

News from MAIW

Association of Choice-Represented by Diversified Professionals



In this Edition ...

- Meet your 2010-2011 Officers and Chapter Directors
- Latest news from the Chapters
- Mold, Safety Tips and and More

Upcoming Meetings...

- Summer Board – August 21
- Massachusetts State Council Meeting – September 17-18
- Association Meeting – November 12 through 13
- MA Conference for Women – December 9

<p>MAIW</p> <p>Adrienne Coe, AAI, CIC, CISR, CPIW 413-443-3581 P.O. Box 1157 Pittsfield, MA 01201 adriannecoe@ymail.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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PRESIDENT'S MESSAGE



WELCOME TO BELONGING!

As I said to all of you who attended the May Installation Banquet, my theme for the coming year is “We Belong.” Every member of the Massachusetts Association of Insurance Women is a unique individual with talent, experience, education and diverse ideas. Each and every one of us belongs in this association. We belong in our Chapters, at our State Council, as Part of Region I and the National/International Association. Don't be afraid to take on challenges that are offered to you. Members of MAIW support each other and are committed to your success. We are all capable of accomplishing great things that we never thought we could do. We belong.

In the past three months, I've been to all sorts of places where I belong: from the Region I Conference in Manchester, NH to the National Convention in Washington, DC; from Norfolk Chapter's May meeting to the Essex Chapter NAIW Week breakfast (curiously by way of New Hampshire). I had not been to any of these places before and it wasn't always easy to get where I was going or to get back again. I faced many variations of getting lost, a car accident (and all the trauma that goes with it) and a nine-hour drive from DC that began at 9:00 P.M. and ended at 5:00 A.M. so I could arrive back in Pittsfield in time for my son's high school graduation.

My reason for telling you all this, is because the journey is not always easy, nor does it always go the way we plan. However, the rewards are very great when you reach your destination, whatever that may mean for you. Each of these places where I went were wonderful experiences, I learned so much and I was so thankful that I got to be a part of each event. I have a new appreciation for all the members of NAIW and the integrity of our association. Therefore, I would like to ask all MAIW members to be brave and commit to making a journey within our association so that you may experience exciting and rewarding opportunities. Let's all grow together this year in the spirit of belonging!

In Fellowship,
Adrienne M. Coe, AAI, CIC, CISR, CPIW
MAIW President

STATE COUNCIL'S DELEGATE TO THE NOMINATING COMMITTEE REPORT

I represented the MA Council of NAIW April 8-11 in Manchester, NH on the Regional Nominating Committee. MA did not send an Alternate.

We interviewed all the candidates on Thursday afternoon, and attended the Meet the Candidates Session on Friday afternoon. We voted, unanimously, for the following slate and presented it at the Business Session on Saturday morning:

For Region I Vice President:

Debbie Kuhne, AAI, CPIW, AIC, AIS, CWCA, DAE, CELS

Waterbury Association of Insurance Professionals

For Region I Delegate to National –

Elena Ifkovits CISR, CPIW, DAE

NAIW of Philadelphia

For Region I Alternate Delegate to National –

Michelle T. Redman AIM, CPIW, DAE

Hartford Association of Insurance Women

Yours in fellowship,

Cara L. Curtis - Delegate

Region I Delegate's Report

The NAIW Region I Conference was held in Manchester NH April 8-11, but you all know that- unless you've been living under a rock. The meeting was hosted by the joint-Councils of NH and VT. There were 19 MAIW members in attendance.

- Adrienne Coe and Chris Chiaretta from Berkshire
- Virginia Wade and Gina Desmaris from Bristol
- Debbie Castricum from Cape Cod
- Kim Woo, Estelle Jeter, and Ingrid Brown from Essex
- Connie O'Connell, Anne Collins, Cara Curtis, and Eileen Dias from Middlesex
- Kristin Camarra, Beatrice Grant, and Carolyn Jenkins from Norfolk
- Kathy Beckwith and Lisa Rancourt from South Middlesex
- And Nancy Gervais and Mary Ann Carey from Worcester

The conference was also attended by Joan McCormick from CMIP and our dual-member Lee Ann Landine was representing CMIP that weekend.

Events started Thursday afternoon with Registration and Credentials. The first meeting I attended was with the Region I Nominating Committee, representing the Massachusetts Council. The following slate of candidates was presented to the membership at the General Business meeting:

For Region I Vice President – Debbie Kuhne, AAI, CPIW, AIC, AIS, CWCA, DAE, CELS

- Waterbury Association of Insurance Professionals

For Region I Delegate to National – Elena Ifkovits CISR, CPIW, DAE - NAIW of Philadelphia

For Region I Alternate Delegate to National – Michelle T. Redman AIM, CPIW, DAE- Hartford Association of Insurance Women

Each of these ladies were elected by the voting body at the General Business session.

Kristin Camarra and I attended the Young Professionals Reception and got to meet Past Presidents and other dignitaries, including our own Lisa Rancourt, Council Director-Elect.

We then attended a “Rocking Through the Ages with NAIW” welcome party. This was a great time to catch up with friends from other Associations, including Carol Colton previously from Plymouth Chapter now from the Insurance Professionals of Greater Portland.

Friday was packed full of education seminars. Most of the classes provided CEU credits. There were six classes presented simultaneously in the morning and seven presented in the afternoon, including the CPIW qualifier “NAIW Leadership Development” which was co-instructed by our own Gina Desmaris. There was something for everyone and the facilitators were excellent! I attended Life / Disability which was taught by a CWC contestant.

The seminars were followed by a Meet the Candidates session and Delegates briefing. The Delegates briefing was very well run considering the numerous changes proposed- Michelle Redman was Chair of the Bylaws Committee and quickly ran through each change and the reason- without reading the wording for each.

Friday night’s dinner is part of the 1st General Session and Opening Ceremonies as well as the adoption of Conference Credentials, Standing Rules, and Program. The keynote speaker for the evening was Deb Markowitz, Attorney General of VT. She spoke on “It Takes a Woman: How Women Will Lead the Economic Recovery”. Her speech was followed by a Memorial Service for members that have passed away in the past year, and a poem about the PROs read by Ruth E. Goodwin, Past RVP.

Saturday’s events started at 8 a.m. with the Region I CWC Speak-off. It’s unfortunate that Massachusetts went another year without representation at the speak-off, I am so happy that is going to change!

The second business meeting followed the speak-off. The first to speak was Bonnie Adams, Region I VP. Bonnie spoke about her travels to all of the states in Region I and it sounds like she has made memories to last a lifetime! She also reported that the NY Council disbanded effective June 30, 2010.

We were honored to have Linda Wilson, NAIW International President at the meeting. She expanded on Bonnie’s comments regarding the focus at National. Linda reported that the financials were strong, the audit is available on the website and that they are attempting to streamline services. The Wall of Honor is complete at the Corporate Center. Between 1/3 and 1/2 of members have not completed their profiles on the NAIW website. National currently has 30 development programs and is looking for new educational topics. NAIW is losing 500 members/year. There are 122 Associations that are growing, 178 that are losing members.

