

# News from MAIW



## Association of Choice-Represented by Diversified Professionals

In this Edition ...

- Latest news from the Chapters
- Member of the Year and Region I Scholarship Applications
- Did You Know...
- Upcoming Events and More

Upcoming Association Meetings...

February Business Meeting - February 26-27

May Business Meeting - May 14-16

<p>MAIW</p> <p>Cara L. Curtis, CPIW 617-441-5936 12 Cedar Avenue <a href="mailto:wcmair@gmail.com">wcmair@gmail.com</a> Somerville MA 02143</p>	<p>EDITORIAL ENQUIRIES</p> <p>Beatrice M. Grant Publication Chair <a href="mailto:Beatrice.grant@acadia-ins.com">Beatrice.grant@acadia-ins.com</a></p>	<p>The <b>NEWS FROM MAIW</b> is best viewable via the website, <a href="http://www.maiw.org">www.maiw.org</a> 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](http://www.maiw.org)

## PRESIDENT'S MESSAGE



Greetings and Happy Holidays!

I want to again thank the Worcester Chapter for hosting a fantastic November Association Meeting. I encourage all members to consider attending an Association meeting, you pay dues and have the right to vote at these meetings.

MAIW was very busy this fall. We participated in the Making Strides Against Breast Cancer walk, worked a very busy booth at MAIA's Big Event, and donated monies to offset the licensing course for MAIA's Project Invest.

We will be voting for Member of the Year at the February Association meeting. **All members, except the Association officers, are eligible to receive this award.** I know that we have many qualifying members out there! The application for this award is included in this newsletter. If you feel deserving or know someone who is, please complete the application and forward it to me. I will need to have all applications forwarded to me – I've extended the deadline to **January 27, 2010** so that I can forward them to the Board for review. The vote for Member of the Year will take place immediately after the February Board meeting and the Award will be presented at the May Association meeting.

Mark your calendars! The February Association meeting will be held on February 26<sup>th</sup> and 27<sup>th</sup> at the Sheraton in Framingham. At this meeting we'll discuss the MAIW logo, and consider some possible updates, as well as discuss a Marketing Committee and "re-branding" ourselves, a hot-topic in this economy.

I attended the MA Conference for Women a few weeks ago at the Boston Convention and Exhibition Center. Over 5,000 women at one luncheon- what a great event filled with enthusiasm, networking, and fellowship... hmmm, MAIW should get involved.

Please remember to include me, [wcmair@gmail.com](mailto: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](mailto:llandine@travelers.com), should be included as well.

As always, if I can be of assistance, let me know. I would be happy to help!

Join me in extending your Quests for Knowledge into 2010!

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

## Nominating Committee

At the February 2010 Association Meeting, we will be nominating the Association Officers for the coming year. Now is the time to start thinking about this opportunity to contribute a little more of your time to the Association. Serving MAIW is extremely rewarding! Chapter Directors, many of you are on your second term and it's time to move on. Please consider moving up the ladder!

We will need to fill the office of **Secretary** (since Estelle is on her 2<sup>nd</sup> term) and the office of **Vice President**. If you are interested in learning more about either of these positions, please contact me or any past officer and we will be happy to help you. Remember that it is all or our responsibility to find and fill the officer positions each year. If you have something positive to contribute, now is the time to step up. If you know another member that has what it takes, please discuss the position with them and ask them to consider.

Please look into your hearts, complete the MAIW Candidate form (form 545) and send it to Angie Metivier, 42 Lowden St., Pittsfield, Ma 01201 or fax: 413-458-8119.

Chapter Directors, at your November or December meetings, you should have elected the Delegate and Alternate to the MAIW Nominating Committee. If you have not already done so, please complete Form 812 and send that to me as well.

In Fellowship,  
Angie Metivier  
Immediate Past President and Nominating Committee Chair

## PUBLIC RELATIONS



At the November Association meeting a motion was made on behalf of the Public Relations Committee to donate \$2,602.81 from our reserve fund to the MAIA Project Invest to help offset the licensing costs and materials. The motion was passed.

Please make sure to submit your monthly reports to me, so that I can keep track of each chapter and all the wonderful things each chapter is doing for our communities. My contact information is as follows:

Jenney L. Fairclough  
12 Pratt Ave.  
Westport, MA 02790  
[jfairclough@sylviansurance.com](mailto:jfairclough@sylviansurance.com)  
P (508)-742-9245  
F (508)-742-9345

Happy Holidays!

