

News from MAIW

Association of Choice-Represented by Diversified Professionals

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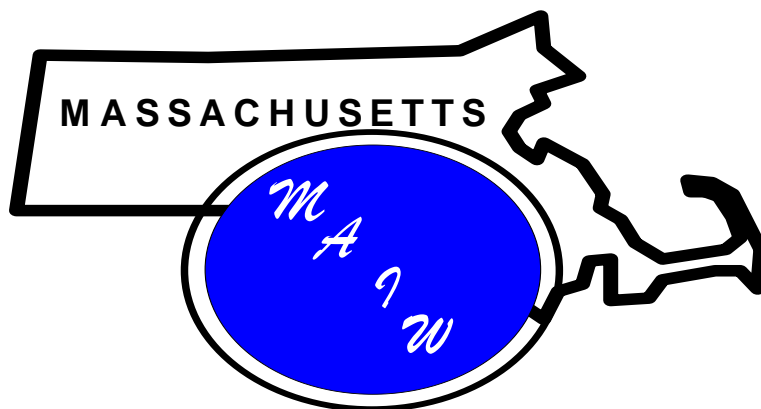
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The next Business Meeting of the Massachusetts Association of
Insurance Women, Inc. will be held on Saturday, February 17, 2007 at
the Holiday Inn, Boxboro, MA
The meeting will being promptly at 11:15am.

PRESIDENT'S MESSAGE

Happy Holidays To All,

I hope everyone is enjoying this wonderful weather we are having.

I want to share with everyone the joy felt by me while having dinner with a longtime member of MAIW. At our November meeting hosted by the Bristol Chapter, I was so fortunate to sit at the same table with **Marie Goodwin**. For those of you who do not know Marie, she has been a member for over 50 years. Marie, I've enjoyed your stories, jokes and I can't remember what the straight thumb symbolizes, but I remember it was something good.

To all the Directors and Assistant Directors, thank you for your continued commitment to your chapters. Keep sending me your meeting notices, I will be coming to your chapter meeting soon. To all members, thank you for your continued participation in your chapter and/or at the Association level.

Our February Association Meeting will be held at the Holiday Inn in Boxborough. The registration form is in this issue of the News from MAIW and I look forward to seeing all of you there.

The Regional Conference will be at Mohegan Sun in March and the National Conference will be in Puerto Rico at the Caribe Hilton in June.

Please join me in supporting **Kimberly Moniz** of the Bristol Chapter at the Regional Conference in March at Mohegan Sun. She is representing MAIW for Claims Professional of the Year.

I am looking forward to receiving all the Member of the Year nominations. Any member can nominate a fellow member for this award. I know we have a lot of outstanding members who truly deserve this award. The directors have the nomination papers or contact me and I will email it to you.

The MAIW website will be updated shortly, so please let me know what your meeting schedules are for 2007.

If you are interested in becoming an MAIW officer and were wondering what was involved, please contact **Glynnis Walbridge** or any officer. Nominations and voting for the 2007-2008 year will take place at our February meeting.

Have a Happy, Healthy and Safe New Year!

Yours in fellowship,
Susan Cohen CISR CPIW
MAIW President

PARLIAMENTARIAN'S MESSAGE

A word about Parliamentary Procedures

Since we have just experienced our first full Board and thought it would be an appropriate time to highlight the Parliamentary Procedures!

Parliamentary procedure is a set of rules that allow an organization's business to be conducted fairly and efficiently. Among the procedures covered by parliamentary authorities are making and perfecting business motions, nominations and voting, writing bylaws, and officers.

I know I have already lost some of you the address the term "RULES" – yes, we do have rules and the reason for them is as stated above...to allow an organization's business to be conducted fairly and efficiently...none of us like rules, but they do exist for a reason and we all do like to have our meetings go smoothly and efficiently and, most of all, in a timely manner.

A few items I noticed in our November meetings – there was "chattering" – it is extremely difficult to hear when everyone talks at once. Common courtesy is to refrain from unnecessary talking during the meetings unless you are recognized by the chair. The chair would be the President. The other issue with "chattering" is the fact that the secretary is trying to tape record the meeting and it becomes very hard to understand the tape with all the background noise.