The delegates voted on the proposed Bylaw changes- specifically to send them to National for individual votes or not. This passed 26 – 14. There was a motion to accept the recommendation to discontinue Mini-Board after the 2013 year. This failed 37-3. Elections were held for the 2009-2010 term and the previously mentioned slate was elected to office. Debbie’s theme is “Believe it ... Achieve it!”

The meeting was followed by the Awards and Recognition Luncheon.

Insurance Scholarship Foundation of America has given 201 professional scholarships, 45 non-NAIW professional scholarships and 168 college scholarships.

New CPIW/DAE- MAIW- Sharon MacEachern

Awards were presented as follows:

Roberta L White Membership Award:

1st Place Insurance Prof. of Greater Harrisburgh 13.2% increase in membership
Runner Up Hartford Assoc. of Ins. Women 9.6% increase in membership

NAIW of Atlantic County Perpetual Attendance Award

1st Place NAIW of Reading, PA (31.5% attendance, MAIW would have needed more than 101 members in attendance to beat them)

Barbara A Barrett CPIW/CPIM Award

1st Place Insurance Professionals of Lancaster County (23.5%)
Runner Up Hartford Association of Insurance Women (12.1%)

Margaret M Horvath Education Award

1st Place Insurance Professionals of Greater Portland
Runner Up insurance Professionals of Lancaster County

Mary A Karatsanos Education Award

Not given this year

Association Legislative Award in Memory of Doris Smith

1st Place Insurance Professionals of Greater Harrisburgh
Runner up South Central Insurance Association

Karolyn E Frost CPIW Public Relations Award

1st Place Insurance Professionals of Greater Harrisburgh
Runner up Insurance Professionals of Greater Portland

Region I Association Lee Allen Traveling Safety Award

1st Place Insurance Professionals of Lancaster
Runner up Hartford Assoc. of Insurance Professionals

Dorothy E Frye Newsletter Award

Category A < 25 members Insurance Women of York
Category B 26-50 members Insurance Women of Mercer County
Category C 51-75 members Insurance Professionals of Greater Harrisburgh
Category D 76+ members MAIW !!!!!!!!!

Best All Around Insurance Professionals of Northwest PA

There were ten education scholarships presented. This year there were 29 applications. MAIW presented one of the scholarships for the 5th year. This year's winner was Lucy Albetski from the Hartford Association of Insurance Women.

Region I Claims Professional of the Year

1st Place Donna Benson, ACSR, CPIW, DAE – Green Mountain Assoc. of Ins. Prof.

Region I Rookie of the Year

1st Place Brittany Parak –New London County Association of Ins Professionals

AAMGA Achievement Award

1st Place Susan Musloff - PA

Region I Insurance Professional of the Year

1st Place Connie Smith ACSR, CPIA – Insurance Women of Buffalo

Region I Risk Manager of the Year

1st Place Edward J. Matulionis, CIC- Green Mountain Assoc. of Ins Professionals

Region I Claims Professional of the Year

1st Place Donna Benson, ACSR, CPIW, DAE – Green Mountain Assoc. of Ins. Prof.

Region I CWC Speak-off

1st Place MaryAnn DionPatti Gagne – NAIW of Androscoggin Valley
Runner Up Nancy Waters – Insurance Women of Mercer County

The awards were followed by confirmations of Bids for Future Region I Conferences and Region I Mini-Boards. MAIW will be hosting the 2010 Mini Board in Salem.

Bonnie Adams provided closing remarks and the meeting was adjourned.

We enjoyed an afternoon of leisure, took group photos, and then attended the Banquet.

The closing session was held Sunday morning. There was a report from the resolution committee, closing remarks, and a retirement of colors. With both Anne and Lisa not in attendance, I got to carry the MA flag out of the meeting. It was noted that Cynthia DiMoore will be the keynote speaker at National and you should RSVP by May 28th for the Region I dinner.

Yours in fellowship,

Cara L. Curtis, CPIW
MAIW Delegate

DELEGATES REPORT FROM NATIONAL

NAIW's 69th Annual Convention was held at the Crystal Gateway Marriott in Washington DC with over 400 NAIW (International) members and industry professionals in attendance. MAIW members in attendance were Cara Curtis, Adrienne Coe, Kathy Beckwith and Kristin Camarra. Our first official convention meeting was Adrienne and Kristin at the 1st Timers Meeting, followed by the Meet the Candidates discussion. The afternoon proceeded with a very confusing and heated Delegates' Briefing. We were reminded that this was the International Convention, not our Regional Conferences and this was done differently. NAIW hired a parliamentarian for the convention. After a short recess, the 1st business session began at 5:45. The detailed vote on the 20+ pages of Bylaw and Standing Rules proposed changes began. There were 161 delegates present, 33 from Region I. The Nominating Committee gave its report:

International President-Elect:

Joi Wilson, CRIS, CPIW, DAE

International Vice President:

Penny Haworth-Rich, AU, CPIW

International Secretary:

L. Jane Densch, CPCU, AIC, ARP, ARE, CPIW

For the office of International Secretary, nominations were made from the floor for Rosalyn Horton, CIC, CPIW, DAE and Teresa Sheppard, API, ACSR, CPIW, AAM, AIS, AIT, DAE, CISR, CIC, ASLI, as well.

The session was adjourned and we gathered in the Grand Ballroom for the Welcome Reception and took the Region I official photo.

Friday started bright and early with the CWC Competition. Each contestant presented a three minute prepared speech on an industry topic and a one minute impromptu speech. The winner was Patti Gagne, LUTCF, CPIW from Region I. She discussed Life Insurance Selling- and the 2 Reasons to buy Life Insurance- You Owe Someone or You Love Someone.

At the 2nd business session we continued with the Bylaw proposals. There were 164 delegates present. We made it through the Bylaws and would take up the Standing Rules and the complete adoption on Saturday. The election of Officers was held, Secretary by ballot vote; the results were: Current International President-Elect Margaret Wildi, AAM, AIM, CPIW, CPCU, DAE, has been elected as the 2010-2011 NAIW (International) President. Wildi is employed by Grange Insurance Companies as Assistant Vice President for Work/Life Services. She is a member of Insurance Professionals of

Columbus Ohio and she holds a dual membership in Northern Kentucky Association of Insurance Professionals and Scioto Valley Association of Insurance Professionals.

Current International Vice President, Joi Wilson, CRIS, CPIW, DAE, has been elected as the 2010-2011 NAIW (International) President-Elect. Wilson is employed by Star Risk Services, Inc. a subsidiary of Lufthansa German Airlines as a Vice President, Secretary/Treasurer of the Board in Germany. Wilson is a member of NAIW – Dallas, Inc.

Current International Secretary, Penny Haworth-Rich, AU, CPIW, has been elected as the 2010-2011 NAIW (International) Vice President. Haworth-Rich is employed by Berkley North Pacific as a Standard Accounts Supervisor and is a member of Boise Insurance Professionals.

L. Jane Densch, CPCU, AIC, ARP, ARE, CPIW has been elected as the 2010-2011 NAIW (International) Secretary. Densch is employed by Fireman's Fund Insurance Company, a company of Allianz, as a Claims Auto/General Liability Product Director and is a member of the Insurance Women of Denver. Jane was elected by a 95-53-13 vote.

