

July 2006

Volume 4, Issue 1

# News from MAIW

Association of Choice-Represented by Diversified  
Professionals

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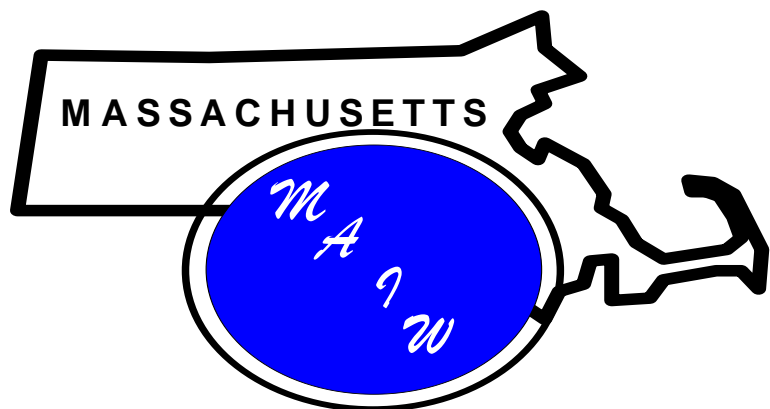
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The next Board Meeting of the Massachusetts Association of Insurance Women, Inc. will be held on Saturday, August 19, 2006 at the Holiday Inn in Boxborough.

## **PRESIDENT'S MESSAGE**

I hope everyone is enjoying their summer.

Our Summer Board Meeting is August 19, 2006 and will be held at the Holiday Inn in Boxboro. I would encourage ALL Chapter Committee Chairperson to attend this meeting as the Association Chairperson's will be bringing informative information regarding your committee. Please remember to complete the registration form included in this issue of the News from MAIW and send it to Lee Ann Landine.

This year, all board and business meeting dress will be business casual to reflect the professional organization MAIW is.

Please remember to include me when sending meeting notices out, so that I can start scheduling my trips to visit you.

If anyone is interested in volunteering for any of the following committee please contact me. Website, Education, Long Range Planning and Organization still have openings.

See you in August...

## **DELEGATES REPORT FROM NATIONAL**

### **DAY 1, May 31, 2006**

The Credentials Committee gave its report which was adopted. The delegates approved changing the terms "State Director" and "State Director-Elect" to "Council Director" and "Council Director-Elect" whenever referenced. The reason for the change was to more accurately accommodate our existing structure of States, Provincial, Commonwealths and Territories.

### **DAY 2, June 1, 2006**

President Joanna Mahoney recognized the following Corporate Partners who were in attendance and thanked them for their support throughout the year.

- AON Corporation
- XL Insurance
- MEPCO Insurance Premium Finance
- Brown & Brown Incorporated
- Premium Finance Specialists
- State Auto Insurance
- American Modern Insurance Group
- Cananwill Premium Funding
- Cumberland Insurance Group
- Life By Design Magazine
- International Risk Management Institute
- Insurance Overload Staffing

Nine regional contestants competed in the International CWC Speak-Off Competition. Each contestant presented a three minute prepared speech on an industry topic and a one minute impromptu speech chosen by International Vice President E. Faye Evans, which in my opinion was extremely difficult.

The topic was how you accomplished your dreams – and you could not use NAIW in the answer!!! WOW.

### **DAY 3, June 2, 2006**

President Joanna Mahoney presented her administrative report during the third business session and below are some highlights:

- 344 members participated in recruiting new members to NAIW (International)
- Jason Carter from the Insurance Professionals of Greater Orlando in Region III as the top new member recruiter with 12 new members.
- **Region I** recruited 285 new members throughout the year.
- 114 local associations met the President's Challenge to increase their membership number from last year plus one.
- NAIW (International) currently has 29 Corporate Partners, a number which represents a 64% increase over the previous fiscal year.
- NAIW (International) has purchased land and has hired a builder with hopes of breaking ground sometime in July.
- Region III for raising \$4,000 for a new color copier for the International Headquarters.
- The new NAIW (International) Web site averages over half-a-million hits per month.
- 427 members have met the requirements for the President's Recognition Award, Reach for the Stars Card.
- Members, Local Associations, State Councils and Regions raised \$2,991 as of May 19, 2006 for Dolly Parton's Imagination Library.
- Dolly Parton had personally donated three autographed books to be sold at a silent auction, with proceeds to be donated to the Imagination Library.
- Since July 1, 2005, NAIW (International) members had donated 4,883 books to the Partners in Literacy cause.
- NAIW (International) members and associates had donated \$5,436 to literacy programs across the United States, in addition to the amount given to the Imagination Library.
- 205 books had to been donated to Hurricane Katrina victims.
- The Board of Directors approved a Leave Your Legacy Capital Funding Project aimed at building NAIW's future brick by brick. Bricks will be available for \$125 each and all bricks will be permanently displayed at International Headquarters for all current and future members of NAIW (International) to see when they visit the new building. All bricks can be donated in honor or memory with 20 characters per line with a 3 line maximum.