In Fellowship,  
Jenney L. Fairclough, CISR  
Public Relations



## NEWS FROM THE CHAPTERS

### News from the Berkshire Chapter:

The Berkshire Chapter held its December meeting on Wednesday, the 16th. Our speaker was Maureen Atwood, Executive Director of the Pediatric Development Center serving Central Berkshire County and located in Pittsfield. Members brought in toys for children ages birth to 3 years, covering the entire buffet table supplied by the restaurant for this purpose. In addition, we donated the chapter's half of the 50/50 raffle to the PDC. The PDC performs evaluations and intervention to at risk children before they are eligible for government benefits.



The Berkshire Chapter would like to extend an invitation to all members to our Wine Tasting Party that will take place on January 21, 2010. This event is sponsored by Paul Davis Restoration and it will take place at 5:30 at Zucchini's Restaurant, North St., Pittsfield. There will be 6 types of wine that have been paired with 6 appetizers by Luke Chevalier, chef with Blantyre Resort. We expect a large turn out and it should be informational and lots of fun.

For February we are planning a continuing education meeting, again sponsored by Paul Davis Restoration. The topic will be Medical Lab clean up. In March our speaker is Angela Dunn from the Travelers speaking on "How to read your customers". And April we will have another CEU class on Smoke & Order.

Happy Holidays from all the members of the Berkshire Chapter.

In fellowship,  
Vanda Monzo  
Director – Berkshire Chapter

### **News from the Bristol Chapter:**

Happy Holidays from the Bristol Chapter!

Our Holiday Party was held on December 9, 2009 at the Hawthorne Country Club in Dartmouth, MA. The event was very well attended with just shy of 60 people. We were able to raffle off four liquor baskets, and raise \$724.00 to put towards our scholarship fund! Also, we held our annual Yankee Swap, which was a lot fun and as always lots of laughter.

We are currently accepting the Dress for Success Donations; this includes the Fairy Godmother Project as well. Bristol Chapter was able to donate 6 large Thanksgiving baskets along with \$185.00 in Stop & Shop gift cards to The New Hope violence and sexual assault agency. We began to work with a new group, Girls Inc. **Inspiring all girls to be strong, smart, and bold!** Our November Silpada fundraiser was able to raise an amazing \$500.00! The proceeds went towards purchasing two \$250.00 full year tuitions for underprivileged girls. Our January meeting we will begin to collect for Mother's Day baskets, and begin to collect items for Operation Troop Support for the May meeting.

The New Year is fast approaching and the Bristol Chapter has a busy year ahead of us, between our monthly meetings and planning for the May 2010 meeting. Our monthly meeting topics for 2010 will include the Pound & Yard scholarship fundraiser, Quest for knowledge breakout discussion, InControl Advanced Driver Training, and Personal Injury.

The Bristol Chapter Meetings are held on the second Wednesday of each month at White's of Westport. Please consider joining us for a meeting! We wish you all a Happy and Healthy Holiday Season!

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

### **News from the Cape Cod Chapter:**

Look for news from our chapter in the next issue!

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:**

At the Middlesex Chapter meeting on November 2, 2009, Greg Deems from In Control Advanced Driver Training gave an informative presentation on crash prevention and Winter driving. In Control Advanced Driver Training also offered an unbeatable discount for all MAIW members. In November, the Middlesex Chapter donated a number of items to a local food pantry for the upcoming holiday season. The holiday party held on December 7, 2009, which featured consultants from Mary Kay and Silpada Designs, was a fun social event for all to enjoy. Our members each purchased generous Holiday Gifts from the Christmas wish lists for children of all ages at the Haverhill Department of Children and Families.

Middlesex Chapter's next meeting will take place on Monday, January 4, 2010. We are excited to have Motivational & Professional Speaker, Claudette Rowley who is the author of her new book called *Embrace Your Brilliance*. At the January meeting the Middlesex Chapter will be collecting Winter hats, scarves and mittens for donation to a local shelter. We are also beginning our quest to collect razors and shaving cream for both men and women to benefit Operation Troop Support for the MAIW meeting in May.

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. All are welcome to join us. To receive a notice for our upcoming meetings, please contact Luana DiSarra directly at [disarra@litchfieldcavo.com](mailto:disarra@litchfieldcavo.com). We look forward to seeing you. Happy Holidays!

