks. Teresa has contacted Roanoke Stamp and Seal regarding new name badges; cost will be \$12.90 each name tag. Sign up sheet passed around for those wishing to purchase new name tag.
12. Appreciation Dinner: Sonya David would like to do something to recognize those businesses that have supported us this year, possibly a certificate or plaque, keeping expenses at approximately \$50; agreed by members.

13. Nominating Committee: 2010-2011 slate of officers presented in April News & Notes; Margaret Wilson made motion to accept slate in entirety; seconded by Trish Clark; motion carried. Congratulations to the following 2010-2011 officers:
- | | |
|--------------------------|--------------------------------|
| President | Julie Jones, CPIW |
| President Elect | Sonya David, CIC |
| Vice President | Teresa Sloan, AIS, CPIW |
| Treasurer | Angelina Fair, CEI |
| Secretary | Melissa Maddox, AIS, AIC |
| Immediate Past President | Jessica Mason, CPCU, AIS, CPIW |

Thank you to the Nominating Committee: Ann Huddleston, CPIW, Chairperson, Trish Clark, CPIW, ACSR, DAE, Melissa Maddox, AIS, AIC

14. IPR Shirts: Melissa Maddox advised she would like to purchase the IPR shirt before the next golf tournament. Teresa Sloan will research and report.

New Business:

1. Insurance Professionals of Central Virginia will host the State Council meeting October 29-30, 2010, and sent email requesting monetary assistance. Trish Clark made motion we donate \$100 from Conference/Education Fund, Sandra Bowling seconded, motion carried.
2. 2010-2011 Meeting Place: Trish Clark made motion we stay at Roanoke Country Club next year; Kim Elliott seconded, motion carried.
3. Insurance Professional of Year, Rookie of Year: nomination forms distributed; please send to Freda Horn for judging; awards to be presented at May meeting. Julie Jones will forward email next week, giving names of those eligible for Rookie of Year.
4. National Delegates: Julie Jones will be unable to attend national this year; Sonya David will attend as delegate, Teresa Sloan will attend as alternate. Melissa Maddox will also be attending.
5. Sonya David challenged members to visit National's website to determine type classes they would like to see us hold locally.

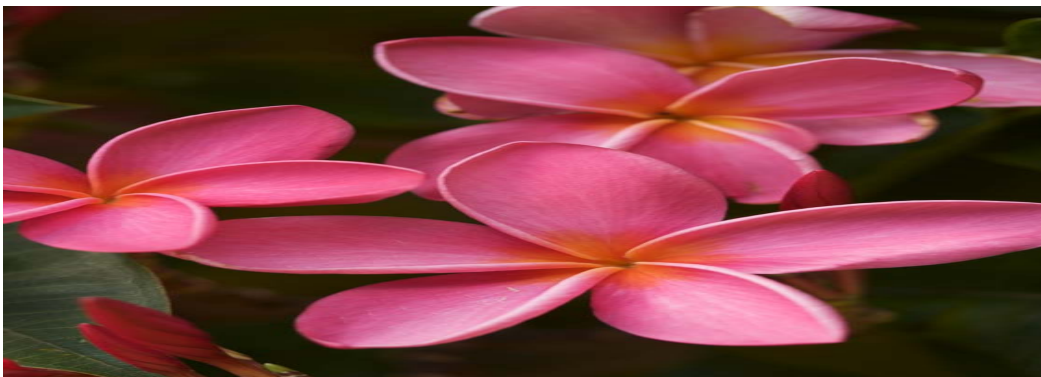
Bunah Booth won 50/50, and donated the \$7.00 back to association. Thank you, Bunah.

Being no further business, meeting adjourned 7:58 pm.

Respectfully submitted,

Sandra W. Bowling

Sandra W. Bowling, AAI, ARM, CPIW, DAE
Secretary



COMMITTEE REPORTS

EDUCATION:

Jessica Mason, CPCU, CIC, AIS, CPIW
Chairperson

HOSPITALITY:

Melissa advised she had received confirmation of 9 silent auction donations for our May meeting. If you have an item(s) to donate, please contact Melissa and let her know.

Be sure and bring your “Weekend Get-a-Way” raffle tickets to the meeting, also bring any you have not sold to the meeting. Maybe our guests would like to purchase a ticket before the drawing.

