



News & Notes



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September 2009

Insurance Professionals of Roanoke

**Next Meeting
September 17, 2009**

**Roanoke Country
Club**

MENU:

Cost \$16.00

**Meeting Time
6:00PM**

PROGRAM:

**Reservations:
Teresa Sloan
teresa@vacoins.org
Phone 345-8500
Fax 345--5330**

Dear Members:

I don't know about you but I can't believe it is August already. It seems like the older I get the faster time flies by.

It is with great honor that I begin my first term as President and I have faith that we can be successful together. My first board meeting was held July 23rd and I would like to thank everyone for their support and kindness. All of the committee chairs are filled with enthusiastic individuals and it is that enthusiasm which will propel this organization forward.

Beginning this month our monthly meeting will be held at the Roanoke Country Club and I think I speak for everyone when I say that we are excited about the new venue. The meeting will be the standard August planning session but since we have several guests coming, let's make it the best one ever and make them really feel welcomed!

We are signed up to work the Pepsi stand on September 12th at Olde Salem Days. Please adjust your schedule and plan to volunteer as we really do have fun and we get to shop at the same time. Feel free to bring extra helpers with you.

I hope to see everyone at the August meeting. If there is someone you know in insurance or associated in some way with our industry who has not attended a meeting or hasn't been in a while, ask them to come along.

Sincerely,

Julie

President
Julie Harrell, CPIW
Insurance Professionals of Roanoke

2009-2010 IPR Officers & Committee Chairpersons

OFFICERS		PHONE	FAX
President	Julie Harrell, 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 Rubenzer, 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 Rubenzer, 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 Rubenzer, 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 Harrell
September	Public Relations	Sonya David
October	Welfare	
November	Ways & Means	Chris Nichols
December	Hospitality	Melissa Maddox
January	Membership	Teresa Sloan
February	Safety	Angelina Rubenzer
March	Legislative	Teresa Sloan
April	Education	Jessica Mason
May	Hospitality	Melissa Maddox

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

Insurance Professionals of Roanoke met Thursday, August 20, 2009 at Roanoke Country Club. President Julie Harrell called the meeting to order at 6:00 pm; introduced the officers and five guests, and all members introduced themselves. Collect was read in unison, followed by dinner. Total attendance: 15 members, 5 guests.

Business meeting followed dinner, with following discussions:

1. Budget: budget reviewed, Trish Clark motioned to accept as presented, seconded by Margaret Wilson, passed as presented
2. Ole Salem Days will be 9-12-09; Jessica Mason distributed sign up sheet for workers
3. Name Tags: will be ordering new name tags and sign up sheet distributed for those wishing to order
4. Banner: Trish Clark to get cost; banner to have NAIW logo and our name in blue lettering, 6 ft long
5. Minutes: no prior minutes
6. Treasurers Report: Sonya David distributed reports for April, May, June, and July; accepted as presented and will be filed for audit
7. Committee Reports:
 - Education: Jessica Mason advised there will be a CE class on October 15, 2009, will be held at the Higher Education Center, ACE will be conducting class
 - Golf: Trish Clark advised will be October 1, 2009 at Roanoke Country Club, we are in process of revising the flyer
 - Membership: Teresa Sloan distributed roster for current year
 - Gifts & Flowers: Kim Elliott will order flowers, mail cards as advised

No new business discussed. A total of \$19.00 collected for 50/50; \$9.50 won by guest Andrea Tyree.

Being no further business, meeting adjourned 7:15 p.m.

Respectfully Submitted,



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

COMMITTEE REPORTS

SCHOLARSHIP:

Angelina Fair, CEI – Chairperson

EDUCATION:

Our October CE class will likely have to be moved to the week of the 19th due to a scheduling conflict with the instructor. I'll keep everyone posted as I firm up the details for this class. Thank you.

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

GOLF TOURNAMENT:

Golf Hole Sponsor letters have been mailed, Player Brochures have been mailed.

YEAH!!!! I just spoke with Brenda @ Serv Pro and they have already included in their budget our event and will be a corporate sponsor again this year. So technically, we have one and a half scholarships already.

Trish Clark, ACSR, CPIW, DAE – Chairperson

STATE COUNCIL MEETING:

IPR will be well represented at the State Council Meeting in Staunton on September 25—26. Those attending will be Julie Harrell, Delegate; Jessica Mason, State Public Relations Chair and will be conducting the CWC Speak-off; Teresa Sloan Alternate; Melissa Maddox and Margaret Wilson. Julie will give her report of the meeting in the October News & Notes.

MEALS:

Please remember if you turn in a reservation to attend the meeting and are unable to attend at the last moment, we still have to pay Roanoke Country Club for your reservation. You will be billed for the meal.

PUBLIC RELATIONS

PeopleNews

Insurance & Financial Advisor

Laura Ricker joined the Richmond, Va., office of **RCM&D** as senior business analyst and operations manager.



Laura Ricker

The Insurance Women of Richmond, Va., installed new officers for the 2008-2009 association year.