In fellowship,  
Luana DiSarra  
Director - Middlesex Chapter

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

Happy New Year! As the New Year begins, we are happy to report that the Norfolk Chapter board members and committee chairs have been working diligently to keep our members informed with a wide variety of safety issues, updates on government affairs and many educational opportunities!

We continue to support the Mansfield Food Pantry through monthly donations. We also have been continuing our support of Brockton Family and Community Resources. We hosted a PartyLite Fundraiser in November. In December, through the generosity of our members as well as donations from Safety Trainers and Camber Insurance Agency, Inc. we were able to adopt two families this year – purchasing Christmas presents for a mother and her four children as well as a mother and her son – helping to provide Christmas dinner and presents of bath products, clothes and toys!!!



During our December Meeting we enjoyed a Holiday Party! We played a trivia game answering questions about Hanukkah, Christmas & Kwanzaa! We collected many donations for the Food Pantry, had door-prize raffles, held a Yankee Swap and wrote cards to be sent to the Soldiers! We also enjoyed a relaxing evening, a delicious meal and great company!

Upcoming Meetings: Our Meeting in January will be a CEU Mold Seminar with J. Brian Day. In February we are planning an E&O Seminar also offering CEUs. In March we will discuss Women's Health Issues and are also planning a CPR Training Course. In April we will be joined by J.N. Phillips Auto Glass for a CEU seminar and learn "How to Get the Most Out of Our Insurance Policy." During our May meeting we will present our Third Annual Boss of the Year Award, Install our Officers and plan to award our First Scholarship.

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 Holidays from the Plymouth Chapter. We held our Christmas Party/ Ornament Auction at Ernie's Restaurant in Plymouth on December 9th. Monies raised from the ornament auction and recent Christmas Wreath sale have benefited the South Shore Resource Center.

Our January meeting will be entitled Insurance Jeopardy with Ami Drew CISR CPIW. Our February meeting speaker is scheduled to be a local Dare Officer speaking about child safety issues. The March Meeting speaker will be Lissa-Budge Johnson from the Plymouth County Sheriff's Department to discuss Identity Theft. In April we will have our annual Plant Auction and in May our Installation of Officers. All meetings are held at Ernie's Restaurant in Plymouth the 2nd Wednesday of the month, all are welcome!

We continue to collect Campbell Soup labels, box tops for education, used eyeglasses and used ink cartridges as well as winter coats hats and mittens.

The Plymouth Chapter is hosting the November 2010 Association meeting and is working diligently to put a great meeting together!

We wish all of you a happy and safe holiday season!

In fellowship,  
Susan Burbine CISR, CPIW  
Plymouth Chapter Director

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

Look for news from our chapter in the next issue!

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

## **Did You Know...**

10 Things about NAIW and MAIW

1. Vendors can (and should) be members
2. Membership is ½ price starting January 1
3. MAIW forms, applications, bylaws, scripts, etc. can be found at [www.maiw.org/maiwforms](http://www.maiw.org/maiwforms) - bookmark it today
4. You should nominate someone for Member of the Year- extended deadline is January 27<sup>th</sup>, 2010.
5. Region I and ISFA scholarship applications are due soon- let met know if you need an application
6. As of 12/18/09 MAIW has 305 Members, making us the **largest Association**.
7. NAIW is classified by the Internal Revenue Service as a 501(C)(6) tax-exempt, non-profit organization. A tax-exempt, non-profit organization is permitted to incur ordinary and necessary expenditures in its operations for exempt purposes, without violating the prohibiting against private inurement. However, Chapters should familiarized themselves with the definition of Inurement and be careful not to violate it. (<http://www.naiw.org/?page=inurement>)
8. NAIW has a Career Center on their website- check it out [http://www.jobtarget.com/home/index.cfm?site\\_id=8383](http://www.jobtarget.com/home/index.cfm?site_id=8383)
9. NAIW I Can! Webinars can be purchased from their on-line store and many are CPIW/DAE qualifiers. [https://naiw.yourmembership.com/store/list\\_products.asp?catid=72708](https://naiw.yourmembership.com/store/list_products.asp?catid=72708)
10. The Region I Convention will be held in Manchester NH April 8-11, 2010. It is so close- everyone should plan on attending- [www.naiwregionalconference2010.com](http://www.naiwregionalconference2010.com)

**MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.**



**February 26, 2010 MAIW Board Meeting**

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

FROM: Cara L. Curtis, CPIW  
MAIW President

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The next Board Meeting of the Massachusetts Association of Insurance Women, Inc., will be held on Friday, February 26, 2010 at the Sheraton Framingham Hotel and Conference Center in Framingham. **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, February 16th.