Melissa Maddox – Hospitality Co-Chair

SCHOLARSHIP:

The members of our organization outdid themselves again this year and we were able to provide three \$1,000 scholarships to local high school students again this year! After looking through the applications the board agreed on the following three:

Mary McConaughy

Mary is a senior at North Cross where her family has sacrificed to keep her attending this private school located in Roanoke, and have received financial aid from the school to help with tuition. Mary has seen this sacrifice as a blessing even though she has not always felt equal to her more affluent peers at North Cross; she notices how her neighborhood peers in Garden City do not seem to be on the same college bound track. Mary is thankful that her parents were willing to make the choice to help put her on this path instead of risking the chance that she fall into the path of some of the students in her neighborhood and not have the same ambition to become a contributing member to our community. Mary already volunteers to give back to the community and make a difference. She also is involved in other extra-curricular activities at her school such as volleyball, and was a key member on the state championship team this year. She was even named to the all tournament team! Mary has been taking Latin during her high school years and hopes to pair that love of classics with a study of business and become an entrepreneur opening her own business in Savannah after college. Mary’s letter of recommendation mentions she is a “strong student with a determination that will help her do anything she wants to do with her life” – and we are proud this scholarship can help provide her the resources to do just that.

Lenae King

Lenae attends Staunton River High School and will be attending Sweet Briar College in the fall. After reading over Lenae’s application and her acceptance letter to Sweet Briar I can see why she feels this school is the best fit for the next phase in her life; the college is based on an honor pledge that consists of the following principles: the validity of one’s word, the honesty of one’s work, and the respect for the property of others. These are principles that Lenae has come to represent during her high school career. Entering high school with a lack of interest in education is all too common, but refocusing her efforts Lenae has worked exceedingly hard and is leaving high school with grades on the honor roll. Making that transition is a rarity, and something to be very proud of. This mature attitude has not only been noticed by our organization but she has also been referred to in her letter of recommendation as an “outstanding person of high character and

quality". Lenae not only has proven a strong focus on school, outside activities such as soccer, but also is the head of the Youth Council with her church. This experience has taken her to several states providing various services including major home repairs and emotional support for those in need. As you can see Lenae already exemplifies these principles and is on her way to a bright future, we are proud to help her light the way!

Jordan Ferguson

Currently attending Cave Spring High School, Jordan is looking forward to a big move out to Idaho where he will be attending Brigham Young University. Not just anyone can make the big leap from high school to college and at the same time move across the country to do so. Jordan has displayed the confidence, independence, and leadership to do just that. His letter of recommendation states that "faculty and students alike use him as a mode of integrity, spirit, and dedication: he meets every challenge head-on and with success". Jordan is thriving in school not only by obtaining an impressive GPA himself, but also by using available resources to aid other students in meeting those same standards. He is an inspiration to his classmates and his peers in the scouts as he achieves his Eagle Scout honor. His Eagle Scout Leadership project was no small accomplishment as he took on the task of repairing and restoring an old cemetery off of Route 221, the William Griffin Ferguson Cemetery. This location contains distant relatives and ancestors of much of the area and needed an enormous amount of work to restore. Jordan learned many things about keeping himself and others on task through directing his fellow scouts during the restoration process; skills he will take to Brigham Young and beyond with his goal to become an entrepreneur in Roanoke after graduation. We hope that this scholarship not only helps to send Jordan off to BYU, but also helps to bring him back to better our little part of the country and make us proud to brag about his achievement for years to come!

Angelina Fair, CEI - Scholarship Chair

JOB OPPORTUNITIES



Company: Rutherford
Location: Roanoke, VA
Job Title: Personal Lines Account Executive

Qualifications: Must possess skills to develop sales opportunities and consultative relationships of personal lines accounts. Responsibilities include but are not limited to: developing and maintaining consultative relationships with clients, prospective clients, and carriers; develop, maintain and retain existing business which demonstrates measurable growth of revenue and profit, consulting with clients on information regarding their accounts and coverage questions; day to day servicing of the client accounts. Will serve as an advisor and consultant to clients, and work closely with other Rutherford divisions to provide quality consultation services.

Requirements: Minimum of 4 years agency or brokerage experience in Personal lines coverage and markets; and previous sales and service experience in personal insurance accounts required. Must be a self starter, who possesses a good work ethic and the ability to develop long term relationships. Excellent interpersonal communication skills. Insurance related designations a plus, P&C licensures or ability to obtain within 90 days required. Must be proficient with Microsoft products, and agency management systems. Occasional travel required. Must have valid transportation.

To apply, please submit resume complete with detailed insurance experience and salary requirements to opportunities@rutherford.com.

HAPPY BIRTHDAY!



May Birthdays

5/25 – Julie Wilburn