

News from MAIW



Association of Choice-Represented by Diversified Professionals

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- **Safety Tips and and More**

Upcoming Conference and Association Meetings...

- **Region I Conference - April 8-11**
- **May Business Meeting - May 14-16**
- **NAIW Week - May 16-22**
- **NAIW International Convention - June 9-12**

<p>MAIW</p> <p>Cara L. Curtis, CPIW 617-441-5936 12 Cedar Avenue Somerville MA 02143 wcmair@gmail.com</p>	<p>EDITORIAL ENQUIRIES</p> <p>Beatrice M. Grant Publication Chair Beatrice.grant@acadia-ins.com</p>	<p>The NEWS FROM MAIW is best viewable via the website, www.maiw.org using Adobe Acrobat.</p> <p><i>The News From MAIW</i> is the official publication of the Massachusetts Association of Insurance Women. Any member or friend of the association can submit articles to be included.</p>
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www.maiw.org

PRESIDENT'S MESSAGE



Happy Spring!

Although our 2009-2010 year is quickly coming to a close, there's still so much to do- that's why our Quest for Knowledge is Constant!

Adrienne Coe and I are heading to Region I in Manchester, NH to serve as your Alternate and Delegate. We'll be joined by a dozen other members from our Association for a weekend of CEs, fellowship, bylaw reviews, elections, and of course dancing!

I've enjoyed my year as President; visiting each of the 9 Chapters, participating in Norfolk's CWC panel discussion, electing new officers up in Essex, taking the InControl Driving class, and conducting a ton of business in February! The final few months will include Region I, Norfolk's CWC Speak-Off, the May Association Meeting with the MAIW CWC Speak-Off, and the National Convention.

We had a successful election at the February Association meeting, but are still looking for a candidate for Vice President.

I know Bristol Chapter is busy finalizing what will prove to be a great meeting. In addition to the education, networking, and fellowship, we will have the Awards Luncheon and the Installation Ceremony for the 2010-2011 Officers. We will also be honoring the 2009-2010 Member of the Year, Lisa Rancourt. I look forward to seeing you all in May.

I have received back some Member Surveys and will be compiling the results this month. Look for the report at the May Association Meeting!

Please remember to include me, wcmair@gmail.com, on your mailing list when sending out Chapter meeting notices so that I can continue scheduling my visits. My Key Person, Lee Ann Landine, llandine@travelers.com, should be included as well.

Thanks to all the members who have *Quested for Knowledge* this year. I hope you have learned more about yourself, your career, and NAIW!

Yours in Fellowship,
Cara L. Curtis, CPIW
MAIW President

TREASURER'S MESSAGE

Chapter Treasurers Needed!

With Spring comes the new leaves, flowers, birds, etc. It is also the perfect time to think of the rebirth of MAIW.

I am asking each of you, who are not already committed to an office or committee, to consider stepping up as your Chapter treasurer as most of the current treasurers are not continuing on to a second term. If you would like any additional information please feel free to contact your treasurer or myself. The best way to contact me would probably be by email – kimpurrly@gmail.com.

The position is not as ominous as many people think, so I ask that you all seriously consider it. If it's still too frightening for you, please approach someone in your Chapter who you think would be a good fit.

In Fellowship,

Kim Woo
Treasurer

PUBLIC RELATIONS



As a reminder, the Public Relations Award will be presented at the May Association Meeting. It's not too late to send in your reports of your chapter's Public relation activities. The reports I have been receiving are incredible, and I hope you all realize that everything each chapter is doing makes such a huge difference. Whether it's the loose change jar and funds go to a local charity, collecting food for a pantry, or Toys for Tots during the Holiday Season. Know that you are doing great things, because of your help. Keep up the great work, and I look forward to receiving more reports!

Operation Troop Support has been spread to each chapter, and I am extremely excited to see what each chapter has been able to collect! All the donations will be delivered to Danvers, MA, and pictures will be taken and sent to everyone.

In Fellowship,
Jenney L. Fairclough, CISR
Public Relations

QUARTERLY SAFETY TIPS

April is National Youth Sports Safety Month

The month of April has been proclaimed National Youth Sports Safety Month. The national health event was initiated by the National Youth Sports Safety Foundation, Inc. in 1993 to promote safety in sports participation.

More than sixty national medical and sports organizations support National Youth Sports Safety Month. They include the American College of Sports Medicine, The President's Council on Physical Fitness and Sports, and The United States Olympic Committee. For more information go to their website at www.nyssf.org.

Here are their Tips For Kids:

- The most important thing is to Have Fun!
- Remember youth sports are only a game designed for your enjoyment. Play to please yourself and have a good time.
- Learning how to play the game is more important than winning and losing.
- Some children grow faster than others and some have better coordination earlier than others. Everyone catches up eventually. Be patient.
- Who you are as a person does not depend on your wins and losses.
- Treat other athletes and your coaches with respect. Everyone is trying their hardest.
- Honor the rules of the game.
- Be a good sport.
- Support your team mates.

May is Motorcycle Safety Month

From the national Highway Traffic Safety Administration website at www.nhtsa.dot.gov.

Each year, May is designated Motorcycle Safety Awareness Month. States and motorcycle organizations across the country conduct a variety of activities to promote the importance of motorist awareness and sharing the road with motorcyclists.