I look forward to seeing everyone in Framingham.



**“TOGETHER WE CAN”**

## 2010 Regional Conference

April 8-12, 2010  
The Manchester Radisson Hotel  
Manchester, NH



*“Together Again in 2010”*

**Coming in January**

**[www.naiwregionalconference2010.com](http://www.naiwregionalconference2010.com)**

You'll want to save it under your favorites and check it frequently for the most up-to-date conference details, including CE credit approvals by State, important meeting times, and more..

# Agenda

## Tentative Agenda

### Lots of Educational Opportunities!



Nine (9) opportunities to earn CE credits

#### Thursday

ACSR – Loss Control – 6CE  
NAIW Cyber Crime – 6CE

#### Friday

(AM)  
“The plethora of personal lines” – 3CE  
Workers Compensation – 3 CE  
Claims Fraud-part 1 – 3CE  
“Shoulder Surfing & Dumpster Diving” (Identity theft)- 3CE

(PM)  
Claims Fraud – part II–  
(class differs from part #1. Take both morning and afternoon session–  
can get total 6 CE)  
“Strength Training” – Ethics – 3CE  
“My Client had a loss-Now what do I do?” – 2CE

[More Educational Opportunities!](#)

Non-CE

#### Friday

(AM)  
NAIW Leadership Development – part I  
“A Stroll Down Accounting Lane”  
NAIW Ethics (1-hour qualifier)  
(PM)  
Microsoft Outlook 101  
Life/Disability  
Leadership Development continued

### CPIW/M & DAE Qualifiers!

NAIW Cyber Crime  
Leadership Development  
NAIW Ethics (1-hour)



*Mini Agenda*  
(Tentative)

THURSDAY

<u>Time</u>	<u>Event</u>
8:00 – 3:00	ACSR – Loss Control
8:00- 3:00	NAIW' Cyber Crime (Cost TBD but will include class, materials, lunch & breaks)
TBD	Council Director-Elect Training
TBD	Nominating Committee Meeting
TBD	Committee meetings
5:30 – 6:30 pm	Young Professionals Reception
6:45pm	Ribbon Cutting Ceremony
7:00 – 11:00 pm	Welcome Party – “Rock thru the Ages”

FRIDAY

7:00 – 8:00 am	Breakfast with Exhibitors
8:00 – 11:00 am	“The Plethora of Personal Lines”
8:00 – 11:00 am	Claims Fraud – Part I
8:00 – 11:00 am	“Shoulder Surfing & Dumpster Diving”
8:00 – 12:00 am	NAIW Leadership Development
8:00 – 10:00 am	“Strolling Down Accounting Lane”
11:00 – 12:00	NAIW 1-hour Ethics
12:00 – 1:30 pm	Box lunch – included in registration fee
12:00 – 1:30 pm	First Timers Luncheon
12:00 – 1:30 pm	PRO's luncheon
1:30 – 3:30 pm	Microsoft Outlook 101
1:30 – 4:30 pm	Claims Fraud – Part II
1:30 – 4:30 pm	Ethics- “Strength Training”
1:30 – 4:30 pm	Life/Disability
1:30 – 4:30 pm	NAIW Leadership Development Cont..
1:30 – 3:30 pm	My Client Had a Loss-Now What Do I Do?
TBD	Meet the Candidates
TBD	Delegates Briefing
6:00 pm	Dinner
7:00 pm	1 <sup>St</sup> Business Session

SATURDAY

7:00 – 8:00 am	Breakfast with Exhibitors
8:00 – 9:00 am	CWC
9:00 – 12:00	2 <sup>nd</sup> Business Meeting
12:00 – 3:00 pm	Awards Luncheon
5:15 – 6:00 pm	Group Photos
6:00 – 7:00 pm	Reception
7:00 -	Saturday Night Banquet

## SUNDAY

6:30 – 7:30 am      Non-denominational Service  
7:00 – 8:00 am      Buffet Breakfast  
8:00 – 11:00 am    3<sup>rd</sup> Business Session

### What Else Should I Know?

- There will be lots of networking opportunities beginning with:
- **Thursday night Welcome Party**..... "Together We Can...Rock through the Ages". 4-hours of dancing to the decades, contests, prizes, food and fun, fun, fun!!
- Lots of Exhibitors to visit
- Lots of old friends to see and new friends to meet.
- Free airport shuttle 24/7
- And so much more.