The other item to note is the President MUST receive any motions in advance so that they may be reviewed for accuracy and proper wording. If a motion is presented without prior review, we waste time voting and discussing items that may or may not have been necessary.

My hope is that this friendly reminder will allow us to hold successful meetings.

PRESIDENT ELECT'S MESSAGE

Hello Everyone –

Hard to believe we are half way through the year already, isn't it? As we approach the February Association Meeting dates, I want to stress, once again, that this is YOUR Association, and I urge you to join in and take a part in it. Get out of your Chapter "comfort zone" and jump in – the water's great and the friendships you make will last a lifetime. Go ahead and apply for a position on the Board – you can do it, you KNOW you can, and so do I!

Have a safe and warm Holiday Season, surrounded by family and friends.

Yours in Fellowship,
Ingrid C Brown, President Elect



CONGRATULATIONS TO THE 2005-2006 AWARD WINNERS

And the winners are:

PUBLIC RELATIONS:	Essex Chapter
EDUCATION:	Essex Chapter
GOVERNMENT AFFAIRS:	Plymouth Chapter
MEMBERSHIP:	Berkshire Chapter
PUBLICITY:	Cape Cod Chapter
SAFETY:	Plymouth Chapter
CHAPTER OF THE YEAR:	Cape Cod Chapter

MEMBER OF THE YEAR: **Lee Ann Landine, AIS, CPIW, DAE**

IMMEDIATE-PAST-PRESIDENT'S MESSAGE



MAIW Wants YOU!!!

If you are interested in Nominating yourself to an Officer position of MAIW, please complete the Form 545 and return it to me no later than January 22, 2007. If you have any questions, please give me a call at 781-247-7861.

Forms can be faxed or e-mailed to me.

Yours In Fellowship,

Glynnis A. Walbridge, CISR, CPIW, DAE
Immediate Past President
17 Cedar Street
Hudson, MA 01749
Fax # 781-444-0090

MAIW CANDIDATE FORM

Office/Position Sought

Name

CPIW/CPIM Y ___ N ___

Employer

Mailing Address

Telephone (Work) (Home)

Chapter Date Joined MAIW

Insurance Education/Designations/Licenses:

ACTIVITIES (NAIW)

National:

Regional:

Local:

OTHER INSURANCE ACTIVITIES

What qualifications do you have which would make your service valuable to MAIW? (Include employment responsibilities – Please Use a Separate Sheet)

Candidate is recommended by the Chapter

Date Director

PLEDGE OF WILLINGNESS TO SERVE

Being fully aware of the duties and responsibilities of the office of I sincerely pledge to serve to the best of my ability if elected.



NEWS FROM THE CHAPTERS

News from the Bristol Chapter:

Bristol Chapter hosted the November Association Meeting November 10th and 11th. The entire weekend was a shining event reflecting the STAR (Strategies To Achieving Results) theme. On Friday the Insurance Fraud Seminar was sponsored by Safelite Glass and instructed by Carla Chapasko. Tom Gann from National Flood presented the Flood Seminar on Saturday morning. Both seminars were well attended and offered continuing education credits.

On Saturday evening, Bristol rolled out the red carpet which brought celebrity status to the event. Attendees dressed using the STAR theme.... who knew it would bring out stars such as Marilyn Monroe, Cruella DeVillle, Charlie Chaplin, Mae West, Uma Thurman, just to name a few. I think I even saw Tinker Bell fly over the group!

December – Our Holiday Party was fairly well attended and what would a party be without gifts. Our dilemma was what organization do we target? **Ann Marie Marcelino** decided that last years Operation Christmas was so well received, that we would do the same for 2006. Their purpose is to supply local needy children with toys. The director of the program during her years of service with Operation Christmas has identified a need for hats, scarves, and gloves for the children who sometimes waited in the cold in long lines for hours for their toys. So we decided to conduct a “hats off” program and in lieu of toys again this year. This was a great program with which to end the year.

Happy Holidays to all from Bristol Chapter



News from the Cape Cod Chapter:

From the meeting front, November was exciting with three representatives from the Fair Plan. This had an outstanding turnout which was not surprising with our coastal issues. December is our Holiday Gathering and is always such a fun time with contests like: "Name That Tune" (holiday melody's of course); "Santa Bingo"; "The Candy Exchange" (everyone bring in their



favorite to give away); and "The Most Festive Outfit".

