



Massachusetts Association of Insurance Women, Inc.



www.maiw.org

FEBRUARY 2010 ASSOCIATION MEETING

February 26th & 27th, 2010

Sheraton Framingham Hotel & Conference Center
1657 Worcester Road
Framingham, Massachusetts
508-879-7200

REVISED
01-18-2010

MAIW room rate for Friday, February 26th is \$99.00
Please contact hotel directly prior to January 27th
508-879-7200- please book via the phone using our group rate.

Meeting Schedule ~ Friday, February 26th

Educational Seminar – Improving Communication Skills	3pm-5pm
Registration	5pm – 7pm
Board Meeting	7:15pm
Hospitality ~ Room	7pm

Meeting Schedule ~ Saturday, February 27th

Hot Breakfast Buffet	7:30am – 8:30am
Registration	8:00am – 11:30am
First Timers Meeting	8:00am – 8:30am
Directors/Assistant Directors Meeting	8:00am – 8:30am
Seminar – Ethics	8:30am- 11:30am
Business Meeting	11:30am – 1:15pm
Luncheon	1:15pm – 2:30pm

Registration Fee: \$45.00 NAIW members \$65.00 non-NAIW members
Your Registration Fee includes access to all classes (you need to complete the reservation form), all meals, meetings, and a weekend that is guaranteed to continue your quest for knowledge!

****Non-NAIW member \$25 for Friday Seminar Only*

Please send registration form and check payable to MAIW, Inc. to:

Lee Ann Landine
29 Grove Street
Leicester, MA 01524

E-mail lalandine@charter.net

Please register by February 17, 2010 – book the hotel by January 27, 2010



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REGISTRATION INFORMATION

Name: _____ Phone _____

Chapter: _____

E-mail Address: _____

Will you be attending Friday's seminar? Yes ___ No ___

Will you be having breakfast Saturday morning? Yes ___ No ___

Will you be attending Saturday's seminar? Yes ___ No ___

Will you be having lunch Saturday afternoon? Yes ___ No ___

Will this be your first Association Meeting? Yes ___ No ___

If Yes, Please plan on attending the First Timers Meeting Saturday Morning.

Do you need a name tag for this meeting? Yes ___ No ___

Do you have any dietary restrictions? Yes ___ No ___

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Program: Improving Communication Skills

We communicate all day, everyday; learn to communicate more effectively with your clients, co-workers and prospects. Don't miss this informative seminar.

Date: Friday February 26, 2010

Place: Sheraton Framingham Hotel & Conference Center
1657 Worcester Road
Framingham, Massachusetts

Time: 3:00 p.m. - 5:00 p.m.

Price: No Charge NAIW Members
\$ 25.00 – Non-NAIW Members (or \$65 for the full meeting)

Instructor: June Sousouris, AAI
Director of Sales, Special Agent, Inc.
Consultant, Business Growth Strategies

The seminar is open to all insurance professionals.

Name: _____

Chapter/Company/Agency: _____

email: _____

Phone: _____

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Program: Ethics

This ethics class is like no other. Through inquiring discussion and video, Jim Verzino, one of the top ethics and CE trainers in the region, presents ethics in a way that is fun, interactive and educational.

The discussion will include a review of the differences between moral, ethical and legal standards, the process of identifying fraud and why good people do bad things. We will then show the different ethical decision making archetypes and have a guide to ethical decision making. Finally we will discuss challenges on ethical issues faced by small businesspeople daily and specific examples of ethical challenges in the insurance industry.

Date: Saturday February 27, 2010

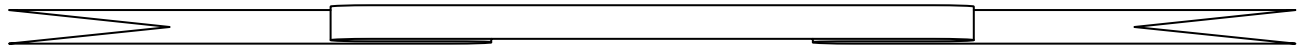
Place: Sheraton Framingham Hotel & Conference Center
1657 Worcester Road
Framingham, Massachusetts

Time: 8:30 a.m. - 11:30 a.m.

Price: **No Charge NAIW Members**
\$ 25.00 – Non-NAIW Members (or \$65 for the full meeting)

Instructor: Jim Verzino

The seminar is open to all insurance professionals.



Name: _____

Chapter/Company/Agency: _____

email: _____

Phone: _____

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