After the elections concluded, Linda Wilson introduced the Keynote Speaker, Cynthia D'Amour who spoke to convention attendees about association leadership and how to effectively recruit volunteers.

Later that afternoon at the Annual Awards Luncheon, International President, Linda Wilson, and International President-Elect, Margaret Wildi kicked things off by announcing and recognizing the NAIW (International) Corporate Partners. The following people were recognized at the annual luncheon.

POC Scholarship

Cara L. Curtis - Region I

(As many of you remember from my report in May, this scholarship paid for my registration to the Convention. It is sponsored by Past International Presidents and used to recognize a member nominated by the current Regional Vice President as a strong future leader of NAIW (International).

Young Professional Scholarship

Lori L. Carrozza - Region III

Rookie of the Year

Jessica Adkins - Region II

Confidence While Communicating

Pattie Gagne- Region I

Claims Professional of the Year

Diana Marie Kennison - Region VI

Insurance Professional of the Year

Michelle Adler - Region VII

Risk Management Professional of the Year

Joseph Stewart - Region III

Professional Underwriter of the Year

Jaquelyn Lindquist - Region IV

AAMGA & NAIW (International) President's Award

Chris Kelly-Storbeck - Region IX

Arlene G. DeSemone Life/Health Essay Award

Jean Gregory - Region IV

The National Alliance presented 24 scholarships. Some winners include:

CIC- Adrienne Coe, Sarah Bailey and Carol Colton from Maine.

ACSR presented 5 scholarships. Members are encouraged to apply for these scholarships!

Kristin and I attended the Young Professionals Reception and were able to chat with NAIW Secretary Penny Haworth-Rich. Friday night concluded with the Region I dinner, successfully planned by Assistant to the RVP, Pat Ulrich. I reminded everyone in attendance about Mini Board.

Saturday morning's 9am start felt like a vacation! The 3rd business session included the proposed Standing Rules and adoption of the revised Bylaws and Standing Rules. Items to note: Article 15 was revised with the following outcome:

1. If the EC wants to make a change, they have to notify members 90 days in advance of the vote.
2. The EC can change grammar, spelling, typos, etc. immediately.
3. The EC cannot change the following without January notification to all members for a delegate vote at Regional and National (current format).
 - a. Voting Body
 - b. Dues Structure
 - c. Name
 - d. Regional alignment

President Linda Wilson's gave her administration speech, she outlined several wonderful advances and accomplishments that NAIW (International) has made over the past year during her term as president. She noted fiscal responsibility and that there is currently no debt! There are new courses available, NAIW is on Facebook, additional PowerPoints were created for existing classes and there is an Excel file tracking all of the NAIW classes.

The 2010-2011 Officers were installed.

After being installed as the 2010-2011 NAIW (International) President, Margaret Wildi, announced the theme for her term as president as *Connecting Partnering Leading - Past Present Future*. Wildi also announced to those in attendance that she has selected Reading Is Fundamental to be the 2010-2011 Partners in Literacy cause. Wildi then shared with members her goals for the association going forward.

The final business session of the 69th Annual Convention wrapped up with a look at the host city for the 70th Annual Convention in Las Vegas, Nevada, where NAIW members will gather in 2011 for another exciting convention!

As the tradition goes, each NAIW (International) Convention is ended with an evening of dinner, dancing, networking and entertainment which has come to be known as the Closing Night Event. At this year's Closing Night Event, Diamond Alley, kept members and guests alike entertained well into the evening.

IMMEDIATE PAST PRESIDENT'S REPORT

I keep reminding Adrienne, only 19 days, only 18 days, only 17 days, only 9 days- by the time this edition goes to print, my year as President will be over. I'm still sticking to my story that it does NOT go by fast, however it was an extremely rewarding and educational year- THANK YOU ALL FOR THAT! We conducted "a ton" of business at the May meeting and I am so proud of what we accomplished. While still questing for knowledge, I tried to wind-down the NAIW year with only a few activities in May and June. I joined Essex Chapter at their annual breakfast, with CEO of MAIA, Frank Mancini as their speaker, and then headed to DC for the National Convention. I'm looking forward to serving as Nominating Committee Chair this coming year, and as Middlesex Chapter Treasurer too!

Don't forget: MAIW is a Supporting Organization of the MA Conference for Women! You can register now- there's a link from our website. If anyone's interested in joining in on a 10 person table please let me know and I'll happily coordinate that. I look forward to seeing you all in Boston Thursday December 9th. Your Time is NOW!

I will be forever grateful for the members who quested for knowledge this past year!

In fellowship,

Cara Curtis, Immediate Past President

Meet Your 2010 – 2011 Officers and Chapter Directors!

Adrienne Coe, AAI, CIC, CIST, CPIW - President

Adrienne is the Agency Manager at Stevenson & Co., Inc. in Pittsfield, MA, where she began her career in 1985. She has been a member of MAIW for 19 years, serving as Berkshire Chapter director three times since 1992. She has since served as MAIW President-Elect, First Vice-President, Second Vice-President and Membership Chair. She was twice the winner of the MAIW and Baystate Council CWC speak-offs and was the Region I runner-up in 1997. Adrienne joined MAIW in order to gain confidence, knowledge and professionalism, qualities she admired in the women she knew who were already chapter members. Her favorite thing about MAIW is the good that the association does and the resources it provides, both for its members and the communities

Lora Lowe, CRM, CIC, CISR, CPIW – President Elect

Lora has been licensed for 20 years in P&C and L&H in Massachusetts and has been working full time within the insurance industry for 16 years. She has worked in various insurance agencies, companies and an international brokerage firm, and now works with Southeastern Insurance Agency in Dartmouth and Hyannis. Lora graduated in 1991 from Drake University in Des Moines, Iowa, where she majored in Insurance with an emphasis in Risk Management. Lora is an active member of the Cape Cod chapter of MAIW and has served as the Treasurer, Asst. Director as well as two terms as Director. Lora's participation in MAIW has enriched her personal and created professional opportunities now and in the future.

Mary Sarsfield, CIC, CPIW – Vice President

More info to come!

Beatrice M. Grant – Secretary

Bea has been in the insurance industry for 35 years starting as a desk clerk with Warner Insurance Group. She was with CNA for 24 years and is currently a Commercial P&C Senior Underwriting Specialist with Acadia Insurance Company. A member of the Norfolk Chapter, what she loves most about NAIW/MAIW are the lasting, strong friendships and bonds she has with members here and across the country. Since joining NAIW in 1982, she has held various positions on the local, state, regional and national levels, including serving as the 2000 – 2001 Illinois Council Director and as the 2001-2002 Region V Vice President. She was recognized as the 1996 CAIW Insurance Professional of the Year, a 2001 Point of Excellence designee and a 2002 Golden Gavel nominee. Being a member continues to play a major role in her personal and professional development

Kimberly Woo, CISR, CPIW – Treasurer

More info to come!

