

April 2006

Volume 3, Issue 3

# News from MAIW

## Association of Choice-Represented by Diversified Professionals

Call To Meeting  
Cover

President's Message  
Pages 2 - 3

Delegate's Report  
Pages 3 - 5

Immediate Past President's  
Message  
Page 5

MA State Council of NAIW  
Pages 5 - 6

President-Elect's Message  
Page 6

Public Relations  
Page 7

Education Recognition  
Page 7

In Memoriam  
Page 7

Well Wishes  
Page 7

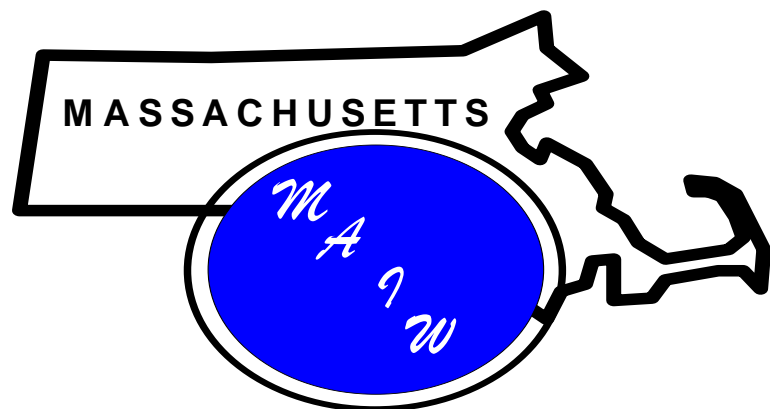
Chapter News  
Page 8 - 10

Reach for the Stars  
Page 11

MAIW Week Breakfast  
Page 12

May Association Meeting  
Pages 13 - 14

Upcoming Events  
Page 15



The next Business Meeting of the Massachusetts Association of Insurance Women, Inc. will be held on Saturday May 20<sup>th</sup>, 2006 at 11 am at the Radisson Hotel Plymouth Harbor.

## **PRESIDENT'S MESSAGE**

I am preparing to finish up my visits to all Chapters this month. I am never disappointed when I visit the Chapters. MAIW is blessed to have such talented professionals in its organization. It is a shame that with the talent we have that as of the writing of this report; the Association does not have a Treasurer for next year. If you are interested in this position, please contact **Lisa Rancourt** for more details (see back of this issue for her contact information). If you have been waiting to be asked to participate, please consider yourself asked. Lisa can fill you in with answers to any questions you may have.

I just came back from the Region I Conference which was in Maine this weekend. I have a Delegate's Report below, but wanted to point out some highlights of the weekend affecting MAIW and its membership:

- ✚ **MAIW won the Region I Pinnacle Award for Category D. We now compete for the National Pinnacle Award in Orlando. The winner receives \$500 NAIW gift certificate for NAIW merchandise! Great job Ingrid Brown for putting it together and great job to the members for getting her the information she needed!!!**
- ✚ **MAIW gave its \$250 Region I Education Scholarship to Debra Musgrave of the Insurance Professionals of Susquehanna Valley so she can take her CIC (Personal Lines) class to assist her with obtaining her CIC Designation. Debra is a Commercial Lines Account Executive for an agency in Pennsylvania.**
- ✚ **MAIW and Central Massachusetts Insurance Professionals (CMIP) are going to co-host the 2010 Region I Mini-Board to be held during the summer of 2010. Most MAIW members attending the convention could not recall the last time a Mini-Board was held in Massachusetts. I had quite a bit of positive feedback about this. For those who have never heard of "Mini-Board" it's the training weekend for Region I members. You need not be a President, Director or Committee Chairman to attend. ALL members can attend, and if you ask anyone who has been to a Mini-Board, you will find out they are casual and FUN! Please consider coming to one in the future!**

I was able to take advantage of some of the Educational Opportunities that Region I Conference had to offer. I took the Personal Lines Puzzler class. It was EXCELLENT and offered NAIW members 4 CEU's. Other classes they had were Flood Insurance (which from what I heard had many discussions about Hurricane Katrina), Risk Management for Small Accounts and a Life/Health class, to name a few. Please see my Delegate's Report for details of the Business Meetings.