January we're back to serious side of our profession with representatives from MEMA. Completing our Dress A Live Doll program with the Salvation Army, we are now working on a Kid ID program to be held at the Cape Cod Mall in the Spring and our E & O Seminar in February. Internally, we're working on revising our Standing Rules and we have a new Secretary, **Susan Monson CIC, CPIW**.

News from the Essex Chapter:

We will be holding a 2 hour seminar with 2 CEU credits on JANUARY 10, 2007 presented by IRENE MORRILL from MAIA. Subjects are:

- 1) CONDO CONUNDRUMS AND DELIMENAS
- 2) INDEPENDENT CONTRACTORS AND W/C...WHAT'S THE FUSS?

PLACE: Continental Restaurant, Route 1, Saugus, MA

TIME: 5:00-6:00 – Social hour, 6:00 dinner & seminar

PRICE: \$30 for members & \$50 for non-members (pricing subject to change)

CONTACT: **Mary Sarsfield** @ mary.sarsfield@aig.com or 617-457-2928

Individual Accomplishments:

Evelyn Yarter received her CIC designation

Christine Croke received her CISR designation

Welcome new members: **Tara Philbin and Debra Danig**

Welcome back: **Brenda Lunn & Al DiVirgilio**

Public Relations:

- Donations are still being collected throughout the year for Operation Troop Support.
- In December we had a Toys for Tots driver where the Marines attended our meeting and collected bags and bags of toys for children in need.



- Box Tops & Campbell Soup labels are being collected throughout the year and will be given to a local school for education dollars.
- Pull tabs from cans are still being collected until the end of the year to earn donations made to the Shriner's Children Hospital.

Other upcoming meetings are:

2/14/07 - Donna McKenna, MA Registry – Feb. 14, 2007

3/14/07 - Ron Scanlan, USSA Master Marine Surveyor – Boat Inspections

4/11/07 - Meike Olin, VP Marsh USA – Avain Flu and Insurance

News from the Middlesex Chapter:

Middlesex Chapter has the following upcoming meetings planned:

January 8th - Elizabeth Bloomenthal - Motivational Speaker

February 5th - Abby Welling Forstall - Embellishments - Interior design and personal fashion

March 5th - Director of a local woman's shelter

April 9th - Make Easter Baskets for the children at the shelter

May 7th - Jen LaRosa - Special Agent - Providing Technology to independent insurance agents



News from the Plymouth Chapter:

The Plymouth Chapter is getting ready to start the New Year by having a 30 minute seminar on the Three A's of Customer Satisfaction and a pound & yard auction in January. In February we will be holding a Flood Seminar presented by Thomas Gann. In the Month of March we will have a Safety Topic.

Plymouth Chapter wishes all of you a Happy, Healthy Holiday!



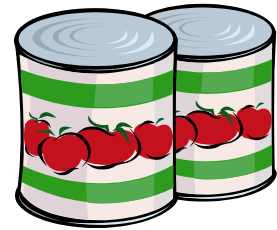
News from the South Middlesex Chapter:

We find ourselves gearing up for the 2007 year. We have some exciting meetings scheduled.

Bonnie Powell will be speaking to us on Improving Communications Between Generations. Swerling, Milton, Winnick Public Insurance Adjusters will be offering a class on Business Interruption.

On March 15 we will be having a joint meeting with the Worcester chapter. Dawn Piccirilli, Attorney from Boyle, Morrissey & Campo in Boston will be speaking on the Massachusetts Court System with a discussion on contractual issues that concern agents.

In April the Better Business Bureau will be giving us information on Theft Identity. We will also have a 2 CE Class offered by Glass America.



We continue to collect non-perishable food items for local food shelters.

News from the Worcester Chapter:

Worcester Chapter wishes congratulations to: **Melinda Bliss** on her recent wedding, **Cara Curtis** on her recent promotion, and **Megan Linde** for her return to school for her Masters Degree.