Motorist awareness is an important component of the National Highway Traffic Safety Administration's comprehensive motorcycle safety program. Over two-thirds of fatal motorcycle crashes involve a motorcycle and another vehicle. The motorist either does not see the oncoming motorcycle at all or does not see the motorcycle in time to avoid a crash. It is important for motorists to know that their actions affect the safety of motorcyclists. A motorist and a motorcyclist may take different actions for the same driving or highway situation. For example, a motorist may ignore a piece of road debris; however, that same piece of road debris may be deadly for a motorcyclist.

As a motorist or a passenger, there are some steps to become more aware of motorcyclists.

- **Respect the motorcyclist:**
Remember the motorcycle is a vehicle with all of the privileges of any vehicle on the roadway. Give the motorcyclist a full lane of travel.
- **Look out:**
Look for the motorcyclist on the highway, at intersections, when a motorcyclist may be making a left turn, and when a motorcyclist may be changing lanes. Clearly signal your intentions.
- **Anticipate a motorcyclist's maneuver:**
Obstructions (debris, potholes, etc.) that you may ignore or not notice can be deadly for a motorcyclist. Predict evasive actions.
- **Allow plenty of space:**
Don't follow a motorcycle too closely. Allow enough room for the motorcyclist to take evasive actions.
- Contact your state motorcycle safety administrator or Governors' Highway Safety Representative (listed in the State and Regional Resources Catalog) to find out about Motorcycle Safety Awareness Month activities near you.

June is National Safety Month

The National Safety Council encourages everyone to get involved and participate in National Safety Month. Each week carries a theme that brings attention to critical safety issues. They are:

- June 1-6 Prescription Drug Overdose Prevention
- June 7-13 Teen Driving Safety
- June 14-20 Preventing Overexertion at Work & at Home
- June 21-27 Dangers of Cell Phone Use While Driving
- June 28-30 Summer Safety

More information will be posted on their website as it becomes available. Check for it at http://www.nsc.org/nsc_events/Nat_Safe_Month/Pages/home.aspx.

Recent Recalls

Bauer Recalls Children's Hockey Sticks Due to Violation of Lead Paint Standard

WASHINGTON, D.C. - The U.S. Consumer Product Safety Commission and Health Canada, in cooperation with the firm named below, today announced a voluntary recall of the following products. Consumers should stop using products immediately unless otherwise instructed.

Name of Product: Youth and Junior Hockey Sticks, Shafts, and Blades

Units: About 67,000 in the United States and 60,000 in Canada

Importer: Bauer Hockey Inc., of Greenland, N.H.

Hazard: Paint and decals on the sticks, shafts and blades contain excessive levels of lead, violating the federal lead paint standard.

Incidents/Injuries: None reported.

Description: The following hockey sticks, shafts and blades are involved in the recall:

Description, Pieces, Countries Sold

Nike Bauer Supreme One50 Junior Stick, sticks, shafts and replacement blades, U.S. and Canada

Nike Bauer Supreme One70 Junior Stick, player stick, U.S. and Canada
Nike Bauer Supreme One75 Junior Stick, player and goalie sticks, U.S. and Canada
Bauer Supreme One75 Junior Stick, player stick, U.S. and Canada
Nike Bauer Supreme One90 Youth and Junior Stick, sticks, shafts, and replacement blades, U.S. and Canada
Nike Bauer Vapor XVI Junior Stick, player stick, U.S. and Canada
Nike Bauer Vapor XX Junior Stick, player and goalie sticks, U.S. and Canada
Bauer Vapor XX Junior Stick, player stick, U.S. and Canada
Nike Bauer Apollo Junior Stick, player stick, U.S.
Nike Bauer Supreme Force Junior Stick, player stick, U.S.
Nike Bauer Supreme Accel Junior Stick, player stick, Canada
Nike Bauer Supreme One40 Junior Stick, player stick, Canada
Nike Bauer Supreme OneLTX Junior Stick, player stick, Canada

The hockey and goalie sticks, shafts and blades come in various shapes, sizes and colors. The name "Bauer" and the model descriptions are on all of the sticks, shafts and blades. Most of the sticks also have the Nike symbol.

Junior player sticks and replacement shafts are each identified by the markings "JUNIOR," "52 Flex" or "JUNIOR Flex 52."

Youth player sticks are identified by the marking "YOUTH Flex 42" or "YTH Flex 42." These markings appear on all models on the narrow side of the stick shaft either near the top of the stick or near the blade.

Junior replacement blades fit only the Junior sticks and are identified by the markings "P92" or "PM9" followed by "JR", which appear on the narrow side of the blade near where the shaft and blade are joined.

Junior goal sticks are identified by the markings "P31 - JR - 22 ½" or "P31 JUNIOR - FLEX 52 - 22 ½" which appear on the narrow side of the stick shaft near the top of the stick.

Sold at: Sporting goods stores nationwide from February 2005 through March 2010 for about \$80 to \$200 for sticks, \$30 for blades, and \$40 to \$90 for shafts

Manufactured in: China

Remedy: Consumers should take the recalled sticks, shafts and blades away from children immediately and contact Bauer for a replacement or refund.