In this issue of the News is the "Reach for the Stars, Achieve Your Dreams" form. Please, please, PLEASE complete this form and fax it to 918-743-1968. You are required to put your membership number on this form. If you do not know your member number, it's on your membership card. If you cannot locate your card, contact NAIW for your member number. They do not provide it to our Membership Chairman. I would really like to see MAIW have a good showing. I know with the Membership drives that took place; many of you have already met the minimum requirement. Plus – you'll get a call from Joanna Mahoney, NAIW President – REALLY! Hurry, you have until May 1<sup>st</sup> to get this form faxed into National.

Have you checked out the new NAIW website lately? You should! Go to [www.naiw.org](http://www.naiw.org) and take a look. I found two MAIW member testimonials about belonging to NAIW: [http://www.naiw.org/naiw\\_member\\_recog\\_acheivements.asp](http://www.naiw.org/naiw_member_recog_acheivements.asp) Check it out! I thought that was totally AWESOME! Thanks to **Jann Browning** (Essex Chapter) and **Ellen Clements** (Suffolk Chapter) for writing such nice things about our Association of Choice.

I also want to thank **Cara Curtis** for doing an amazing job with the News. It looks great. It's a pretty large task to take on and I really appreciate all her hard work.

I really appreciate everyone's support this past year. I wish **Susan Cohen** good luck as MAIW President next year. It goes quick! That's for sure.

Enjoy the rest of your spring and best wishes for a wonderful summer.

Yours in Fellowship,

Glynnis A. Walbridge, CISR, CPIW, DAE

## **DELEGATES REPORT FROM REGION I**

### **Friday March 31, 2006**

#### First Business Meeting

Linda Wilson, Candidate for National Secretary read the Education Foundation Report. There are two new scholarships to be offered in June – NIAW Professional Scholarship and the NAIW College Scholarship. Linda also spoke about the sponsoring of the NAIW Education Foundation's Golf Tournament in Orlando May 30, 2006 at The Legends of Orange Lake. Proceeds from this tournament are being split between the Education Foundation and Dolly Parton's Imagination Library. See both websites at [www.inssfafa.org](http://www.inssfafa.org) and [www.imaginationlibrary.com](http://www.imaginationlibrary.com). I am proud to announce that MAIW is a hole sponsor for this event with a \$125 donation.

#### Delegate's Briefing

The nominees from committee were presented at the Delegate's Briefing. Elena K. Ifkovits, CISR, CPIW, DAE (NAIW of Philadelphia) is the candidate for Regional I Vice President (RVP); Donna L. Varin AIT, CPIW (NAIW of Rhode Island) is the candidate for Region I Delegate to the National Nominating Committee, and Ruth Goodwin, CISR, API, CPIW (Green Mountain Association of Insurance Women) is the candidate for the Alternate to the Region I Delegate to the National Nominating Committee. Questions were asked of these candidates at this time.

### **Saturday April 1, 2006**

#### Second Business Meeting

Joanna Mahoney was the NAIW representative attending the Region I Conference. Joanna and Elena Ifkovits, Region I RVP gave each of their reports in a PowerPoint Presentation

together. First, Joanna reported that NAIW has bought land in Tulsa and NAIW should break ground for its new international headquarters once the closing has passed. AON has signed on as the first \$25,000 Contributor and will have their name permanently displayed in the new building.

Elena touched a bit on the Imagination Library which is the Literacy group that NAIW has been involved with the past year. There was a challenge put out to every Region, State and Local to make a \$30 contribution.

Joanna spoke about the Reach for the Stars form – see the President's Report for details about this form.

There was a brief discussion about CEO visits this past year. Cananwill is has been approached as a sponsor, however, so is AON, and Cananwill recently purchased AON so it's not clear if AON's Level 1 status will transfer to the new owners. The Independent Insurance Agents and Brokers of America (IIABA) have a scholarship exclusively for NAIW members for the ACSR designation for anyone in Personal, Commercial or Life/Health. They are also offering 3 scholarships to take 1 ACSR course.

Joanna then spoke about meeting with Neil Murphy, Vice President of Marsh and at this time let the Region know that effective July 1<sup>st</sup>, Massachusetts will have a new Association, made up of Marsh employees to start, and will be based out of Boston. She let us know there are 20 prospective members.