Cara Curtis, CPIW – Immediate Past President

Cara began her career in the insurance industry during High School as a CSR at a local agency. After graduating from College of the Holy Cross she worked at Hanover Insurance, formerly known as Allmerica Financial, on their Product Development and Commercial Underwriting teams. Cara joined MAIW in 2002 and has served as Worcester Chapter Director, MAIW Education Co-Chair, MAIW Publication Chair, and Public Relations & Program Chair for the MA Council of NAIW. She is currently employed at Highline Data in Cambridge where she is a Product Support Specialist.

Sharon MacEachern, CISR, CPIW – Director, Berkshire Chapter

Sharon is currently Assistant Vice President, Insurance Officer at the Greylock Insurance Agency in Pittsfield, MA. She currently holds CISR and CPIW designations and is a Licensed P&C Producer who is working toward her Life & Health License. Sharon started her career in insurance about 25 years ago working as a Third Party Claim Adjuster for Liberty Mutual in Connecticut. During her 25 years in the industry, she has worked as a Claim Manager, a Personal Lines CSR, a Group Life & Health Assistant, a Commercial Lines CSR and an Office Manager. Sharon became actively involved with the Berkshire Chapter during her tenure at Greylock where she encouraged staff to participate in meetings not only for the learning opportunities but for the fellowship as well. The Chapter has grown and experienced a revival under the past Officers leadership and she is looking forward to watching that continue. Living in a small community, Sharon truly values the opportunity to meet other insurance women in a relaxed environment where true fellowship is encouraged.

Jenney Fairclough, CISR – Director, Bristol Chapter

More info to come!

MaryJo Bossoletti – Director, Cape Cod Chapter

Mary Jo has had over 30 years of experience in the insurance industry working in both commercial and personal lines and specialized as claims administrator for all accounts while in Grand Forks, North Dakota. During her membership in MAIW she has served as treasurer and is currently director of the Cape Cod Chapter. Mary Jo is currently working at Rogers & Gray Insurance Agency, Inc. She has been with the agency for over 10 years.

Jean Gosling – Director, Essex Chapter

Born and raised in Marblehead, MA, Jean graduated from UMass Amherst with BA in History & Education. She started her major in Library Science at Harvard, switched to Early Childhood Education. In 1975, she was the Director of Head Start program in Lynn, MA. On to Insurance in 1985 working for Liberty Mutual then made the switch to the agency side in 1993 to become a broker, account manager. Jean specializes in account rounding and cross selling, both personal and commercial lines. She has two grown daughters who each have an eight year old son. Jean loves the arts, travel and cooking. Her focus - enjoy my life, keep going strong and setting new goals.

Luana DiSarra, ESP – Director, Middlesex Chapter

Luana is 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. Her 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. She represents individuals and corporations insured with various insurance companies. She has 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.

Kristin Camarra, CPIW – Director, Norfolk Chapter

Kristin Camarra is a licensed producer in Property/Casualty, Life, Accident & Health. She earned her BA from Notre Dame College in Manchester, NH and her JD from Southern New England School of Law. Kristin is on the Board of Directors with Camber Insurance Agency, Inc. in Canton, MA. She has been in the insurance industry since she was 13 years old when she began working after school answering phones and filing. Kristin is the MAIW Norfolk Chapter Director and the MAIW Publicity Chairperson. She recently completed the NAIW Confidence While Communicating course and has received her CPIW designation.

Ami Drew – Director, Plymouth Chapter

Ami has been in the insurance industry since 2000, working mainly in personal lines. She was introduced to MAIW by a co-worker in 2001 but did not become a member until 2004. Ami has been a member of both the Bristol Chapter and currently the Plymouth Chapter. She states “It has been a privilege to serve as a Safety Chair and Membership Chair and now Director.”

Ami work for Rogers & Gray Insurance Agency in their Norwell Branch as their Office Manager/Personal Lines Account Manager.

Ami feels being a party of MAIW has been a life changing experience which has taught her leadership skills and introduced her to some wonderful women! She look forward to an exciting year!

Anmarie Castonguay, CIC, AU, AIS – Director, South Middlesex

More info to come!

QUARTERLY SAFETY TIPS

August is National Immunization Awareness

We all hear about the need to get a flu or pneumonia shot annually, but did you know there are other vaccines you may need based on your health conditions. Included in this newsletter is a chart from the Immunization Action Coalition that provides guidelines on what vaccines are need and when.

September is National Preparedness Month

- 1. Get a kit**
- 2. Make a plan**
- 3. Be Informed**

Are you prepared? At home or at work, routines can be disrupted with little or no warning by natural disasters, fires or other catastrophic events. Don't wait for an emergency to think about being prepared.

National Preparedness Month, sponsored each September by the U.S. Department of Homeland Security's Ready campaign to increase public awareness of emergency preparedness, urges four basic steps: get a kit, make a plan, be informed and get involved.

Go to www.ready.gov for more information and tips on putting together an emergency kit, a family emergency plan and how to stay informed.

Recent Recalls from the U.S. Consumer Product Safety Commission

Sony Recalls VAIO Laptop Computers Due to Burn Hazard

WASHINGTON, D.C. - The U.S. Consumer Product Safety Commission, in cooperation with the firm named below, today announced a voluntary recall of the following consumer product. Consumers should stop using recalled products immediately unless otherwise instructed. It is illegal to resell or attempt to resell a recalled consumer product.

Name of Product: Notebook computers

Units: About 233,000

Manufacturer: Sony Electronics Inc. of San Diego, Calif.

Hazard: The computers can overheat, posing a burn hazard to the consumer.

Incidents/Injuries: Sony has received 30 reports of units overheating resulting in deformed keyboards and casings. No injuries have been reported.

Description: The recalled products are VPCF11 Series and VPCCW2 Series notebook computers. The computers are available in many colors and have "VAIO" on the front outside panel. The model numbers can be found on the bottom of the computers.

The following models are included:

VPCF11 Series

VPCF111FD/B VPCF111FX/B VPCF111FX/H VPCF112FX/B VPCF112FX/H
VPCF113FX/B VPCF113FX/H VPCF114FX/B VPCF114FX/H VPCF115FM/B
VPCF115FM/BL VPCF116FX/B VPCF116FX/H VPCF117FX/B VPCF117FX/B
VPCF117FX/H VPCF11AFX/B VPCF11BFX/B VPCF11CGX/B VPCF11DGX/B
VPCF11EGX/B VPCF11FGX/B VPC11GGX/B VPCF11HGX/B VPCF11JFX/B
VPCF11KFX/H VPCF11LFX/B VPCF11MFX/B VPCF11NFX/B VPCF11PFX/H
VPCF11QFX/B VPCF11QFX/H

VPCCW2 Series

VPCCW21FX/B VPCCW21FX/P VPCCW21FX/R VPCCW21FFX/W VPCCW22FX/B
VPCCW22FX/L VPCCW22FX/P VPCCW22FX/R VPCCW22FX/W VPCCW23FX/B
VPCCW23FX/L VPCCW23FX/P VPCCW23FX/R VPCCW23FX/W VPCCW26FX/B
VPCCW26FX/L VPCCW26FX/P VPCCW26FX/R VPCCW27FX/B VPCCW27FX/L
VPCCW27FX/P VPCCW27FX/R VPCCW27FX/W VPCCW28FJ/W VPCCW2AFX/B
VPCCW2BFX/B VPCCW2CGX/B VPCCW2DGX/B VPCCW2EGX/B VPCCW2FGX/B
VPCCW2GGX/B VPCCW2HGX/B VPCCW2JGX/B VPCCW2KGX/B VPCCW2LFX/B
VPCCW2LFX/L VPCCW2LFX/P VPCCW2LFX/R VPCCW2LFX/W VPCCW2MFX/PU
VPCCW2MFX/WJ VPCCW2MGX/B VPCCW2NFX/LU VPCCW2PFX/L VPCCW2PFX/R
VPCCW2FX/W VPCCW2QGX/B VPCCW2RGX/B VPCCW2SGX/B VPCCW2TGX/B
VPCCW2UFX/B VPCCW2VFX/B

Sold at: Best Buy, Costco, Fry's, Amazon.com and Sony Style retail stores and sonystyle.com as well as other electronics retailers and business suppliers nationwide. The recalled computers were shipped to consumers and resellers between January 2010 and April 2010. They sold for between \$800 and \$1,500.