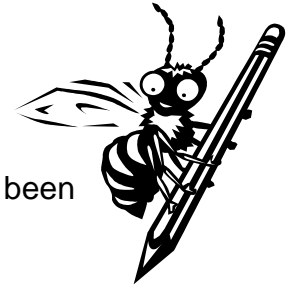
We wish you all a Happy Holiday Season!



GOVERNMENT AFFAIRS

THE BUZZ.....ON THE HILL

BY "B"



Auto rates are on the front burner at this time of year. Here's a little bit of what's been going on.

THUMBS UP!!

AUTO INSURANCE RATES DROP AGAIN FOR 2007 FOR PRIVATE PASSENGER VEHICLES

Insurance Commissioner Julianne M. Bowler has announced the 2007 automobile insurance rates for passenger vehicles. The average decrease for private passenger cars is 11.7 percent, which amounts to an average savings of almost \$119.61 per vehicle. The statewide average annual insurance rate for 2007 will be \$898.81. Rates dropped last year as well, part of a national trend. The baby boom bulge, whose age range includes the safest drivers, and safer cars explain part of the reduction. Here in Massachusetts the rates have also been helped by a drop in fraudulent insurance claims. The new rates take effect on April 1, 2007 and won't be available to drivers who renew their insurance in January. Those drivers will have to wait until January, 2008.

THUMBS DOWN!

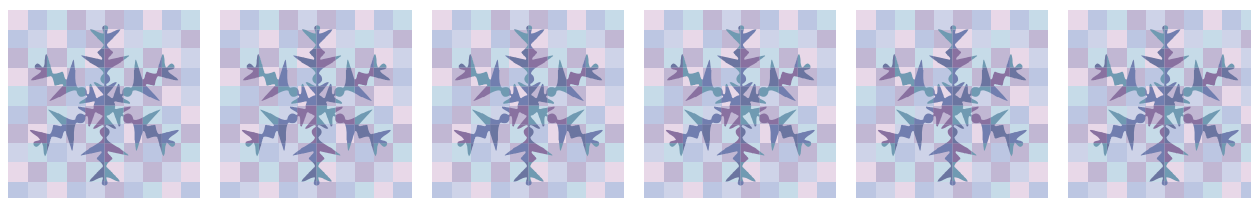
ONE THIRD OF CONSUMERS WILL NOT BENEFIT ON THEIR FIRST RENEWAL

Not everyone will benefit from the lower rate right away. Those consumers who have early renewals prior to April 1 will not realize the lower rate until 2008. Those consumers feel they are not getting the full advantage of the rate and it is unfair to make them wait.

The reality is that over the next few years rates will incur more increases and those early renewals will have the benefit of the lower rate for an extra year; thus, to put it simply, it all evens out.

It is without a doubt an issue with strong views on both sides, which we will hear more about as the time draws near.

FEBRUARY ASSOCIATION MEETING ANNOUNCEMENT & REGISTRATION

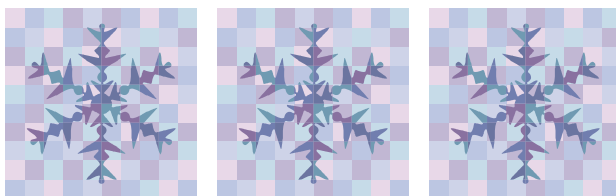


February Association Meeting
February 16th & 17th
Holiday Inn – Boxborough
978-263-8701

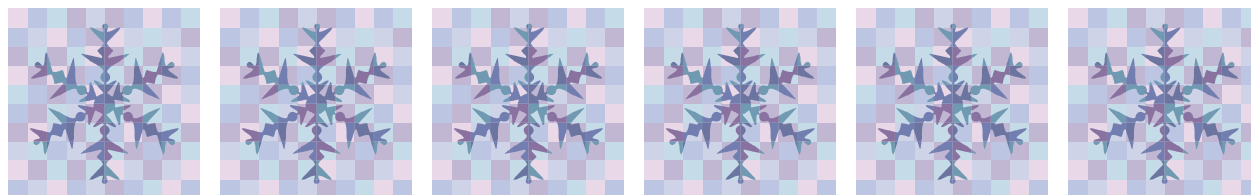
Room Rates:

\$99 Single/Double
\$109 Triple/\$119 Quad

Join us for our February Association Meeting and experience the networking, education, and fellowship that our organization continues to provide for its members and guests.