2010 Regional Conference is being Hosted By  
The Joint Councils of New Hampshire & Vermont



## **Contact Info**

### 2010 Convention Co-Chairs

Dixie L. Watson, CISR, CPIW, DAE  
Shaftsbury Insurance Agency, Inc.  
866 Route 7A, Suite A, P O Box 200  
Shaftsbury, VT 05262-0200  
Phone (802)447-3366  
Fax: (802) 442-6796  
Email: [dixie@shaftsburyinsurance.com](mailto:dixie@shaftsburyinsurance.com)

Sally Alexander , ACSR  
NGM Insurance Company  
55 West Street  
Keene, NH 03431  
Phone (603) 352-4000 Ext. 1785  
Fax: (866-420-8035)  
Email: [alexands@msagroup.com](mailto:alexands@msagroup.com)

## **REGION I EDUCATIONAL SCHOLARSHIP**

### PROVISIONS OF SCHOLARSHIP AWARD

1. AWARDS IN AN AMOUNT UP TO \$500.00 EACH WILL BE PROVIDED TO COVER EDUCATION EXPENSES. THE NUMBER WILL VARY EACH YEAR DEPENDENT UPON SPONSORSHIPS.
2. THE COURSE MUST BE INSURANCE RELATED OR NECESSARY FOR ADVANCEMENT WITHIN THE INSURANCE INDUSTRY (i.e. REQUIRED COURSE OF BUSINESS DEGREE PROGRAM).
3. SCHOLARSHIP FUNDS MUST BE USED WITHIN ONE (1) YEAR FROM THE DATE OF PRESENTATION.
4. THE RECIPIENT OF THE SCHOLARSHIP AWARD SHALL NOT BE ELIGIBLE TO RECEIVE THE AWARD AGAIN FOR THREE (3) YEARS.
5. RECEIPT(S) FOR EDUCATIONAL EXPENSES WILL BE SUBMITTED TO THE SPONSOR FOR THEIR RECORDS.

**I AGREE TO ABIDE BY THE ABOVE PROVISIONS OF THIS SCHOLARSHIP.**

DATE: \_\_\_\_\_

SIGNATURE: \_\_\_\_\_

NAME: \_\_\_\_\_

HOME ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

EMPLOYER'S NAME/ADDRESS: \_\_\_\_\_  
\_\_\_\_\_

NAME OF IMMEDIATE SUPERVISOR: \_\_\_\_\_

NAIW ASSOCIATION AFFILIATION: \_\_\_\_\_

SOCIAL SECURITY NUMBER: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

**APPLICATION  
REGION I EDUCATION SCHOLARSHIP AWARD**

**EDITION: 12/09**

**RECEIVED BY DEADLINE: January 22, 2010**

Applications may be sent via mail, fax or email.

**RETURN TO:** Polly Jones CSA, CLTC, CPIA  
421 Abels Rd.  
Wrightsville, PA 17368  
Phone: 717-244-4389  
Fax: 717-244-5214  
Email: [polly@pejones.com](mailto:polly@pejones.com)

1. Number of years in the insurance industry: \_\_\_\_\_  
Number of years in NAIW: \_\_\_\_\_

2. List NAIW activities (including offices held, committees served, etc.) from January 1, 2000 thru December 31, 2009. Attach a separate sheet, if more space is required.

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3. Education

Degrees Held: \_\_\_\_\_

Designations Held: \_\_\_\_\_

List or describe courses/programs completed in past five (5) years. Attach a separate sheet, if necessary.

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4. Briefly describe the course/program for which this scholarship will be used.

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5. Career goals: Briefly describe your short term and long-term career goals.

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6. How will this course/program help meet your objectives?