Manufactured in: China and the United States

Remedy: Consumers should immediately go to <http://esupport.sony.com/US/f1cw2update> for instructions on how to update the computer's BIOS firmware. Consumers can also call Sony or visit Sony Style retail stores nationwide for help with installing the update. This firmware will prevent the computer from overheating. The firmware update will also be available through the VAIO Update software program installed on the recalled computers. A prompt will appear when users log on.

Consumer Contact: For additional information, please contact Sony toll-free any time at (866) 496-7669 or visit the firm's website at <http://esupport.sony.com/US/f1cw2update>

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/prhtml10/10284.html>

Children's Jewelry Recalled by SmileMakers Due to High Levels of Cadmium

WASHINGTON, D.C. - The U.S. Consumer Product Safety Commission, in cooperation with the firm named below, today announced a voluntary recall of the following consumer product. Consumers should stop using recalled products immediately unless otherwise instructed. It is illegal to resell or attempt to resell a recalled consumer product.

Name of Product: Children's Happy Charm Bracelets and Football Rings

Units: About 66,200 Charm Bracelets and 2,200 Rings

Importer: Toy Network, of Indianola, Iowa and Fun Express Oriental Trading Company, of Omaha, Neb.

Distributor: SmileMakers Inc., of Spartanburg, S.C.

Hazard: The metal substrate in the jewelry contains high levels of cadmium. Cadmium is toxic if ingested by young children and can cause adverse health effects.

Incidents/Injuries: None reported.

Description: This recall involves "Happy" charm bracelets and football rings. The "Happy" charm bracelet is comprised of colorful beads on a small elastic band to which a metal charm in the shape of a butterfly, moon or sun is attached. The football ring is a small adjustable metal band to which a football charm (made of metal) is attached.

Distributed at: Doctor and dentist offices nationwide from June 2005 through March 2010 for free.

Manufactured in: China

Remedy: Consumers should immediately take the recalled jewelry away from children and discard the product.

Consumer Contact: For additional information, contact SmileMakers toll-free at (877) 390-5470 between 9 a.m. and 5 p.m. ET Monday through Friday, visit the company's website at www.smilemakers.com, or send email to product.questions@smilemakers.com

To see this recall on CPSC's web site, including pictures of the recalled products, please go to: <http://www.cpsc.gov/cpscpub/prerel/prhtml10/10287.html>

Violation of Federal Flammability Standard Prompts Christy Recall of Women's Robes Sold Exclusively at Bloomingdales

WASHINGTON, D.C. - The U.S. Consumer Product Safety Commission, in cooperation with the firm named below, today announced a voluntary recall of the following consumer product. Consumers should stop using recalled products immediately unless otherwise instructed. It is illegal to resell or attempt to resell a recalled consumer product.

Name of Product: Women's Bathrobes

Units: About 8,600

Importer: Christy, of Charlotte, N.C.

Hazard: The bathrobes fail to meet the federal flammability standard for clothing textiles and pose a risk of burn injury.

Incidents/Injuries: The firm has received one report of a robe igniting. No injuries have been reported.

Description: This recall involves women's wrap bathrobes with long sleeves and a belt. They are made from 100 percent cotton terry cloth in aqua, ivory, white and porcelain pink. A woven label at the neck

edge of the robes read "Collection Fifty Nine".

Sold exclusively at: Bloomingdale's department stores nationwide and www.bloomingdales.com from January 2008 through March 2010 for about \$80.

Manufactured in: Turkey

Remedy: Consumers should stop using the recalled bathrobes immediately and return them to the Domestic Department in any Bloomingdale's store for a full refund. If the Bloomingdale's store does not have a Domestic Department, the robe should be returned to the Customer Service Department.

Consumer Contact: For additional information, contact Christy's at (800) 261-6326 or visit Bloomingdale's web site at www.bloomingdales.com

To see this recall on CPSC's web site, including a picture of the recalled product, please go to: <http://www.cpsc.gov/cpsc/pub/prerel/prhtml10/10289.html>

Felt Bicycles Recalls Bicycles Due to Fall Hazard

WASHINGTON, D.C. - The U.S. Consumer Product Safety Commission, in cooperation with the firm named below, today announced a voluntary recall of the following consumer product. Consumers should stop using recalled products immediately unless otherwise instructed. It is illegal to resell or attempt to resell a recalled consumer product.

Name of Product: 2009 Felt model B12, B16 and S32 road bicycles

Units: About 2,100 bicycles

Importer: Felt Bicycles, of Irvine, Calif.

Manufacturer: ADK Technology Limited of China

Hazard: The bicycle's fork steer tube can break, causing the rider to lose control, fall and suffer injuries.

Incidents/Injuries: Felt Bicycles has received seven reports of the bicycle forks breaking. Minor injuries, including bumps and bruises were reported in one of the incidents.

Description: The recall includes all 2009 Felt model B12, B16 and S32 road bicycles.

2009 B12 - These bicycles are gloss silver/carbon and have carbon fiber frames with carbon fiber forks with aluminum steer tubes.

2009 B16 - These bicycles are matte black/red and have carbon fiber frames with carbon fiber forks with aluminum steer tubes.

2009 S32 - These bicycles are available in gloss white/red and have aluminum frames with carbon fiber forks with aluminum steer tubes.

Sold at: Bicycle specialty stores nationwide from October 2008 through May 2010 for between about \$2,300 and \$3,100 per bicycle.

Manufactured in: China

Remedy: Consumers should immediately stop using the recalled bicycles and contact your local Felt Bicycles dealer to receive a free inspection and repair.

Consumer Contact: For additional information, call Felt Bicycles toll-free at (866) 433-5887 or (866) 4-FELT-US, or visit the firm's website at www.feltracing.com

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/prhtml10/10290.html>



NEWS FROM THE CHAPTERS

News from the Berkshire Chapter:

Greetings from the Berkshire Chapter.

The theme for our upcoming year will be "Continuing the Growth". The Chapter has seen a revival in the past few years under the capable hands of the outgoing officers and we are dedicated to seeing that continue. We are planning to expand our membership and guests to more actively include company personnel serving our County, such as marketing reps and underwriters...a segment that has been sorely missed at our meetings in the past! We will continue to seek meeting themes that will be of interest to the membership as well as encouraging more interaction amongst members with the hope of perpetuating a new group of future leaders. It is an exciting time to be part of the Berkshire County Chapter and I believe all of the members feel the change!