Elena discussed NAIW Education. She let us know there will be new NAIW courses offered on Long Term Care and the ABC's of Time Management. Also, the following NAIW classes/programs have been rewritten: Underwriting for Non-Underwriters, Negotiations, Mentors and I CAN – Tax Free. There is also discussion to revise the Communicate with Confidence (CWC) Program. The website had a major overhaul this past year. Also, NAIW's partnership with the National Alliance allows NAIW members to receive a 10%. The code to use is NAIW05. Elena advised that the Education Committee will work to develop new programs. The Horizon Committee will work on the Focus One campaign. The International Committee will continue to look into attracting new members globally. Also, the translation of all insurance programs to Spanish is pending.

There was an amendment brought before the delegates to change the wording in the NAIW Bylaws from State Directors and State Directors-Elect to Council Directors and Council Directors-Elect. This motion passed.

A motion was brought from the floor for Region I to support Linda Wilson on her bid for NAIW Secretary. It was seconded, and the motion passed. The Regional Conferences reconfirmations took place, and Hartford Association of Insurance Women is hosting next year's Regional Conference to be held March 25-28, 2007 at Mohegan Sun. Five Associations from Pennsylvania are hosting the 2008 Regional Convention. Buffalo put a bid in for 2009 and it was passed that Buffalo will host the 2009 Region I Conference. Then the reconfirmation for Mini-Board took place with Erie, PA hosting this year's Mini-Board July 28-30<sup>th</sup>. Next year will be in New York City, 2008 in Buffalo, 2009 in New Jersey and 2010 will be held here in Massachusetts! The bid for MAIW and CMIP to host the 2010 Mini-Board was approved by the Delegates.

**Sunday April 2, 2006**

Joanna Mahoney spoke about the NAIW National Convention to be held May 31-June 3, 2006 at the Hilton Orlando. She spoke about the Golf Tournament and activities. Also, she spoke about the Education that was being offered and Saturday evening entertainment.

The State of New Jersey then presented a bid to host the 2010 Region I Conference. The delegates approved the bid for New Jersey to host the 2010 Regional Convention.

Finally, the resolutions. This is always the funny reflection of the convention and this year's was no different. Don't know what I'm talking about? Maybe you need to attend next year's convention at Mohegan Sun!

Glynnis Walbridge, CISR, CPIW, DAE  
Delegate  
MAIW, Inc.

### **IMMEDIATE PAST PRESIDENT'S MESSAGE**

Congratulations to the newly elected MAIW Officers for the 2006 – 2007 term:

**President:** Susan Cohen, CISR, CPIW  
**President-Elect:** Ingrid Brown, CIC, CISR, CPIW, DAE  
**Vice-President:** Angela Metivier, CPIW  
**Secretary:** Karen Melamed  
**Immediate Past-President:** Glynnis Walbridge, CISR, CPIW, DAE

**We are still in search of an Association Treasurer** – anyone who is interested in this position or are curious as to what is involved please contact me ASAP, I will be happy to answer any questions you have. I can be reached via e-mail at [larancourt@charter.net](mailto:larancourt@charter.net) or by phone at (508) 887-9488. Please consider helping your Association – now is the time!

Also, chapter elections for the 2006-2007 year should have already been completed and the form 813 returned to me. Congratulations and thanks to the new chapter officers – we appreciate your commitment to your chapter and MAIW!

In Fellowship,  
Lisa Rancourt, AAI, AIS, CPIW

### **MASSACHUSETTS STATE COUNCIL OF NAIW, INC.** **PUBLIC RELATIONS**

The MA State Council will be hosting an "Accessory Drive" to benefit the Dress for Success Organization. They are a non-profit organization that helps economically disadvantaged

women acquire jobs and succeed in the workplace. Part of their services includes providing interview appropriate clothing for these women.

Currently they are seeking donations of accessories, which include the following:

- Blouses (must be cleaned and on hangers)
- Barely worn shoes – low to mid heel, closed toe
- Accessories: costume jewelry, hand bags, tote bags, briefcases, new pantyhose
- Scarves

At this time they are not in need of suits, but they always need accessories.

I would like to collect any donations from MAIW at the MAIW May Association Meeting. Please pass this information along to your chapters and bring any donations in May to Plymouth.

Thank you for your support. For more information on Dress for Success please visit their website at [www.dressforsuccess.org](http://www.dressforsuccess.org). If you have any questions on this “Accessory Drive” please contact me directly.