President Mahoney recognized members in referring or obtaining Corporate Partners during the 2005-2006 fiscal year.

**During the Annual Award Luncheon in Orlando, Florida, NAIW announced the following International Award Winners:**

**Insurance Professional of the Year**  
Jennie LeGates

**Claims Professional of the Year**  
Geraldine Plott

**Rookie of the Year**  
Kimberly Haiar

**Communicate With Confidence**  
Deborah Wentworth (from Region III!)

**AAMGA President's Award**  
Andrea Kudlak

**Pinnacle Award**  
**Category A** – Insurance Women of Southwest MI, Region IV

**Category B** – Insurance Professionals of South King County, Region IX

**Category C** – Tampa Association of Insurance Professionals, Region III

**Category D** – *Massachusetts Association of Insurance Women, Region I (THAT'S US!!!!)*

**Arlene G. DeSemone Memorial Life/Health Essay Award**  
Paula Jones

**Aleta A. Stephens GMAC Scholarship**  
Rosheen Rypel

**XL Insurance CPIW/M Scholarship**  
Paula Keith

**Past Officer Council Scholarships**  
Reba Garris

**DAY 4, June 3, 2006**

President Joanna Mahoney presented a check in the amount of \$3,000 to Nancy Noe-Nichols of the Insurance Scholarship Foundation of America and a check of \$3,400 to Christy Crouse, Regional Manager with Dolly Parton's Imagination Library, from proceeds from the golf tournament and the star raffle on behalf of NAIW (International) and the Board of Directors. The money was collected from proceeds at the 2<sup>nd</sup> Annual Golf Tournament held during the Convention in Orlando. MAIW donated \$125 to the NAIW Golf Tournament.

President Joanna Mahoney issued a challenge this year to all the members of NAIW (International) to donate \$30 to Dolly Parton's Imagination Library this year to assist children in receiving books. In an effort to raise money for the cause NAIW (International) sold raffle tickets throughout the convention to have a star named after the winner. The proceeds of the tickets were donated to the Imagination Library. A silent auction was also held for three books autographed by Dolly Parton to raise additional funds.

Throughout the convention a silent auction for 3 books autographed by Dolly Parton was held to raise an additional \$650 for the Imagination Library.

## **NAIW Installed the 2006-2007 International Leadership Team**

Past National Presidents Billie Sleet and Candice Robinson announced the incoming Council Directors for the 2006-2007 term. Past National President Chris Kelly- Storbeck, announced the 2006-2007 Regional Vice Presidents. The 2006-2007 International officers were installed. Results of the election for international officers were announced. Installed as NAIW's 2006-2007 International President was **Gloria Bruno, CIC,ARM, CRM, AAM, CPIW, DAE**. Bruno is employed by Risk Concepts of LA, Inc., as an Independent Risk Management Consultant and is a member of the Insurance Professionals of Greater New Orleans. **E. Faye Evans**, was installed as the NAIW's 2006-2007 International President-Elect. Evans is Vice President and Comptroller for Southern Claims Service, and she is a member of the Nashville Insurance Professionals. **Jenelle Duffy, CPCU, CLU, FLMI, HIA, CPIW, DAE** was installed as NAIW's 2006-2007 International Vice President. Duffy is a Farm/Ranch Underwriter for State Farm Insurance Company, and she is a member of the Insurance Women of Lincoln. **Linda Wilson, AAI, CPIW** was installed as NAIW's 2006-2007 International Secretary was. Wilson is an Independent Insurance Consultant, and she is a member of NAIW Cumberland & Salem Counties. Congratulations to Lee Ann Landine for running Linda's campaign!!! Great job Lee Ann!!

*NO Boundaries*, is the theme selected by President-Elect Gloria Bruno for her 2006-2007 term. She gave her speech and the meeting was adjourned.

Glynnis A. Walbridge, CISR, CPIW, DAE

### **PRESIDENT ELECT'S MESSAGE**

Greetings all and I hope you are enjoying your Summer. It was a real thrill to receive a call from Glynnis, while she was attending the NAIW National Convention in Orlando, informing me that we had won the Category D National Pinnacle Award – thanks again to all who helped make this a reality!

July 27<sup>th</sup>-30<sup>th</sup> Estelle Jeter, Glynnis Walbridge, Kim Woo and I will be attending the NAIW Mini Board meeting in Erie PA. If you have never attended one, these Summer gatherings are always casual, informative, lots of fun and I highly recommend the experience.