RSVP to Lee Ann Landine @ lalandine@msn.com



MEETING SCHEDULE

Friday

Registration	5:00pm-7:00pm
Board Meeting	7:00pm-10:00pm

Saturday

Registration	8:15am-8:45am
First Timer Meeting (as needed)	8:15am-8:45am
Directors/Asst Directors Meeting	8:15am-8:45am
Seminar – Mass Auto-TBD	9:00am-11:00am
Registration	10:00am-11:00am
Business Meeting	11:15am-12:15am
LUNCH	12:30pm-1:30pm

REGISTRATION FEE: \$35 -- Please send to:
Lee Ann Landine 29 Grove Street Leicester, MA 01524
Checks payable to MAIW, Inc.
Cut-Off Date is 2/2/07

Name _____ **Chapter** _____

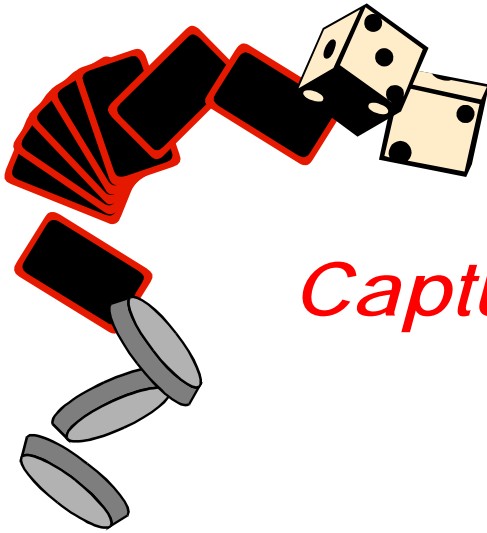
Are you a First Timer? **Yes** _____ **No** _____

Do you need a name tag? **Yes** _____ **No** _____

Dietary Restrictions? **Yes** _____ **No** _____

If yes, describe _____

Your Registration Fee includes access to all classes (you need to complete the reservation form), all meals, and a weekend that is guaranteed to be a BLAST!



Capture the Spirit of NAIW!

By Attending the

2007 Region I Conference

Sunday, March 25th – Wednesday, March 28th, 2007

Mohegan Sun Casino

Montville, Connecticut

*Hosted by the Hartford Association of
Insurance Women*



Come Be Educated!

CE classes and NAIW classes

Come Be Informed!

Business meetings and awards ceremonies

Come Be Entertained!

Mohegan Sun! (Need we say more?)

Room Rate - \$149 Double Occupancy

Registration- \$250 Member; \$275 Non Member

For more information, check out HAIW's website

www.haiwct.com

MAY ASSOCIATION MEETING ANNOUNCEMENT- SAVE THE DATE

PLANTING THE SEEDS FOR SUCCESS

May MAIW Association Meeting
Sponsored by MAIW Norfolk Chapter

May 18th 2007 – May 20th 2007



Mark your calendars

Holiday Inn Boxborough

Room Rate is \$99 for Single or Double
Triple Rate is \$109 and Quad Rate is \$119

Room rates are reserved until April 27th 2007

New Seminar Coming

Blood Drive on Saturday May 19th 2007

MAIW, Inc.

4 Enterprise Road
Suite 122
South Dennis, MA 02660

PHONE:
(781-247-7800)

E-MAIL:
SCohen@rodmanins.com

We're on the Web!

See us at:

www.maiw.org

UPCOMING EVENTS

FEBRUARY ASSOCIATION MEETING

February 16 & 17, 2007

Holiday Inn Boxboro

Hosted by MAIW

NAIW REGION I CONFERENCE

March 25 – 28, 2007

Mohegan Sun – Uncasville, Connecticut

MAY ASSOCIATION MEETING

May 18- 20, 2007

Holiday Inn Boxborough

Hosted by Norfolk Chapter

NAIW NATIONAL CONFERENCE

June 6 – 10, 2007

Caribe Hilton, San Juan, Puerto Rico