Lisa Rancourt, AAI, AIS, CPIW  
Public Relations  
MA State Council of NAIW Inc.  
Phone: (508) 887-9488  
Email: [larancourt@charter.net](mailto:larancourt@charter.net)

## **PRESIDENT ELECT’S MESSAGE**

### MAIW - Association Opportunities

Discover how rewarding it is participating as an MAIW Committee Chair.

There is no easier way to meet other Insurance Professionals from all over Massachusetts than by leading the way with your ideas and organizational skills.

You’re already a member, why not work with all the chapter committee chairpersons, sharing ideas and reporting on how everyone is doing, all while meeting new people.

Public Relations  
Education

Government Affairs  
Long Range Planning

Organization  
Advertising

If you are interested in any of these Association positions, please contact me.

Yours in fellowship,  
Susan Cohen CISR CPIW  
President Elect

Home: 978-567-9655  
Work: 781-247-7899 ext820  
Email: [scohen@rodmanins.com](mailto:scohen@rodmanins.com)

## PUBLIC RELATIONS

Happy Spring to you all!

I have been hearing regularly from a few Chapters, updating me on what public relations areas they are promoting, but most of the Chapters are a bit “silent”. Please remember that at the May Association meeting, I will be presenting the Public Relations Award to the most deserving Chapter, so this is a reminder to get your reports to me as soon as possible. I know that everyone is doing community work, so I look forward to hearing from each and every one of you.

Thank you for the opportunity to continue working with all of you as we head into another great MAIW year.

- Ingrid Brown, 1<sup>st</sup> Vice-President & Public Relations

## EDUCATIONAL RECOGNITION

Congratulations to **Beth Howard**, AIS, of Bristol Chapter, **Cara Curtis** of Worcester Chapter and **Linda Febles** of Bristol Chapter, they all earned their CPIW designations during the past few months.

## IN MEMORIAM

~ JOANNE CRAIG ~

I'm sorry to tell you the sad news that **Joanne Craig**, past Director of Suffolk Chapter passed away.

## WELL WISHES

Please remember to keep **Mary Davies** in your thoughts and prayers and to continue to send cards if possible. She really needs encouragement at this point – it has almost been 6 months since the surgery.

Here is her contact information:

Bolton Manor Nursing and Rehabilitation Center

400 Bolton Street  
Marlborough, MA 01752

Phone: (508) 481-6123

Fax: (508) 481-6130

**Arlene Room** sends her congratulations and best wishes to the new board. And wishes them a very successful year!!

## NEWS FROM THE CHAPTERS

### News from Cape Cod Chapter:

We have had a very successful year at our dinner meetings with guests such as: Dan Foley (Commercial Auto) of MAIA, Donna McKenna (Personal Auto) of MAIA, John Chapman, Commissioner of the Industrial Accident Board (Workers Compensation), and Joe Tragno & Anthony Silva of the Fair Plan. Our attendance has been great.

Also, a hearty congratulations from Cape Cod Chapter members, to our long time member, **Kathy Silvia**, who took the honors at the MAIA Big Event for the Pacesetter Award presented to her at the OneBeacon Luncheon. We are thrilled she received this well deserved recognition for all her work.

And, we also congratulate Cape Cod Agent, **Betsi Corea**, on her recognition by MAIA as "Chairman of the Year" for her work on Education, which was also announced at the luncheon.

For education, we have held the BOP Seminar and on 3/28 will be having the Personal Condo Seminar.

On April 11th at the Hyannis Golf Club we have planned an insurance panel to discuss The Future of the Insurance Industry in Massachusetts and How it will affect the Independent Insurance Agent. The panel consists of Steve D'Amato, Esq. Atty at Law; Jim Harrington, Executive Director of Mass Insurance Federation, Inc; John Kittel, Sr VP of Arbella Insurance Group; Frank Mancini, President & CEO of MAIA and with moderator Andrew Simpson, VP & Editor of the Insurance Journal East. If you wish to attend please call Shirley Donovan of Arthur D. Calfee Insurance Agency, Inc., at (508)-563-7304.

### News from Essex Chapter:

Hi everyone I thought it would be nice to let you know what Essex Chapter has been doing.

In January we had Brian Sowers & Adam Pollack from Pro Care, present a demo on the Vortex system used in Restoring homes & businesses.