As we head into the 2006-2007 MAIW year with Susan Cohen at the helm, please be willing to help out in any way that you can and let's make it a great success!

Yours in Fellowship,  
Ingrid C Brown, President-Elect

### **DRESS CODE – HELPFUL HINTS**

## **Cracking the code**

Taken from an article written by Carol Beggy, Globe Staff (www.boston.com) June 29, 2006

The invitation arrives in the mail and after you've taken notice of the date, your eye catches the fine print, spelling out the dress code for the event. Do you automatically know what to wear when the

party calls for “creative black tie” or do you panic? The secret is knowing some general rules and adjusting them to fit your style and what looks good on you. The key to a woman’s look can rise and fall with her hem line.

## **CASUAL/DRESS CASUAL**

Could mean jeans or khakis, a skirt, or even a sweatshirt. “She could wear sneakers or flip-flops,” says Hajjar. “But I don’t mean sloppy.” The trick is to pull it off in such a way that it becomes a “look” as opposed to something that looks like you just ran out of the house.

## **BUSINESS-CASUAL/BUSINESS**

A more tailored look that includes a jacket and slacks. Business casual still means business and a woman should always err on the side of conservative dress. “It doesn’t have to be ‘matchy, matchy,’ but the clothes need to work together,” says Hajjar.

## **COCKTAIL**

This is where the hemline length comes into play. “Fabrics should be shinier, more embellished,” says Hajjar. If you’re adding to your suit or work clothes it should be a piece that you wouldn’t wear to work: a bustier or something sleeveless. Change your jewelry, your bag, and your makeup to better reflect that you are going out at night.

## **FORMAL/BLACK TIE/CREATIVE BLACK TIE**

Means long, not short dresses. “I am adamant about that,” says Hajjar, “that’s why it’s called formal.” Pants or pantsuits are acceptable, but they should look like an outfit chosen for the occasion. Women can be more creative -- a little funkier, fun, festive. Creative black tie means a woman will have a custom gown made or choose a gown to match the theme.

## **NEWS FROM THE CHAPTERS**

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

The summer months are a time to regroup for the upcoming year. We have a summer meeting planned at Loretta West’s home to plan the 2006 – 2007 year.

One of our members, Laurie Santarpio is facing back surgery. We wish her a very speedy recovery, hopefully by the time this newsletter is printed, she will be well on her way to feeling her pain-free bright cheerful self.

The South Middlesex Chapter wishes all a very happy and safe summer season.

Yours in fellowship,  
Harriet Butler,  
Director - South Middlesex Chapter

MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.



August 19, 2006 MAIW Board Meeting

TO: Officers

**Chapter Directors**  
Chapter Assistant Directors  
Association Committee Chairmen  
Association Committee Members

FROM: Susan Cohen, CISR, CPIW  
MAIW President

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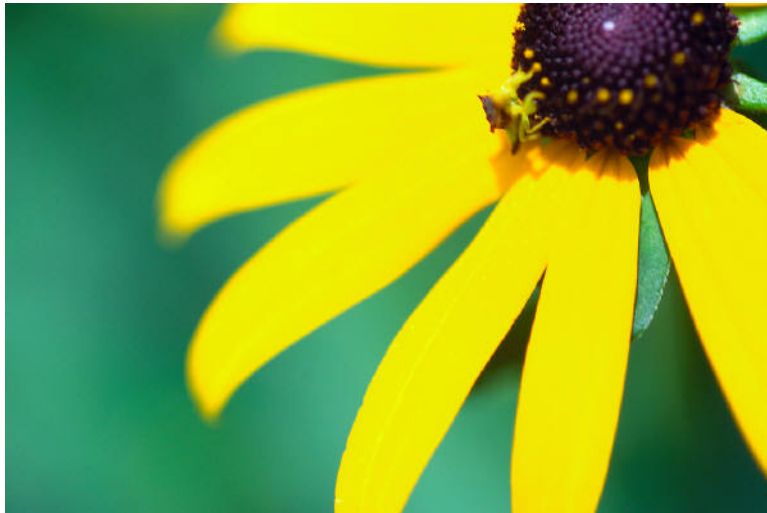
The next Board Meeting of the Massachusetts Association of Insurance Women, Inc., will be held on Saturday, August 19, 2006 at the Holiday Inn in Boxborough. **THE MEETING WILL BEGIN PROMPTLY AT 9:15 AM.** If you plan to pass out information, please be early so as not to delay the start of the meeting. Reports should be submitted in duplicate - one for the Secretary and one for the President and they should be passed out prior to the beginning of the Board Meeting (please do not take time during the meeting to pass out material). 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.