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APPLICATIONS MUST BE RECEIVED BY JANUARY 22, 2010

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We want YOU!  
To Save the Date

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**May MAIW Association Meeting**  
Sponsored by  
Bristol Chapter  
May 14, 2010 through May 16, 2010

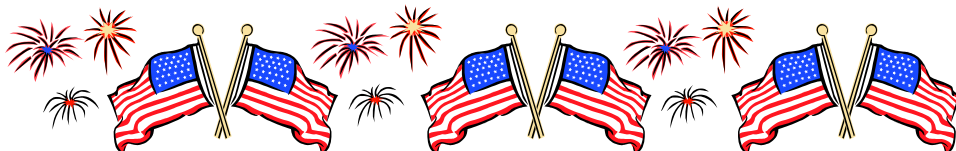
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White's of Westport  
66 State Road  
Westport, MA 02790

And

Hampton Inn  
53 Old Bedford Road  
Westport, MA 02790  
508-675-8500

Room Rate: \$94.00  
Room rates are reserved until April 14, 2010





**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.**

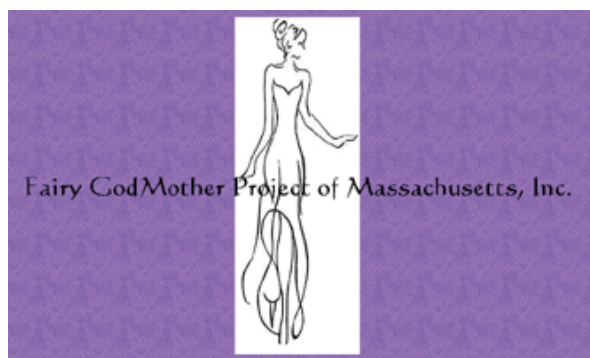


## ANNOUNCEMENTS

The Bristol Chapter  
is currently accepting *Fashionable* Donations for  
Dress for Success Boston &  
The Fairy GodMother Project of Massachusetts



This is your chance to help provide interview suits/attire to low income women seeking employment in Massachusetts!



What are you doing with the "27 Dresses" in your closet? Why not help financially disadvantaged students in Massachusetts attend their school formal occasions in style! We are currently accepting donations of formal dresses, purses, jewelry and unopened make-up and pantyhose.

For more details or to make a donation please contact  
Rebekah Pinkerton at [rebekah@fbinsure.com](mailto:rebekah@fbinsure.com) or 1-800-734-6604.

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### *Need to Improve Your Communication Skills?*

The Norfolk Chapter is offering the *Confidence While Communicating Course* starting Thursday, January 21<sup>st</sup>. This ten session course is a CPIW/M qualifier. If interested in participating please contact Beatrice Grant at [Beatrice.grant@acadia-ins.com](mailto:Beatrice.grant@acadia-ins.com) or 508/263-2532

# Email Directory 2009-2010

## **OFFICERS**

### **President**

Cara L. Curtis, CPIW  
[wcmaiw@gmail.com](mailto:wcmaiw@gmail.com)

### **President Elect**

Adrienne M Coe, AAI, CISR, CPIW, CIC  
[acoe@stevensonandco.com](mailto:acoe@stevensonandco.com)

### **Vice President**

Lora H Lowe, CIC, CISR, CPIW  
[llowe@southeasternins.com](mailto:llowe@southeasternins.com)

### **Secretary**

Estelle T Jeter  
[etj.kvs@mtabenefits.com](mailto:etj.kvs@mtabenefits.com)

### **Treasurer**

Kimberly Woo, CISR, CPIW  
[kaw@mtabenefits.com](mailto:kaw@mtabenefits.com)

### **Immediate Past President**

Angela Metivier, CPIW  
[ametivier@cpdcinsurance.com](mailto:ametivier@cpdcinsurance.com)

## **DIRECTORS**

Chapter – Meeting night in the month

### **Berkshire – 3<sup>rd</sup> Wednesday**

Vanda M. Monzo, CIC  
[vmonzo@berkshireinsurancegroup.com](mailto:vmonzo@berkshireinsurancegroup.com)

### **Bristol – 2<sup>nd</sup> Wednesday**

Jenney Fairclough, CISR  
[jfairclough@sylviainsurance.com](mailto:jfairclough@sylviainsurance.com)

### **Cape Cod – 2<sup>nd</sup> Tuesday**

Debbie Sutton  
[dsutton@thebarnstable.com](mailto:dsutton@thebarnstable.com)

### **Essex – 2<sup>nd</sup> Wednesday**

Jean Gosling  
[jeangosling@aol.com](mailto:jeangosling@aol.com)

### **Middlesex – 1<sup>st</sup> Monday**

Luana DiSarra, ESQ  
[disarra@litchfieldcavo.com](mailto:disarra@litchfieldcavo.com)

### **Norfolk – 2<sup>nd</sup> Tuesday**

Kristin L. Camarra  
[kristincamarra@comcast.net](mailto:kristincamarra@comcast.net)

### **Plymouth – 2<sup>nd</sup> Wednesday**

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