Consumer Contact: For additional information, call Bauer toll-free at (888) 734-0443 between 8 a.m. and midnight ET Sunday through Saturday or visit the company's Web site at www.bauer.com

Note: Health Canada's press release is available at http://cpsr-rspc.hc-sc.gc.ca/PR-RP/recall-retrait-eng.jsp?re_id=1004

To see this recall on CPSC's web site, including pictures of the recalled products, please go to: <http://www.cpsc.gov/cpsc/pub/prerel/prhtml10/10189.html>



NEWS FROM THE CHAPTERS

News from the Berkshire Chapter:

Greetings from the Berkshire Chapter.

The Berkshire Chapter began 2010 with a wine tasting sponsored by Paul Davis Restoration. Luc Chevalier, the Sommelier for Blantyre Castle, regaled us with all sorts of information about the grapes, their history and the wine that we were all tasting. We learned a lot and everyone had a wonderful time. We hope to repeat it in the 2010-2011 term. Look for the announcement and join us for an informative and fun evening.

For February, we did not have a business meeting because we had John Verzino doing a 3 CEU on Meth Lab Clean up sponsored by Paul Davis Restoration. It was quite an education for all of us. He showed a film that was quite graphic about the making of Meth as well as its users. You only need to use Meth once to get addicted because it damages the brain immediately. So how do you clean up a place that meth cooked there? Basically, you gut the place. This was a successful program and we came away with 5 new member applications.

Cara Curtis visited us at our March meeting. Our speaker was Angela Dunn from the Travelers and her topic was "How to read your customers". We had the election officers at this meeting and I am happy to say that we have a full slate for the coming term. Our New Director will be Sharon MacEachern, CISR CPIW; Assistant Director will be Vanda Monzo, CIC CPIW; Treasurer will be Julie Nichols, CISR and Secretary for a second term is Donna Bishop, CIC, CRM, CISR, CPIW.

Our April meeting will be another 3 CEU on Smoke and Oder, again sponsored by Paul Davis Restoration. As in February, we will skip the business meeting in April so we can all get out at a reasonable hour. For May we are planning a fashion show, sponsored and organized by Carole Whitmore of J N Phillips Glass. We had a number of members volunteer to both model and help with the behind the scene action. June will be our chapter's induction of officers for the new term.

Yours in Fellowship,
Vanda Monzo
Director - Berkshire Chapter

News from the Bristol Chapter:

Bristol Chapter has been going strong since September started with the anticipation of hosting the MAIW May 2010 Association meeting. Our planning committee has continued to meet each month, and with the final countdown beginning, we are excited to see what each chapter has collected in donations for Operation Troop Support. The meeting is being held on May 14-16th at White's of Westport, and we look forward to seeing everyone at the event! Please make sure to purchase a raffle ticket for a chance at a *free* registration and hotel. Registration and raffle tickets are enclosed in this edition of the News from MAIW.

Our monthly meetings throughout the winter have been very well attended. January we had held our Pound & Yard Fundraiser, which I can say I had a lot of fun being the auctioneer. We raised \$405 from the Pound & Yard to put in our scholarship fund. To date we've received 120 scholarship applications, and look forward to reviewing and selecting the deserving recipients. Our February meeting, which was suppose to be held on Wednesday, February 10th had to be rescheduled to Wednesday, February 17th due to the snow storm. We still had a great turnout of 47 members, and Patricia Fortes, Director of Nursing Services at the Somerset Ridge Care Center spoke to us on Women and Heart Attacks. In March, Greg Deems from InControl Advanced Driver Training spoke to us on the course, and a few members along with myself have signed up to take the course on April 18th. The April meeting will be fast approaching in a few weeks, and Attorney Mark R. Karsner will be speaking to us regarding Personal Injury. The May meeting will follow after the May Association meeting, and at that time our scholarships will be presented along with the installation of our chapter officers.

The 2010 – 2011 Bristol Chapter Officers are:

Director:	Jenney L. Fairclough, CISR
Assistant Director:	Paula M. Tavares
Treasurer:	Brenda Cruz
Secretary:	Jessica Bussiere

Our chapter committees have done a *fantastic* job with keeping the entire chapter up to date on current events. The Fairy God Mother Project and Dress for Success has come to an end, and I'd like to thank everyone who donated to this cause. Also, donations for shampoo and soap have been pouring in for our Operation Troop Support. A new opportunity to reach out and help has risen. Kyle Beauregard who is the son of a former co-worker of a few of our members was diagnosed with Osteosarcoma in December 2009. Osteosarcoma is a cancerous bone tumor that usually develops during the period of rapid growth in adolescence, as teens mature into adults. Members of our chapter are attending a Spaghetti Supper which is being held on May 7th and other members have already made baskets to donate to the Chinese Auction.

In Fellowship,
Jenney L. Fairclough, CISR
Director - Bristol Chapter

News from the Cape Cod Chapter:

Spring greetings from Cape Cod. My last report brought us up to the Holiday party that was planned for December. While I spent weeks planning, shopping, and wrapping prizes for the games to be played at the party, 5 minutes before leaving the office for the party, I got a call from my daughter that she was in a car accident and being brought to the hospital. So I spent several hours in the emergency room rather than seeing the fruits of my labor. That's when having a great Assistant Director helps. Colleen took over with a handful of my holiday trivia questions, games, and gifts and I'm told a great time was had by all. (My daughter is fine.)