Yours in Fellowship,

Sharon MacEachern, CISR, CPIW
Director - Berkshire Chapter

News from the Bristol Chapter:

Watch for our news in the next issue!

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

News from the Cape Cod Chapter:

Summer Greetings from Cape Cod!

We are looking forward to the first board meeting / planning session with enthusiasm! The meeting will be held on Tuesday, July 13, 2010.

In support of MAIW Director Adrienne Coe's 2010-2011 theme "**We Belong**" the Cape Cod Chapter will focus on fellowship and sharing of ideas at "our" monthly meetings.

We anticipate each monthly meeting will project a "theme" to highlight that month. This is to foster an excitement among members and encourage participation. This will demonstrate to potential new members the value in attending MAIW Cape Cod Chapter meetings.

We look forward to sharing Cape Cod Chapter news with all of you throughout the coming year.

In fellowship,

Mary Jo Bossoletti,
Director – Cape Cod Chapter

News from the Essex Chapter:

Essex Chapter keeps moving..... Forward.

On May 18th we held our annual NAIW Week breakfast that was well attended with our guest speaker Francis Marcini, ESQ, President and CEO of MAIA.

Essex held their Installation of officers for 2010-2010 on June 9th, 2010. We installed the following officers: Secretary; Estelle Jeter, Treasurer; Marilyn Michalak, Assistant Director; Brenda Brianna stood in for Jann (Browning) Clark, Director; Jean Gosling. Peggy Shambarger officiated the installation. Great fun for all attended.

I am glad to announce Essex has all our Standing Committees filled thanks to our great chapter's support

This Summer we will be meeting to confirm our upcoming monthly schedules and work on new fund raisers for our Ruth Roberts Scholarship Fund. Announcements to follow Soon!
We awarded the first scholarship to an incoming freshman at Salem State entering the Nursing program.

Look forward to our Chapter's monthly meeting notices on MAIW.org and emails to include CEU's for classes on Auto Fraud and Getting Most out of Your Policy. Motivational Speaker, Estate and financial Planning, Commercial Lines updates from Middleoak Ins.

In fellowship,

Jean Gosling
Director – Essex Chapter

New from the Middlesex Chapter:

We members of the Middlesex Chapter would like to congratulate Adrienne Coe as President of MAIW. We also congratulate all MAIW Officers and Chapter Directors. Best wishes to all for a successful and enjoyable year.

The Middlesex Chapter ended the year in May with a self defense class for members and non-members of all ages. This class focused on the latest technology available to train and empower people of all ages to defend themselves and take full control of their lives. We will have another self defense class next Spring. On September 13, 2010, the Middlesex Chapter will be installing the following officers: Luana DiSarra, Director; Sue Koerber, Assistant Director; Sue Sterling, Secretary; and Cara Curtis, Treasurer. We are excited to have Claudette Rowley a professional motivational speaker join us on October 4, 2010. Ms. Rowley will give a presentation on the topic of *Insights for Shedding Life Long Habits*. Our meetings this year will consist of various guest speakers in furtherance of our education relating to the insurance industry, our professional development and personal goals.

Middlesex Chapter meetings are typically held on the first Monday of each month at The Holiday Inn on Route 38 (conveniently located off the rotary at Exit 35 on Route 95/128) in Woburn, Massachusetts. All are welcome to join us. To receive a notice for an upcoming meeting, please contact Luana DiSarra at disarra@litchfieldcavo.com or Susan Sterling at sssterling@twrgpr.com. We look forward to seeing you!!

In fellowship,

Luana DiSarra
Director - Middlesex Chapter

News from the Norfolk Chapter:

I hope you are all enjoying the summer!!!

The end of our 2009-2010 year was a blast! We finished off the year with our third annual Boss Appreciation Night and Silent Auction. We spent the evening honoring insurance professionals and we presented a \$500 scholarship to a wonderful student who is heading to college in the Fall.

Congratulations to Sharon Pontes of Acadia Insurance who was named our 2010 Boss of the Year!!! I would like to again congratulate the members of the Norfolk Chapter for being named this year's Chapter of the Year!!!

In looking ahead to the 2010-2011 year – I am pleased to report that all our committees will remain chaired! We will be hosting a CPR training and certification course in the Fall. We will continue our support of the Mansfield Food Pantry as well as Brockton Family & Community Resources. We are collecting school supplies over the summer to deliver to a local school in September.

We also have several educational opportunities being planned for the upcoming year –classes that will offer continuing education credits and very useful information!

I would like to extend Congratulations and Best Wishes to Bea Grant from the Norfolk Chapter who is beginning her term as MAIW Secretary! We all know you will be great and you will do great things this year!

I am very thankful to all the members of the Norfolk Chapter for such a terrific year! We are all looking forward to a bright and successful future! Enjoy the rest of the summer!

In Fellowship,

Kristin L. Camarra
Director - Norfolk Chapter

News from the Plymouth Chapter:

The Plymouth Chapter is busy preparing for the November 2010 Association Meeting "Hats off to MAIW" watch for more information!

In Fellowship

Ami Drew
Director - Plymouth Chapter

News from the South Middlesex Chapter:

Watch for our news in the next issue!

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

In Fellowship,

Annmarie Castonguay
Assistant Director - South Middlesex Chapter.

NEWS YOU CAN USE – MOLD REMEDIATION



Because of the past water crisis we have experienced, mold is in the news and on the minds of property owners everywhere. And for good reason, mold and microbial growth occur in every part of the country and can cause allergies, infections, and more serious diseases. Businesses need to be able to know how to identify mold to prevent further damage to their property.

We don't have enough room within this article to provide all aspects of mold remediation, however allow me to cover important steps to understand. The first step we always recommend is to have an industrial hygienist test the property to see if there is a problem in the first place. J. Brian Day utilizes two professional organizations because restoration companies are not qualified to determine if there is mold on your property.

Keep in mind that in order for mold to grow it needs 3 elements: oxygen, food source, and moisture. Oxygen makes up 20% of the air we breathe. Food source for mold spore would be wood, paper, cloth, paint, or dust particles. Moisture is the third and most critical component. It can come from flooding, leaky air conditioners, broken pipes, leaking windows, damp basements and crawl spaces.

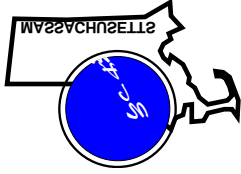
Along with these elements mold needs certain conditions to grow. When moisture/water becomes trapped in a food source, if drying does not occur quickly mold will begin to grow. There are good and bad molds that can grow in our dwellings. This is where the industrial hygienist can determine which one is present.

If identified, J. Brian Day works from the scope of the hygienist to set up a containment area to prevent further contamination. Our Technicians wear PPE gear for their protection. Once the antimicrobial growth is properly removed the hygienist returns for a final test to give the "all clear" that the mold has been properly removed.

Remember, there is no way to safely deal with mold except that it is properly removed from the building. Don't take a chance by exposing your clients, customers and employee's to an active plant that can cause health problems down the road.