February we had Kim Giardina speak on Insurance Fraud. Kim is the lead Investigator for the Lawrence Task Force.

In March **Luana DiSarra** spoke to us on "Wills". Luana is also a member of MAIW Middlesex Chapter.

In the month of April Irene Morrill will be presenting a class on two subjects Identity Fraud and Personal Lines Q & A. This class will be for CEU's.

We will end the official half of the Chapter year with Installations being held May 24th at the Danversport Yacht Club.

In June I will be having a casual gathering of people at my home. It is my way of saying thank you to all the members who have supported the Chapter all year. We also use this evening to pull together some thoughts on what will take place for the future.

Our Public Relations Chair has kept us very busy. The Chapter has taken part in "Operation Troop Support", Box Tops for Education, a book drive for "Embrace Mississippi" for children displaced by Hurricane Katrina, Project Linus-blankets for hospitals to give to children under the age of 18, Food Drive to aid "My Brothers Table" a food pantry and full service center for the Homeless in Salem, collected children's coats for Anton's Cleaners to be distributed to the needy, we are also taking part in the "Accessory Drive " being held by NAIW.

We are planning an NAIW Week breakfast. It will be held Tuesday May 23rd from 7:30 am to 9:00 am, at Spinelli's, Rte 1, Lynnfield. We are still working on a speaker, we promise it will be someone interesting.

Everyone is welcome to join us, we will be sending out a notice once we confirm the speaker.

We now have a new set of Standing Rules approved by the membership. The Standing Rules have now gone to the Association for approval. This was a great accomplishment as Essex has not had Standing Rules for a number of years.

Election of Officers for 2006-2007 have taken place and the names have been forwarded to **Lisa Rancourt**.

I will close by saying welcome to the nine (9) new members who joined Essex Chapter this year!!

Yours in Fellowship,  
Estelle T. Jeter – Director Essex Chapter MAIW

#### **News from Middlesex Chapter:**

Middlesex Chapter of MAIW, Inc.'s May Chapter meeting will offer speaker Paul Gullickson of Circle Insurance, Danvers. He will speak on Long Term Health Care.

#### **News from Norfolk Chapter:**

Please help us congratulate our newly elected officers! **Lisa Bender** – Director; **Elizabeth Ryan** – Secretary; **Beatrice Grant** – Treasurer. Best of luck for the coming year!! We're still looking to fill the Assistant Director position if anyone would like to step up.

Its been an exciting year for Norfolk Chapter this year. To date we have had four 2 CEU classes this year, we had a class on the new SDIP and in March had a class on E&O. I would like to thank **Glynnis Walbridge** for teaching two of the classes along with **Cara Curtis** and **Arleen Room** for each teaching a class this year. Many thanks to you all for coming to Stoughton and sharing your time and knowledge with us! The attendance has exceeded my expectations.

April we are going to have Dr. Christine Huber speak on Stress and Your Health and in June Ian Williams from In Control is going to speak to us regarding the next trend in Advanced Driver Training.

We continue to expand our meeting notification to all the agents in Norfolk County via fax and email. Our meeting notices now go to over 400 people, 4 newspapers and the Standard. I would like to thank **Lisa Bender** for working endlessly to expanding our list, it's made a visible difference. The last two meetings have each brought in over 40 people!

Ian Williams, President of In Control has agreed to offer ½ price class for two students. We voted Tuesday night to allocate the funds to send two local students to take the advanced drivers education. To make it fair, we took all the towns in Norfolk County and pulled two towns from the 33 towns in the county. Wrentham and Medway will each be offered a scholarship for one student to attend the advanced drivers ed class.

Yours in Fellowship,  
Karen A. Melamed - Director, Norfolk Chapter MAIW

### **News from the South Middlesex Chapter:**

The South Middlesex Chapter has been busy the past few months. We have had a 2 CE Class on Claims Made Cover Forms, given by one of our members, **Michelle Lord**. As the calendar turned to 2006, our focus is offering more insurance related programs. We had a class on "Ethics Shades of Black & White, given by **Arlene Room**, who will also be giving a class in April on Errors & Omissions class which is a 2 CE credit class. In March, **Lisa Rancourt** our Safety Chair has arranged a meeting focused on Safety. We will have a member from the Massachusetts Coalition for Occupational Safety and Health speaking to us on safety issues. Our community service involvement includes offering our time at a local bowling league for physically & mentally challenged adults and children. At our monthly meetings we collect non-perishable food for the local food pantry. Wishing our MAIW family, a very happy spring.