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

I look forward to seeing everyone in Boxborough.

## *Mark your calendars for the Summer Board Meeting!*



*When: Saturday, August 19<sup>th</sup>*

*Where: Holiday Inn Boxborough  
242 Adams Place  
Boxborough, MA*

*Time: Breakfast Buffet served from 8:00 am – 9:00 am  
Meeting 9:15 am*

*Cost: \$25.00 Please make checks payable to MAQW, Inc.*

*Who: MAQW Board of Directors and All Chapter Officers and  
Committee Chairs*

*Bring: Handouts for all chapter committee chairs and more importantly  
FNJHVSRASM!*

*RSVP: By 8/11/06  
Lee Ann Landine  
29 Grove Street  
Leicester, MA 01524  
[lalandine@msn.com](mailto:lalandine@msn.com)*



*Massachusetts Association of Insurance Women, Inc.*

[www.maiw.org](http://www.maiw.org)

Directory 2006-2007

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**Immediate Past President**

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## ***DIRECTORS***

Chapter – Meeting night in the month

### **Berkshire – 3rd Wednesday**

Kim Baker, CISR	(W)	413-243-2654	(H)	413-499-5309
91 Spadina Parkway	(F)	413-243-0467		<a href="mailto:kim@tooleinsurance.com">kim@tooleinsurance.com</a>
Pittsfield, MA 01201				

### **Bristol – 2nd Wednesday**

Ann-Marie Marcelino, CPIW	(H)	508-679-5935		
115 Langeley Street				
Fall River, MA 02720-4017				<a href="mailto:annmariemarcelino@safetyinsurance.com">annmariemarcelino@safetyinsurance.com</a>

### **Cape Cod – 2nd Tuesday**

Lora H. Lowe, CIC	(W)	508-775-5154	(H)	508-790-9393
62 Sudbury Lane	(F)	508-790-0557		<a href="mailto:llowe@southeasternins.com">llowe@southeasternins.com</a>
Hyannis, MA 02601				

### **Essex – 2nd Wednesday**

Mary Sarsfield	(W)		(H)	978-521-0452
4 Wood Street	(F)			<a href="mailto:mary.sarsfield@aig.com">mary.sarsfield@aig.com</a>
Groveland, MA 01834				

### **Middlesex – 1st Monday**

Beverly A. Brazil, CPCU, AAM, CPIW	(H)	978-692-2385		
24 Concord Rd		no email		
Westford, MA 01886-2805				

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

Lisa Bender	(W)	781-247-7899 Ext. 825	(H)	508-587-3187
397 Court Street	(F)	781-444-0090		<a href="mailto:lbender@rodmanins.com">lbender@rodmanins.com</a>
Brockton, MA 02302				

### **Plymouth - 1<sup>st</sup> Wednesday**

Lisa O'Connell	(W)	508-295-6504	(H)	508-866-7004
19 Lillian Way	(F)	508-291-2093		<a href="mailto:oconnelli@rogersgray.com">oconnelli@rogersgray.com</a>
Carver, MA 02330				

### **South Middlesex – 3<sup>rd</sup> Thursday**

Harriet Butler	(W)	617-969-1300	(H)	508-480-9624
2 Brigham Street	(F)	617-969-6933		<a href="mailto:hbutler@rltennantins.com">hbutler@rltennantins.com</a>
Southborough, MA 01772				

### **Worcester – 2<sup>nd</sup> or 3<sup>rd</sup> Week of the month on Tues, Weds., or Thurs.**

Cara Curtis, CPIW	(W)		(C)	617-816-8905
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### **OPEN**

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## Parliamentarian & Key Member

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## STANDING COMMITTEES

### Budget & Finance

Ingrid Brown, Chairman	See President Elect	
Susan Harrison, CISR (5/2007) 112 Westmoreland Ave. Arlington, MA 02174-2543	(W) 617-383-6305 (F) 617-489-5215	(H) 781-648-2958
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### Bylaws

Angela Metevier, Chairman	See Vice President	
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### Education

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(2009)

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## Publication

Cara Curtis, CPIW see Worcester Director

---

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## **MASSACHUSETTS COUNCIL OF NAIW STATE DIRECTOR**

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## **REGION I VICE PRESIDENT**

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*See us at:*

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## UPCOMING EVENTS

### **2006 MINI BOARD**

July 28, 29 & 30, 2006

Erie, PA

### **SUMMER BOARD MEETING**

Saturday, August 19, 2006

Holiday Inn in Boxborough

### **NOVEMBER ASSOCIATION MEETING**

November 10 & 11, 2006

Hampton Inn and White's Family Restaurant, Westport

Hosted by Bristol Chapter Chapter