Feel free to contact me if you have any questions regarding mold

Bob Eccleston
Marketing Manager
508-699-0440
beccleston@jbrianday.com



Massachusetts Association of Insurance Women, Inc.

www.maiw.org

MAIW SUMMER BOARD MEETING

SATURDAY, AUGUST 21, 2010

WHERE:

J.J. McKay's Restaurant & Pub
171 Commonwealth Road (Route 30)
Wayland, MA 01778
(508) 651-3758
www.jjmckays.com for directions

TIME:

9:00 am – 9:45 am Buffet Breakfast
9:45 am Board Meeting

COST:

\$15.00 (payable to MAIW, Inc.)

DRESS:

Casual

RSVP:

Angie Metivier, CPIW
42 Lowden St., Pittsfield, Ma 01201
ametivier@cpdcinsurance.com

Phone: 413-663-2352

DEADLINE: **August 9, 2010**

MENU:

Breakfast Buffet – Cinnamon French Toast, Scrambled Eggs,
Bacon, Sausage, Roasted Potatoes, Fresh Fruit, Coffee, Tea & Juices

MASSACHUSETTS COUNCIL OF NAIW ANNUAL MEETING

SEPTEMBER 17-18, 2010

HOLIDAY INN MANSFIELD/FOXBOROUGH

Please join us for the Annual MA Council Meeting to be held at the Holiday Inn Mansfield/Foxborough. The hotel is beautiful and has so many amenities – indoor heated saltwater pool, fitness center, sauna and 2 restaurants. Make sure to take advantage of the hotel's proximity to Patriot Place (5 miles) and the Wrentham Village Outlets (8 miles) for some great shopping. For the sports fan, Gillette Stadium and the New England Patriot's Hall of Fame is just 5 miles away.

This is also a great opportunity to network with your fellow members from Massachusetts and some of the other States in Region 1 on Friday night and Saturday. Saturday morning a good friend of mine who makes her own jewelry (Sandra's Specialties) will have a display set up and will also raffle off a piece of jewelry – so please make sure to see her when you register!

Saturday morning will be the 1 hour NAIW Ethics Seminar – this is the only Ethics course that qualifies you for the DAE designation – please don't miss this opportunity! It will be taught by MAIW Past President Donnie Hull, who has presented this course previously and does a great job!

After the Council Meeting we will be holding a CWC Speak Off – please make sure you join us to support the contestants. Remember that the winner will represent Massachusetts in the Region 1 Speak Off held next spring – our State hasn't had a representative for a few years, so this is very exciting!

I look forward to seeing many of you at this meeting. The Agenda and Registration Form are attached. Please feel free to contact me with any questions.

Lisa Rancourt, AAI, AIS, CPIW
MA Council Director 2010-2011
Cell Phone 508-494-2402

Email: lisa.rancourt@gmail.com or lar@pwbenefits.com

MASSACHUSETTS COUNCIL OF NAIW, INC
ANNUAL STATE DAY
SEPTEMBER 17-18, 2010

Holiday Inn Mansfield/Foxborough
31 Hampshire Street
Mansfield, MA 02048
508-339-2200

AGENDA

Friday, September 17th

Hospitality Suite Open 7:00 PM
Join the Council Director and RVP for Networking

Saturday, September 18th

Hot Breakfast Buffet 8:00 AM – 9:00 AM

Registration and Credentials open 8:00 AM – 10:15 AM

Making a Difference: Ethics and the
Insurance Professional (DAE Qualifier) 9:00 AM – 10:00 AM
Instructor: Donnie Hull, CPIW, DAE

Council Meeting 10:15 AM – 11:45 AM

CWC Speak-Off 12:00 PM – 12:30 PM

Luncheon 12:45 PM

MASSACHUSETTS COUNCIL OF NAIW, INC
ANNUAL STATE DAY
SEPTEMBER 17-18, 2010

Holiday Inn Mansfield/Foxborough
31 Hampshire Street
Mansfield, MA 02048
508-339-2200

Guaranteed room rate for Friday night, Sept 17th is \$105. Please contact Hotel directly prior to 9/3/10 and mention *MA Council of NAIW* for the discounted rate.

REGISTRATION INFORMATION

Name & Designations: _____

Association: _____

Agency/Company: _____

E-mail: _____

Saturday Hot Breakfast Buffet Yes _____ No _____ \$18.00

Saturday NAIW Ethics Seminar Yes _____ No _____ \$15.00*

**Cost for Student Book*

This is the only Ethics Class that is a DAE qualifier

Saturday Luncheon Yes _____ No _____ \$27.00

Total Enclosed \$ _____

Please send registration and check payable to MA Council of NAIW to:

Lisa Rancourt
25 Maple Ave.
South Grafton, MA 01560
Phone (508) 494-2402
E-mail: lisa.rancourt@gmail.com

REGISTRATION DEADLINE IS SEPTEMBER 3, 2010

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

MASSACHUSETTS CONFERENCE FOR WOMEN



MAIW is a proud Supporting Organization of the 2010 MA Conference for Women

THE MASSACHUSETTS CONFERENCE FOR WOMEN

BOSTON CONVENTION & EXHIBITION CENTER | DECEMBER 9, 2010

Date: December 9, 2010

Time: 7:30 am - 5:00 pm

Location: The Boston Convention and Exhibition Center - Boston, MA

The focus and theme of the convention this year is: "Your Time is Now! To be fearlessly resilient. To rebound with purpose and power. To lead with intention. To discover what you want - and go get it!"

"This exciting one-day event is the state's premiere networking and educational experience designed to Engage, Enlighten and Empower Women from across the state."

Keynote Speakers will be:

- Glenda Hatchett - Best selling author, Emory University School of Law Graduate and TV's "Judge Hatchett"
- Elizabeth Lesser - co-founder of Omega Institute, this country's largest adult education center focusing on health, wellness, spirituality, social change, and creativity.

Workshops Include:

- Your Time is Now! Turnaround Techniques for Your Career and Life
- Strategies to Achieve Balance in a Wired World: How to Turn It Off
- Unleashing Your Financial Freedom
- The Impacts of Today's Economy on Your Health
- The Resilient Leader
- Courting Boards: Strategies for Getting a Seat at the Table

There will be additional Exhibitors (including MAIW), Workshops and Speakers!

You will not want to miss out on the Education, Motivation and Networking!

Discounted pricing is available until November 5th, register NOW before the prices increase.

For More Information and to register please visit the link on the MAIW website: www.MAIW.org

If anyone's interested in joining in on a 10 person table please let Cara Curtis know and she will be happily coordinate that. (wcmair@gmail.com)

Mark your calendars for Thursday, December 9th. Your Time is NOW!

INFO YOU SHOULD KNOW



CONGRATULATIONS

To Jann (Browning) Clark! Jann married Warren Clark on May 22, 2010 at a ceremony that was held on an airplane several thousand feet in the air! Their reception was on May 23 at the Beverly Airport and the couple spent their honeymoon in Paris, France.