December wasn't only a month for parties, it's really the time of year that our Chapter is most in touch with our community. We support the Dress a Live Doll program with the guidance of our Public Relations Chairperson, Lora Lowe. The program is run through the Salvation Army with the goal of providing useful Christmas presents to children that will dress them from underwear to winter coats. Our final tally was quite impressive. Our Chapter, with the help of Vendors, Agency personnel, Agency Principals and two Insurance Companies, dressed and provided gifts for 16 youngsters and 1 teenager. It's heartwarming to know that 17 families had a great Christmas and warm winter clothing because of the generosity of our Chapter.

We were back to business in January. We are trying to focus our meetings around information needed to be better equipped as a CSR. In keeping with that theme, an informative program on Business in the Home, was presented by Colleen Ormsby. Colleen explained the exclusions and limitations in the Homeowner's policy relating to the home based business. She didn't just leave us with what the policy doesn't cover, she outlined the endorsements available to buy back coverage and gave us an Underwriter's view of what may be acceptable to a Standard Carrier. We passed our loose change jar around to collect money to help fight breast cancer which is the cause that I have chosen this year. We pass the jar around at each meeting and at the end of the year donate the collection to the chosen cause of the Director.

In February we continued to focus on information needed to offer sound advice and the best coverage to our insureds. I presented a program on Vacant Homes. We had quite a large crowd for February which I can only attribute to the fact that vacancy is a scary proposition to most CSRs. I tried to point out where coverage ends and the danger of not asking the right questions when you think you are simply taking an address change. We discussed vacant property policies written through surplus lines carriers and things to consider when choosing a Carrier with which to place coverage. Another accomplishment since I last checked in was the completion of the revision of our standing rules and submitting them to the By-Laws committee. We are happy to say they were approved.

In March we held our meeting at the Holiday Inn in Hyannis, MA. Our speaker was Kathy Silvia of the Fair Insurance Agency. Kathy shares an insurance related game of jeopardy that we all enjoy. It's a time to show off for some and a time to be reminded to read the policy for others. Congratulations to Barbara Riggs of Dowling and O'Neil Insurance Agency - a repeat champion.

Our next meeting will be on April 13, 2010. Luana DiSarra, Esq., will be sharing a presentation on Trusts. I'm sure here legal knowledge will help demystify what a Trust is and how that relates to the insurance policy.

May will bring a visit from Dan Foley of MAIA. Donnie Hull is our Co-Education Chairperson who invited Dan to attend our meeting to give us the latest information on a hot topic of the day. We will also have the installation of our Offices for the 2010-2011 term at the same meeting.

Speaking of Education, it is our tradition to provide three courses in the Spring offering CEUs to anyone interested in attending the classes. Donnie Hull and Martha Findlay have chosen some very interesting topics. Sign-ups will be sent to each Chapter Director to pass along.

Susan Monson is our Scholarship Chairperson. This year we are offering two \$500 scholarships to worthy high school senior applicants as chosen by Susan and her committee. We voted to add a category to the committee's rubric to include financial need this year. While that is not the driving criteria for the scholarship, when two applicants are very close in accomplishments, the need factor will apply.

That's what the rest of our year looks like. Please join us whenever you can.

In Fellowship,

Debbie Sutton

Director – Cape Cod Chapter

News from the Essex Chapter:

Look for news from our chapter in the next issue!

In fellowship,

Jean Gosling

Director – Essex Chapter

New from the Middlesex Chapter:

The Middlesex Chapter had the pleasure of having Julie Foley, a Certified Image and Style Consultant, as a guest speaker on February 1, 2010. Ms. Foley gave an enjoyable presentation on the topic of "*What does your image say about you?*" with some helpful tips on fashion, buying clothes and even organizing your closet. Ms. Foley also talked about her publication, *A Man's & Woman's Guide to Professional Dressing*. At the March 1, 2010 meeting, the Middlesex Chapter made Easter Baskets filled with daily necessities, toys, chocolate and candy for children of all ages donated to the House of Hope in Lowell, Massachusetts. The House of Hope is a local shelter which has provided emergency shelter and services to hundreds of homeless families.

Our most recent meeting held on April 5, 2010, included a class for 3 CEUs on the topic of *Auto Theft and Fraud* presented by Nick Frye of Glass America. The Middlesex members are continuing to collect razors and shaving cream for both men and women to benefit Operation Troop Support.

We are excited to announce that on Monday, **May 3, 2010**, the Middlesex Chapter will be holding a self defense class for members and non-members of all ages. This class will focus on the latest technology available to train and empower people of all ages to defend themselves and take full control of their lives. All are welcome to join us. The Middlesex Chapter meetings are held the first Monday of each month at The Holiday Inn on Route 38 (conveniently located off the rotary at Exit 35 on Route 95) in Woburn. To receive a notice for our upcoming meeting, please contact Luana DiSarra at disarra@litchfieldcavo.com. We look forward to seeing you!

In fellowship,

Luana DiSarra

Director - Middlesex Chapter

News from the Norfolk Chapter:

Happy Spring from the Norfolk Chapter!!!

We have been keeping very busy this year! At our January meeting we held a very informative 2 CEU seminar on Mold conducted by J. Brian Day.

In February we tried something a little different for our meeting and conducted a roundtable discussion based on the one Cara Curtis, MAIW President, held during the November Association Meeting. We

discussed topics including women in the insurance industry, the importance of mentoring and what we would like to see in the future within our chapter.