They are: **Annette Lynn Ardler** of **Colony Insurance Co.**, president; **Maria A. Swanson** of **Selective Insurance**, first vice president; **Lori Reed** of **Professional Insurance Agents of Virginia and D.C.**, second vice president; **Melanie A. Morris** of **Colony Insurance Co.**, treasurer; and **Laura E. Vaughan** of **Colony Insurance Co.**, secretary.

Jeffrey S. Rink joined regional insurer **Harford Mutual** as director of marketing and business development for its clients in areas, including the District of Columbia and Virginia.



Jeffrey S. Rink

Aaron Johnson joined Carson, Va.-based **Bank of Southside Virginia** as a financial advisor.

Andrew Paine joined **First Command** in Arlington, Va., as a financial advisor.



Andrew Paine

Tashaya J. Singleton was designated as a Certified Risk Manager at the annual CIC, CISR and CRM conferment ceremony.

Sales Manager **Chris Adams** of Alexandria, Va.-based **Dominion Dental Services U.S.A.** was named chair of the Virginia Association of Health Underwriters Eastern Chapter's Political Action Committee.

Claiborne W. Craddock II and **Nick Gilger** joined **Comprehensive Benefits** in Lynchburg, Va., as insurance agents.

David Harder joined Blacksburg, Va.-based **Joel S. Williams/An Alliance of Wealth Advisors**, as partner.

Lewis Augustine was named chief actuary for **United Educators Insurance** in Chevy

and technology officer for regional brokerage **Kelly & Associates Insurance Group**.

Deborah Sams of Hampton, Va.-based **Morgan Marrow Insurance Co.** earned the Accredited Customer Service Representative designation.

Insurance Professionals of Roanoke, Va., appointed its new officers: **Julie Harrell**, president; **Sonya David**, president-elect; **Teresa Sloan**, vice president; **Angelina Rubenzer**, treasurer; and **Sandra Bowling**, secretary.

Shaun J. Redgate Jr. was hired as an associate wealth advisor for **Beacon Wealth Consultants** based in Roanoke, Va.

Karen O'Conner was hired as an employee development consultant for **Rutherford** in Alexandria, Va. **Zak Kephart** was hired as account executive and producer by **Rutherford** in its Roanoke, Va., office.

John Middleton was named managing director of **Wells Fargo Insurance Services** for its offices in Norfolk, Richmond, and Roanoke, Va.



John Middleton

Chad Scott joined Roanoke, Va.-based **First Nations Bank** as a financial services manager.

Rick Laymon of **Beacon Wealth Consultants**, with offices in Roanoke and Lynchburg, Va., earned the accredited wealth management advisor designation from the College for Financial Planning.

Frank Saffoori was promoted to director of marketing at Ashburn, Va.-based **Integrated Insurance Solutions**.

Melissa A Parks with **Bankers Insurance** in Wytheville, Va., earned the Accredited Customer Service Representative (ACSR) designation through the Independent Insurance Agents of Virginia.

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September Birthdays



9/6 – Chris Nichols



9/9 – Sandy Bowling



9/11 – Jessica Mason

Congratulations



Trevor Fair
&
Angelina Rubenzer
8/29/09



A farmer had some puppies he needed to sell. He painted a sign advertising the four pups and set about nailing it to a post on the edge of his yard. As he was driving the last nail into the post, he felt a tug on his overalls. He looked down into the eyes of a little boy.

“Mister”, he said, “I want to buy one of your puppies”. “Well”, said the farmer, as he rubbed the sweat off the back of his neck, “These puppies come from fine parents and cost a good deal of money”.

The boy dropped his head for a moment. Then reaching deep into his pocket, he pulled out a handful of change and held it up to the farmer.

“I’ve got thirty-nine cents. Is that enough to take a look?”

“Sure,” said the farmer. And with that he let out a whistle. “Here, Dolly!” he called.

Out of the doghouse and down the ramp ran Dolly followed by four little balls of fur.

The little boy pressed his face against the chain link fence. His eyes danced with delight. As the dogs made their way to the fence, the little boy noticed something else stirring inside the doghouse.

Slowly another little ball appeared, this one noticeably smaller. Down the ramp it slid. Then in a somewhat awkward manner, the little pup began hobbling toward the others, doing its best to catch up....

“I want that one,” the little boy said, pointing to the runt. The farmer knelt down at the boy’s side and said, “Son, you don’t want that puppy. He will never be able to run and play with you like these other dogs would.”

With that, the little boy stepped back from the fence, reached down, and began rolling up one leg of his trousers. In doing so, he revealed a steel brace running down both sides of his leg attaching itself to a specially made shoe. Looking back at the farmer, he said, “You see sir, I don’t run too well myself, and he will need someone who understands.”

With tears in his eyes, the farmer reached down and picked up the little pup. Holding it carefully, he handed it to the little boy. “How much?” asked the little boy. “No charge,” answered the farmer, “There’s no charge for love.”

THE WORLD IS FULL OF PEOPLE WHO NEED SOMEONE WHO UNDERSTANDS!

Submitted by Ann Huddleston, CPIW