CONDOLENCES

Elizabeth (Nikki) Lawrence from Port Ritchie, FL, passed away in February. Nikki is the sister of Dianne Radvilas, a longtime member of MAIW, Norfolk Chapter. Cards may be sent to Dianne at:

Dianne Radvilas
128 Morton Street
Stoughton, MA 02072

The father of Eleanor (Ellie) Doherty, a longtime member of MAIW, Worcester Chapter, passed away. Leo J. Reynolds, 89, of Worcester, died Sunday, July 11. Cards may be sent to Ellie at:

Eleanor Doherty
PO Box 119
Charlton MA 01501.



ANNOUNCEMENTS

Want to improve your speaking skills or just build up your confidence? Confidence While Communicating, better known as CWC, is a ten-hour course that provides training on speaking through the delivery of prepared and impromptu speeches. Topics include speech structure, vocal delivery, using gestures, round table and panel discussions plus a description of the traditional group approach to class presentation. It is also a CPIW qualifier. The Norfolk Chapter is offering the Confidence While Communicating course this fall. The date and time of the first meeting will be announced at a later date. If interested in participating, please contact Beatrice M. Grant at Beatrice.grant@acadia-ins.com or 508-263-2532.

Fishy Happenings at Mini-Board

Here is a unique raffle prize! Donna Benson, ACSR, CPIW, DAE (Green Mountain Association of Insurance Professionals) paid \$5 for a raffle ticket and won this 17 pound lobster, though she wished it was a new car so it would have lasted longer. Donna shared that 11 people had a piece of him.

She really didn't think she would win it, just thought she had given a donation for the cause - Children's Hospital. She went on a ghost walk, turned her phone on after she returned to the hotel and had a message waiting on her – "Congratulations, Donna Benson, you won the lobster". Donna thought it was one of the other gals playing a trick on her, but it was for real. They packed him in ice; put him in a large garbage bag and then a cardboard box. He road in the back seat of Donna's pickup truck all the way back to VT. She said she checked on him a few times along the way home, and felt like they were bonding!! He actually wasn't too tough to eat. One of his claws was as big as her son Eric's head and almost as long as her youngest granddaughter is tall.



Email Directory 2010-2011

OFFICERS

President

Adrienne M Coe, AAI, CIC, CISR, CPIW
adriannecoe@ymail.com

President Elect

Lora H Lowe, CRM, CIC, CISR, CPIW
llowe@southeasternins.com

Vice President

Mary Sarsfield, CIC, CPIW
mary.sarsfield@chartisinsurance.com

Secretary

Beatrice Grant
Beatrice.Grant@acadia-ins.com

Treasurer

Kimberly Woo, CISR, CPIW
furrballs@juno.com
kimpurrly@gmail.com

Immediate Past President

Cara L. Curtis, CPIW
wcmair@gmail.com

DIRECTORS

Chapter – Meeting night in the month

Berkshire – 3rd Tuesday

Sharon MacEachern, CISR, CPIW
smaceachern@greylock.org

Bristol – 2nd Wednesday

Jenney Fairclough, CISR
jfairclough@sylviainsurance.com

Cape Cod – 2nd Tuesday

MarJo Bossoletti
bossolettima@rogersgray.com

Essex – 2nd Wednesday

Jean Gosling
jeangosling@comcast.net

Middlesex – 1st Monday

Luana DiSarra, ESQ
disarra@litchfieldcavo.com

Norfolk – 2nd Tuesday

Kristin L. Camarra
kristincamarra@comcast.net

Plymouth – 2nd Wednesday

Ami Drew
drewam@rogersgray.com

South Middlesex – 3rd Thursday

Annmarie Castonguay, CIC, AU, AIS
ancastongua@hanover.com

ASSISTANT DIRECTORS

Berkshire

Vanda M. Monzo, CIC, CPIW
vmonzo@berkshireinsurancegroup.com

Bristol

Paula Tavares
ptavares@sylviainsurance.com

Cape Cod

Carol Closson
cclosson@doins.com

Essex

Jann Clark CPCU, CPIW, AAI, ARM
jkbrowning@yahoo.com

Parliamentarian

Connie O'Connell AIS,AAI,CPIW
coconnell@circleinsurance.net

Key Member

Angela Metivier, CISR,CPIW
ametivier@cpdcinsurance.com

STANDING COMMITTEES

Budget & Finance

Lora H Lowe, CIC, CISR, CPIW, Chairman
lloew@southeasternins.com

Beatrice Grant (5/2011)
Beatrice.Grant@acadia-ins.com

Mary Sarsfield, CIC, CPIW (5/2012)
mary.sarsfield@chartisinsurance.com

Ingrid Brown, CIC,CISR,CPIW,DAE (5/2013)
icybee@verizon.net

Bylaws

Mary Sarsfield, CIC, CPIW (5/2012) Chairman
mary.sarsfield@chartisinsurance.com

Bonnie Nicholas (5/2011)
granddnb@verizon.net

Kathryne Beckwith, CPIW (5/2012)
kbeckwith@lumberins.com

Middlesex

Sue Koerber
susan@gathinsurance.net

Norfolk

Maria Caira, CISR
caira@boyntonins.com

Plymouth

Patricia Tome
tomepa@rogersgray.com

South Middlesex

Michelle Anctil
DragonZBall@charter.net

Donnie Hull (05/2013)
Hulldo@rogersgray.com

Education

Mary C Heasley, CPCU (5/2011)
mary_heasley@rpsins.com

Maria Caira, CISR (5/2012)
mcaira@boyntonins.com

Vanda M. Monzo, CIC, CPIW (5/2013)
vmonzo@berkshireinsurancegroup.com
vmonzo@verizon.net

Government Affairs

Estelle T Jeter
etj.maiw@mtabenefits.com

Long Range Planning

TBD

Membership

Glynnis Walbridge, CPIW
binglamour@gmail.com
gwalbridge@rodmanins.com

Nominating

Cara Curtis, CPIW
wcmair@gmail.com

Public Relations

Jenney Fairclough, CISR
jfairclough@sylviansurance.com

CENTRAL MASSACHUSETTS INSURANCE PROFESSIONALS (CMIP)

Yvonne Baker
baker@feingoldco.com

MASSACHUSETTS COUNCIL OF NAIW STATE DIRECTOR

Lisa Rancourt, AAI, AIS, CPIW
Lisa.rancourt@gmail.com
lar@pwbenefits.com

REGION I VICE PRESIDENT

Debbi Kuhne, AAI,CPIW,AIC,AIS,CWCA,DAE,CELS
dckuhne@litchfieldins.com

NAIW President

Margaret Wilde, DAE, AAM,AIM,CPCU, CPIW
wildim@grangeinsurance.com

NAIW HEADQUARTERS

NAIW
joinnaiw@naiw.org
www.naiw.org

Publication

Beatrice Grant
Beatrice.Grant@acadia-ins.com

Publicity

Kristin L. Camarra, CPIW
kristincamarra@comcast.net

Safety

Deborah Castricum, AAI,CISR,CPIW,CIC
meowserr@msn.com

Web Site

Cara Curtis, CPIW
wcmair@gmail.com

Education

Loyalty

Fellowship

Beatrice M. Grant
MAIW Publication Chair
87B Broadmeadow Road
Marlborough, MA 01752