During our March meeting we celebrated Women's History Month! Our own Clara Lineberry spoke with us regarding Women's Health Issues including "Balancing between home & work; How to get our bodies ready for Spring by taking some simple steps to help detect and prevent some cancers; and how Health and Nutrition along with Exercise can help with Heart Disease." We also learned a little bit about some important women in history! We were very happy to be joined at our March meeting by Cara Curtis, MAIW President.

In April we will host a 2 CEU seminar with J.N. Phillips Auto Glass and learn "How to Get the Most Out of Our Insurance Policy." In May we are looking forward to presenting our Third Annual Boss of the Year Award, Installing our Officers and awarding our Scholarship while honoring all insurance professionals!

I am pleased to report that all our committees remain chaired and active! All members receive monthly reports on Safety Issues, Government Affairs, Educational Courses and Public Relations Opportunities.

We are currently sponsoring a Confidence While Communicating course which is being taught by our own Bea Grant. The final speak-off will be held on Thursday April 15th at 5:30 at X&O Restaurant in Stoughton. We will soon be hosting CPR training and certification course. We continue our support of the Mansfield Food Pantry as well as Brockton Family and Community Resources and we have been actively collecting stationery products to be delivered to the Bristol Chapter during the May Association Meeting and then sent to the Troops!

The Norfolk Chapter Meetings are held on the second Tuesday of each month at X&O's Restaurant in Stoughton. Please consider joining us for a meeting! We look forward to having a very educational and informative year!

In Fellowship,

Kristin L. Camarra
Director - Norfolk Chapter

News from the Plymouth Chapter:

Happy Spring Everyone

We're all very happy to see the warmer weather and sunshine here! The Plymouth Chapter recently held our March Meeting with guest speaker Lissa Budge-Johnson from the Plymouth County Sheriff's Department discussing identity theft. She was well received as a great speaker with lots of information on the subject.

Our Chapter elections were held and I'm proud to announce our Board for the 2010-2011 term as follows: Chapter Director Ami Drew CISR CPIW Chapter Assistant Director Patricia Tome CISR CPIW Chapter Treasurer Susan Burbine CISR CPIW and Chapter Secretary Helen Harris. Our April meeting will be our annual plant auction fundraiser. In May we will hold our annual Installation and Appreciation Night at a place to be determined. We continue to collect used ink cartridges, eye glasses, cell phones, used clothes, Campbell soup labels, box tops for education to support the local schools, the Plymouth Coalition for the Homeless and The South Shore Resource Center.

The Plymouth Chapter is busy preparing for the November 2010 Association Meeting "Hats off to MAIW" watch for more information! Hope to see you all at the May Association Meeting and hope you all have an enjoyable summer!

In Fellowship

Susan Burbine CISR CPIW
Director - Plymouth Chapter

News from the South Middlesex Chapter:

Happy Spring!

I hope everyone stayed dry through the "spring flood" we had! The South Middlesex Chapter has been very busy over the last few months. February we were happy to host Ray Marchand, Office of Investigations from the Massachusetts Department of Industrial Accidents. Ray discussed how the DIA monitors and tracks businesses to ensure every employer operating in the Commonwealth carry workers' compensation coverage. We also discussed the process of Stop Work Orders (SWO) and the fines associated with SWO's.

In March, Bob Tibbo, Loss Control Manager at MiddleOak Insurance joined us to discuss Integrated Risk Management for Apartment Owners. He discussed how owners of apartment complexes can prevent or mitigate fire losses with little effort. In addition, we held a Pounds and Yards raffle to finish funding our 2010 Scholarship.

April will find us watching an informative vide on wind / mold. In addition, we will hold a brain storming session for fund raising ideas. It is our goal to increase the number of scholarships we offer.

We look forward to seeing everyone at the May Association Meeting!

In Fellowship,

Annmarie Castonguay
Assistant Director - South Middlesex Chapter.

News from the Worcester Chapter:

Look for news from our chapter in the next issue!

In fellowship,

Delores Nardella
Director – Worcester Chapter



SAVE THE DATE!

CWC SPEAK-OFF

April 15th, 5:30 p.m.

X&O Restaurant

217 Washington St, Stoughton, MA

RSVP TO: MCAIRA@BOYNTONINS.COM BY APRIL 1ST, 2010

Norfolk Chapter members have been hard at work preparing for their final session of MAIW Confidence While Communicating Course. Please come support your fellow MAIW members for their CWC Speak-Off!



MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.

SPONSORED BY MAIW , NORFOLK CHAPTER

MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.



May 14, 2010 MAIW Board Meeting

TO: MAIW Officers
Chapter Directors
Chapter Assistant Directors
Association Committee Chairmen and Members

FROM: Cara L. Curtis, CPIW
MAIW President

The next Board Meeting of the Massachusetts Association of Insurance Women, Inc. will be held on Friday, May 14, 2010 at White's of Westport. **THE MEETING WILL BEGIN PROMPTLY AT 7:15 PM.** If you plan to pass out information, please be early so as not to delay the start of the meeting. Reports should be submitted in duplicate - one for the Secretary and one for the President. Ideally, please email a copy to both Estelle Jeter and myself by Thursday at 3pm. Dress for this meeting will be business casual.

It will be assumed you will be attending the meeting and giving a report, unless you advise me otherwise. If you will not be attending, please forward your report to me and Estelle so that Estelle can read it.