Yours in Fellowship,  
Harriet Butler -Director


### **News from Worcester Chapter:**

Worcester Chapter would like to recognize **Lee Ann Landine** as Member of the Year and for her recent promotion at Hanover Insurance. We will be hosting a 2 CEU seminar on Water Damage Mitigation, sponsored by PuroClean, on April 12<sup>th</sup> at the Crowne Plaza in Worcester. Our May meeting will be the Installation of Officers, officiated by **Susan Cohen**, President / President-Elect.

In Fellowship,  
Cara L. Curtis, CPIW -Director Worcester Chapter

# Reach For The Stars, Achieve Your Dreams

Check the items that apply to you from the dates July 01, 2005 to May 01, 2006. You will receive 5, 10 or 25 points for your participation in the areas of growth and recognition. You will need a total of 45 points to qualify.

- 
- Brought a potential member to a meeting (5)
  - Recruited that guest to join (10)
  - Brought an inactive member to a meeting (5)
  - Recruited a non-renewing member (10)
  - Mentored a new member (10)
  - Collected 5 business cards at a meeting (5)
  - Sat with someone new at a meeting (5)
  - Participated in NAIW education class (5)
  - Registered for State, Regional or National Convention (10)
  - Served as a committee member or chair at any level (10)
  - Attended at least 5 local association meetings (5)
  - Applied for NAIW award at any level (5)
  - Purchased \$30 or more in NAIW products (10)
  - Took an NAIW University Class (10)
  - Recruited a sponsor at the national level (25)
  - Recruited a Corporate partner at the local level (10)
  - Recruited a Corporate partner at the national level (10)
  - Talked to the Industry about NAIW (10)
  - Distributed a "Prospective Member," "Corporate" or "Employer" packet (5)
  - Donated to the NAIW Foundation (10)
  - Received CPIW/CPIM or DAE Designation (10)
  - Talked to an Employer about NAIW (5)
  - Participated in CWC at State or Regional level (5)
  - Helped charter a new association (10)
  - Served as a MAL delegate on the state or regional level (10)
  - Served as an Officer at any level (10)
  - Recruited a sponsor at the state or regional level (10)

Name (Print) \_\_\_\_\_

Member # \_\_\_\_\_

Region \_\_\_\_\_

E-mail Address \_\_\_\_\_

*MAIW WEEK BREAKFAST*

*The Massachusetts Association of Insurance Women, Inc., ESSEX CHAPTER, cordially invites you to celebrate "National Association of Insurance Women Week".*

*Our Keynote Speaker: Sheriff Frank G. Cousins, Jr.  
Speaking on "Melanie's Law" and other issues*



*Date: Tuesday, May 23, 2006*

*Location: Spinelli's  
Route One South  
Lynnfield, MA 01940  
781-592-6400*

*Time: 7:30am – 9:00am*

*Breakfast Buffet: \$25.00*

*This event is open to all, so bring your bosses, co-workers and friends and come and enjoy this informative morning!*

\*\*\*\*\*

*Please send reservations by May 17th to:*

*Ingrid Brown  
11 Granite Street  
Rockport, MA 01966-1420  
(P) 978-546-3601  
(F) 978-546-9058  
[icybee@verizon.net](mailto:icybee@verizon.net)*

Massachusetts Association of Insurance Women Plymouth Chapter  
May Association Meeting

Friday – May 19 <sup>th</sup>	Education Seminar - See separate notice to follow	2:00 – 4:00 PM
	Registration	6:00 – 8:00 PM
	Board of Directors Meeting	7:00 – 10:00 PM
	Hospitality	7:00 – 11:00 PM
Saturday – May 20 <sup>th</sup>	Registration	7:00 – 9:00 AM
	Continental Breakfast	7:00 – 9:00 AM
	First Timers Breakfast	8:00 – 9:00 AM
	Directors/Assistant Directors Meeting	8:00 – 9:00 AM
	“Strategies for Women Now for Income Later” Presented by David T. Robinson, Financial Advisor	9:00 - 10:45 AM
	Business Meeting	11:00 –12:15 PM
	Awards Luncheon and Bear Presentation	12:30 – 2:00 PM
	Installation Rehearsal immediately following	
	<b>Afternoon at your leisure – visit some of the area attractions the Bears have enjoyed!</b>	
	Social Hour	6:00 – 6:30 PM
	Banquet & Installation of Officers	6:30 PM
	Entertainment	Immediately following
Sunday – May 21 <sup>st</sup>	Insurance Women’s Week Breakfast Guest Speaker from Mass. Emergency Management Association	8:00 – 9:30 AM