Please forward any motions or items you wish to have added to the agenda no later than Tuesday, May 11th.

I look forward to seeing everyone in Westport.

CWC
Confidence While Communicating
MAIW Speak-Off
Saturday May 15th - 8am

If you would like to participate in the CWC Speak-Off during our May Association Meeting please complete the registration and return it to Cara Curtis by May7th (wcmaiw@gmail.com, 12 Cedar Ave Somerville, MA 02143):

The Topic for the 3 minute prepared speech will be **"How do you use the tools available to you through MAIW to quest for knowledge (of yourself, your career and NAIW)?"**

I will announce the 1 minute impromptu topic during the CWC.

Name: _____

Chapter: _____

Short Bio _____

Date of CWC Class Completion _____ (approximate is ok)

Thank you to the following Volunteers:

Pages – Adrienne Coe

Moderator – Beatrice Grant

2 Timekeepers –Gina Desmaris and Connie O’Connell

3 Judges (1 can be a NAIW Member, other 2 must not be)

Support Our Troops



Massachusetts Association of Insurance Women, Inc.
Affiliated with National Association of Insurance Women, (Int.)

May 2010 Association Meeting

Hosted by the Bristol Chapter
May 14, 15, 16

White's of Westport
66 State Road
508-675-7185

Hampton Inn
53 Old Bedford Road
508-675-8500

Westport, MA 02790

MAIW room rate for the Hampton Inn is \$94. Please mention the MAIW rate when calling & be sure to book your room prior to April 12, 2010.

Friday, May 14th

Seminar – Air Bag and Restraint System for Insurers (2 CE's) Presented by Russ Cross of Glass America Please complete Friday seminar registration form.	3:00 pm - 5:00 pm
Registration – <u>Room, TBD</u>	5:00 pm – 7:00 pm
Board Meeting – <u>Room, TBD</u>	7:15 pm – 9:00 pm
Hospitality – Hampton Inn, <u>Room TBD</u>	7:00 pm – 11:00 pm

Saturday, May 15th

Breakfast – Hampton Inn, <u>Room TBD</u>	7:00 am – 9:00 am
Directors/Assistant Directors Meeting– <u>Room, TBD</u>	7:30 am
First Timers Meeting– <u>Room, TBD</u>	7:30 am
CWC Speak-off – <u>Room, TBD</u>	8:00 am – 9:00 am
Seminar – Cyber Liability and Identity Theft Coverages (2 CE's) Presented by Inga Goddijn of Markel Please complete the Saturday seminar registration form.	9:00 am – 11:00 am
Business Meeting– <u>Room, TBD</u>	11:00 am – 12:15 pm
Mid-day “Grub” (Awards Luncheon) – Whites	12:30 pm
Incoming Officer Installation rehearsal, Whites	Immediately following “Grub”
Hospitality Open – Hampton Inn, <u>Room TBD</u>	2:00 pm – 4:00 pm
Social Hour– <u>Room, TBD</u>	6:00 pm – 7:00 pm
Dinner in the “Officer’s Club” – White’s Installation of the 2010 MAIW Officers “M*A*S*H Bash”	7:00 pm Immediately following dinner

Sunday, May 16th NATIONAL INSURANCE WOMEN’S WEEK BEGINS

Breakfast buffet at White’s	9:00 am
Speaker –Honorable Scott W. Lang, Mayor of the City of New Bedford	9:30 am



Massachusetts Association of Insurance Women, Inc.
 Affiliated with National Association of Insurance Women, (Int.)

May 2010 Association Meeting Registration Form

May 14, 15, 16

White's of Westport
 66 State Road
 508-675-7185

Hampton Inn
 53 Old Bedford Road
 508-675-8500

Westport, MA 02790

Name: _____ Chapter: _____

Phone#: _____ Email: _____

Will you be attending Friday's Seminar? Yes ___ No ___
 Will you be attending Saturday's breakfast? Yes ___ No ___
 Will you be attending Saturday's Seminar? Yes ___ No ___
 Will you be attending the Awards Luncheon? Yes ___ No ___
 Will you be attending Saturday's dinner? Yes ___ No ___
 Please choose one: Baked Stuffed Chicken ___ Baked Stuffed Shrimp ___
 Will you be attending Sunday's breakfast? Yes ___ No ___

WEEKEND REGISTRATION FEE: \$90 MAIW Members \$110 Non-MAIW Members
OR
 **Friday only: \$25 **Saturday only: \$60 **Sunday only: \$25

*Your registration fee includes access to all meetings, meals and social functions. There is a \$25 charge for each seminar for Non-MAIW Members.

Will this be your first Association Meeting? Yes ___ No ___
 If yes, please plan on attending the First Timers Meeting on Saturday.
 Are you a Past National, Regional or State Officer? Yes ___ No ___
 Do you need a name tag? Yes ___ No ___
 Do you have any dietary restrictions? Yes ___ No ___

Please make your check payable to MAIW Bristol Chapter and mail it, with your registration to:
 Barbara Medeiros, Lapointe Insurance, POB 4098, Fall River, MA 02723
 Email: BMedeiros@lapointeins.com Fax: 508-678-0438
 Deadline to register: April 30, 2010



Massachusetts Association of Insurance Women, Inc.
Affiliated with National Association of Insurance Women, (Int.)

May 2010 Association Meeting Friday Seminar Form

PLEASE REMEMBER TO BRING YOUR PRODUCERS LICENSE WITH YOU

Date: Friday, May 14th

Where: White's of Westport
66 State Road
Westport, MA 02790

Time: 3:00 PM - 5:00 pm

Seminar: Air Bag and Restraint System for Insurers (2 CE's)
Presented by Russ Cross of Glass America

Cost:

NAIW Members (M)	\$0
Non-Members (NM)	\$25

RSVP: Barbara Medeiros, Lapointe Insurance,
POB 4098, Fall River, MA 02723
Email: BMedeiros@lapointeins.com Fax: 508-678-0438

Please make checks payable to MAIW Bristol Chapter

Name: _____ M/NM Chapter: _____

Phone#: _____ Email: _____



Massachusetts Association of Insurance Women, Inc.
Affiliated with National Association of Insurance Women, (Int.)

May 2010 Association Meeting Saturday Seminar Form

PLEASE REMEMBER TO BRING YOUR PRODUCERS LICENSE WITH YOU

Date: Saturday, May 15th

Where: White's of Westport
66 State Road
Westport, MA 02790

Time: 9:00 am - 11:00 am

Seminar: Cyber Liability and Identity Theft Coverages (2 CE's)
Presented by Inga Goddijn of Markell

Cost: NAIW Members (M) \$0
Non-Members (NM) \$25

RSVP: Barbara Medeiros, Lapointe Insurance,
POB 4098, Fall River, MA 02723
Email: BMedeiros@lapointeins.com Fax: 508-678-0438

Please make checks payable to MAIW Bristol Chapter

Name: _____ M/NM Chapter: _____

Phone#: _____ Email: _____

Enlist

in your chance to win a free* "ride" to the May Association Meeting

**Are you going to be attending the 2010 MAIW
May Association Meeting or would like to?
How would you like to go for **free***?**

MAIW Bristol Chapter, who is hosting this years association meeting, will be holding a raffle to offer one lucky person a free* "ride" to the 2010 MAIW May Association Meeting.

*The prize is valued at over \$300 and contains the following:

- ~ Weekend Registration that includes access to all meetings, meals, and social functions
- ~ 2 night hotel accommodations at the Hampton Inn, Westport, MA for Friday, May 14th and Saturday, May 15th

The cost for each raffle ticket is \$10 and all tickets (including cash or check) must be received by Dana Rainha by April 30, 2010.

If unable to drop your tickets off in person to either Jenney Fairclough or Dana Rainha (of the Bristol Chapter), please feel free to mail your ticket and check (made payable to MAIW Bristol Chapter) to Sylvia Insurance, Attn: Dana Rainha, 500 Faunce Corner Road, Bldg. 100 Suite 120, Dartmouth, MA 02747. It is not advised to send cash via mail. For questions, contact Dana at drainha@sylviainsurance.com.

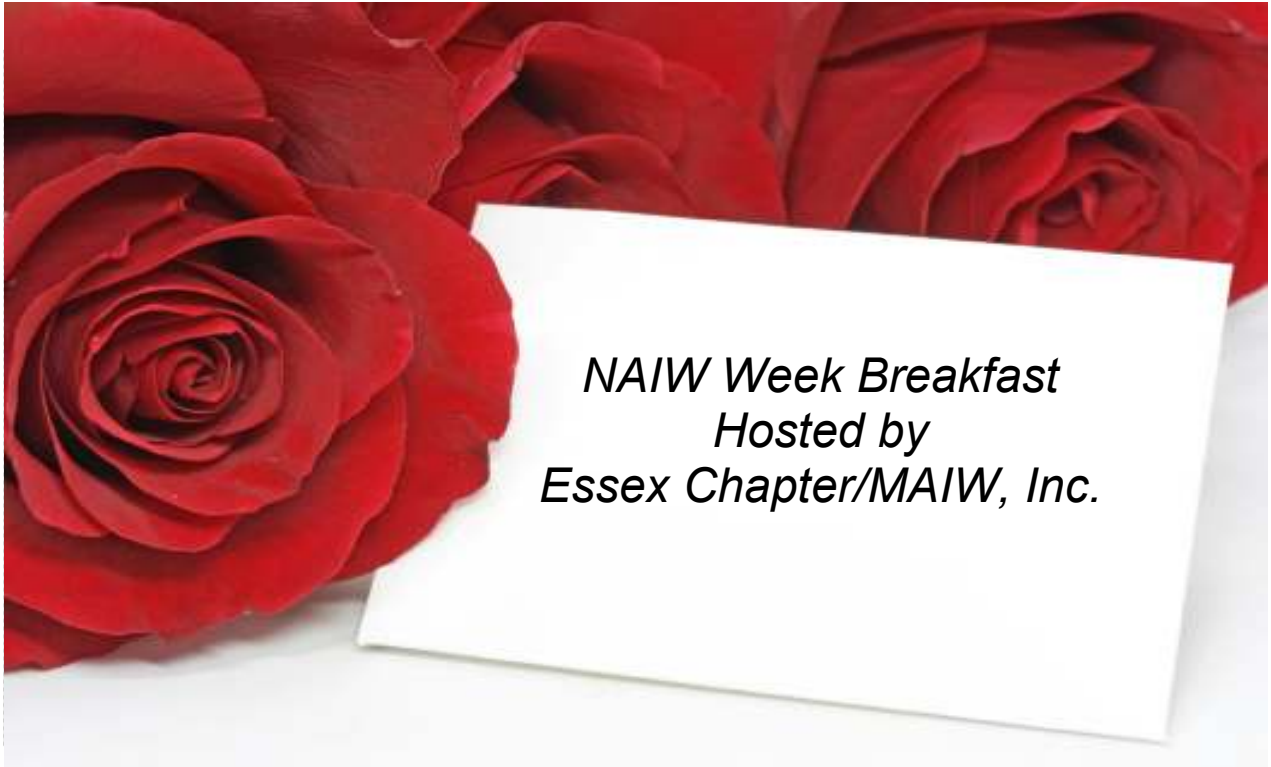
Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone Number: _____ Email: _____