---

## Reservation Deadline April 28, 2006

Name \_\_\_\_\_ Chapter \_\_\_\_\_

Luncheon: Roast Beef & Boursin Sandwich \_\_\_\_\_ \$20 Grilled Chicken Sandwich \_\_\_\_\_ \$20

**\*\*Luncheon attendees are requested to bring a new teddy bear to be donated to area Police Departments for their use in comforting children during stressful situations\*\***

Dinner: Chicken Mayflower with Sage Stuffing and Orange, Cranberry, Walnut Sauce \_\_\_\_\_ \$34  
Filet of Sole Stuffed with Shrimp & Crabmeat in Puff Pastry with Lobster Sauce \_\_\_\_\_ \$34

Sunday Breakfast: \$18.00 \_\_\_\_\_ Yes \_\_\_\_\_ No

1<sup>st</sup> Association Meeting? \_\_\_\_\_ Yes \_\_\_\_\_ No Name Tag Needed? \_\_\_\_\_ Yes \_\_\_\_\_ No

Special Dietary Needs: \_\_\_\_\_

Contact Info: Email: \_\_\_\_\_ Daytime Phone: \_\_\_\_\_

Please make checks payable to “MAIW, Inc., Plymouth Chapter” and return with your reservation form to:  
Linda A. Walsh, FLMI, CPIW, 63 Roundhouse Rd., Bourne, MA 02532

**PLEASE MAKE HOTEL RESERVATIONS DIRECTLY WITH THE RADISSON HOTEL,  
PLYMOUTH HARBOR, 180 WATER STREET, PLYMOUTH, MA 877-500-0050**

**May Association Meeting – May 19<sup>th</sup>-21<sup>st</sup>**

***MAY Continuing Education Seminar***

**Date:** *Friday, May 19, 2006*

**Place:** *The Radisson Hotel  
Plymouth, MA*

**Time:** *2:00 p.m. - 4:00 p.m.*

**Price:** **No Charge MAIW Members**  
\$ 45.00 – Non-MAIW Members

**Program:** **“THE CLAIMS PROCESS”**  
**An Overview**

*Starting with claims reporting extending to exposures, best practices of claim handling, good faith regulations and red flag factors.*

**INSTRUCTOR:**  
**Barbara Sturgeon, SCLA, CPIW**  
**St Paul/Travelers**

**2 CE'S**

The seminar is open to all insurance professionals.

Name: \_\_\_\_\_

Company/Agency: \_\_\_\_\_

*Please make checks payable to:* M.A.I.W. Inc.

*Please send registration to:*  
Barbara Medeiros AAI, AIS, CPIW, DAE  
6 Village Way  
Westport, MA. 02790  
508-678-8341 Phone Work  
508-678-0438 Fax Work  
[bmedeiros@lapointeins.com](mailto:bmedeiros@lapointeins.com)

**Cut Off Date:** May 5th, 2006

**MAIW, Inc.**

4 Enterprise Road  
Suite 122  
South Dennis, MA 02660

PHONE:  
(508-887-9488)

E-MAIL:  
[Gwalbridge@rodmanins.com](mailto:Gwalbridge@rodmanins.com)

**We're on the Web!**  
*See us at:*  
**[www.maiw.org](http://www.maiw.org)**

## UPCOMING EVENTS

### **CPCU ALL INDUSTRY NIGHT**

April 20<sup>th</sup>, Beechwood Hotel, Worcester MA

(Additional info at <http://centralmass.cpcusociety.org>)

### **MAY ASSOCIATION MEETING**

May 19 – 21, 2006 Hosted by Plymouth Chapter

The Radisson, Plymouth, MA

### **NAIW NATIONAL CONVENTION**

May 31 - June 4

Hilton Disneyworld, Orlando, FL

### **2006 MINI BOARD**

July 28, 29 & 30, 2006

Erie, PA