MAIW Member: ___ Yes ___ No (If Member, Chapter Location): _____



*NAIW Week Breakfast
Hosted by
Essex Chapter/MAIW, Inc.*

May 18, 2010
Breakfast Buffet - \$25
Spinelli's, Route 1 South, Lynnfield
7:30 am – 9:00 am

Guest Speaker to be announced

Please send reservations by May 12, 2010 to:

Estelle T. Jeter
8214 Crane Brook Way
Peabody, MA 01960
(C)978 – 273-8873
etj.maiw@mtabenefits



**Mark your Calendars Now!!!
NAIW Region I Mini Board
July 16 – 18, 2010**

**Salem Waterfront Hotel & Suites
Derby Street, Salem, Massachusetts
Located 25 minutes from Boston & Logan Airport**

Room rate will be \$189.00 per night

**Shop, Explore History, Art & Culture in America's Bewitching Seaport!
Founded in 1626, the city of Salem was a thriving port in the early Maritime trade. Today,
Salem is alive with history and features many museums, galleries, shops, fine restaurants, all
within walking distance of the hotel.**

**Come visit
National Historic Landmarks
Salem Witch Museum
The magnificent Peabody Essex Museum
Salem Wax Museum of Witches & Seafarers
Haunted Footsteps ghost tour
Historic Lighthouses**

Be on the lookout for more detailed information.



HATS OFF TO MAIW



MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.
AFFILIATED WITH THE NATIONAL ASSOCIATION OF INSURANCE WOMEN, INT

SAVE THE DATE!

NOVEMBER 2010 ASSOCIATION MEETING

HOSTED BY THE PLYMOUTH CHAPTER
NOVEMBER 12th AND 13th

RADISSON HOTEL PLYMOUTH HARBOR
180 WATER STREET
PLYMOUTH, MA 02360
(508)747-4900

ANNOUNCEMENTS

Condolences

The mother of Virginia (Ginny) Eldridge, Lorraine M. Chepren, passed away on Thursday, March 4th at the age of 91. Ginny's a member of the Plymouth Chapter and the 2008 MAIW Member of the Year. The funeral service was held on Friday, March 12 in Maine. You can go to the website <http://www.wilesrc.com/obituaries> and write a note to Ginny. As of publication the website was still available. Cards can be sent to Ginny at her office c/o Rogers and Gray Insurance, 3 Tremont Road, Wareham, MA 02571 or at home 11 Jefferson Way, Carver, MA 02330.

NOTE TO MEMBERS

Dear MAIW Officers and Members:

It has been a pleasure meeting many of you and being part of the Massachusetts Association of Insurance Women. Over the past few years, I have served as Secretary, Assistant Director and Director of the Middlesex Chapter. I have also had the opportunity to give presentations on the topics of Wills and Trusts to many chapters.

As I enter my second year as Director of the Middlesex Chapter, my goal is to become better acquainted with all members and their insurance affiliations. Having worked in the insurance industry as a defense attorney for almost ten years, I have defended various insurance companies in both liability cases and coverage disputes. My goal is to establish a business relationship with MAIW members and their insurers. Therefore, I would like to tell you more about my background and experience in defending the legal interests of insurance carriers, insured corporations and insured individuals.

I am a Partner at the law firm of Litchfield Cavo, LLP. Litchfield Cavo is a national firm engaged in the practice of insurance defense litigation and insurance coverage disputes. Our firm specializes in the defense of a wide variety of commercial and personal liability matters. In addition to Massachusetts, Litchfield Cavo has offices in Illinois, Connecticut, New York, New Jersey, Florida, Wisconsin and California. Our attorneys are also admitted to practice in Rhode Island, Michigan, Maine, Pennsylvania, Washington D.C., Texas, Indiana, Delaware, Maryland, Iowa, New Hampshire, Arizona, Virginia, Georgia, Nevada and Colorado.

My practice focuses on the evaluation, preparation and trial of commercial liability, personal liability, professional liability, products liability, premise liability, automobile tort, breach of contract and construction accidents in Massachusetts and Rhode Island. I represent individuals and corporations insured with various insurance companies. I have defended high exposure cases involving manufacturing and design defects, professional malpractice, construction site accidents, fires and explosions, economic damages, permanent disabilities, traumatic brain injuries and wrongful deaths.

As part of my involvement with MAIW, I look forward to meeting our members and their insurance company representatives. I hope to see you soon and discuss your legal needs.

Yours in Fellowship,
Luana DiSarra, Esq.

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Worcester – 3rd Wednesday

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