

October 2007

Volume 5, Issue 2

News from MAIW

Association of Choice-Represented by Diversified Professionals

Call To Meeting
Cover

President's Message
Page 2

Delegate's Report from
State Day
Pages 2 - 3

Meet the MAIW Officers
Pages 3 - 4

Chapter News
Pages 5 - 9

Government Affairs
Page 10

Publication
Page 10

Publicity
Page 11

Public Relations
Pages 11 - 12

November Association
Meeting Registration
Pages 13 - 14

Educational Seminar
Registration
Page 15

Region I Conference
Announcement
Page 16

Insurance Scholarship
Foundation of America
Pages 17 - 18

Upcoming Events
Page 19



The next Business Meeting of the Massachusetts Association of Insurance Women, Inc. will be held on Saturday, November 3, 2007 at Best Western Royal Plaza Hotel, Marlborough, MA
The meeting will being promptly at 10:45am.

The **NEWS FROM MAIW** is best viewable via the website, www.maiw.org using Adobe Acrobat. There are hyperlinks throughout the newsletter to hotels, scholarship applications, and public relations sites. Use these hyperlinks to get directions, applications, and more information about these events.

PRESIDENT'S MESSAGE

Welcome to Fall, and I'm sure busy schedules are already filling up our calendars. Thanks to the twelve "Green Shirts" who participated in the annual MDA Telethon on Labor Day. As always it was a fun morning of comradery, of hearing moving stories, and I encourage you to try it next year. Next in line is the Making Strides for Breast Cancer Walk on Sunday, October 14th, and I hope to see a lot of you there.

At the Summer Board meeting, pertinent information was passed on to the Chapter Directors. If there are still Chairs to be filled on your Chapter level, won't you please consider jumping in? Remember...this is YOUR organization. On September 8th, several of us attended the Massachusetts Council of NAIW State Day in Sturbridge, and Region I Vice President Ruthie Goodwin presented MAIW with the 2006-2007 Pinnacle Award patch. (See my Delegate's Report for further information on the day.) Estelle and I attended the Middlesex Chapter meeting on September 10th and had the privilege of installing their officers. It was wonderful to see such a great turnout, and welcome to their new members, Joyce Walker and Kris Bibbo!

I'm looking forward to visiting all the Chapters this year, and remember that I am always reachable by email or phone if you need a helping hand. Fall is a good time to "protect your garden" – strengthen the seeds that your Chapter has and nurture the new ones.

Together We Can – Ingrid C Brown, President

DELEGATES REPORT FROM STATE DAY

Joan McCormick, Massachusetts State Director, welcomed us to State Day in Sturbridge, MA on September 8, 2007. The Credentials committee's report was accepted as presented, there were no Rule changes to be made, and the Meeting Program was approved, with two minor changes.

Ruthie Goodwin, Region I Vice President, reported on the uniqueness of the NAIW Board of Directors, and how you see different aspects of things with all the different personalities, but all blend and work well together. Her goal this year is to learn more about the business of NAIW, realizing the importance of using funds responsibly. She is also encouraging participation in the literacy project, Read Out and Read, which will donate children's books, especially those by Dr. Seuss, to pediatrician offices, for children 6 months to 5 years old. She also passed on that E. Faye Evans, NAIW President, is stressing the need for all to contribute your own talents and share any concerns – communication is the key to our success. She also mentioned that the new NAIW headquarters will be open by the end of September, and all members will get an invitation to the Open House to be held in January, 2008 in Tulsa.

The 2008 Council Directors' training will be scheduled the day before the Region I Conference begins. There will be two bylaw amendments to be voted on:

1. To Article 15 – to allow the Board of Directors to amend bylaws, which will streamline and speed up the process
2. To change the NAIW officer titles to CEO, Chairman Elect, Vice Chairman, and Secretary. This will make the titles more consistent with the corporate world.

If these changes pass, they will be forwarded on to the National Convention for a vote.

The Nominating committee presented its report, with most of the positions still open. Nominations were then held from the floor and the following were elected:

- Anne Casillo - Council Director Elect
- Beatrice Grant- Delegate to the Regional Nominating Committee
- Ingrid Brown - Alternate Delegate to the Regional Nominating Committee
- Cara Curtis - Public Relations Program Committee Chair
- Glynnis Walbridge - State Membership Development Committee Chair

Gina Desmarais gave the Education Foundation report, stressing the importance of pledging to become a Partner in Education, so that we can fund scholarships for employees in the insurance industry.

Under New Business, Ruthie Goodwin presented MAIW Inc with the Pinnacle Award patch for 2006-2007. She did mention, however, that, effective 2007-2008, the Pinnacle Award has been discontinued. NAIW wants to direct the focus on membership and education, but encourages the local Associations to continue gathering the information and use it as a barometer for where the local Association is. Ingrid C Brown, Delegate

MEET THE MAIW OFFICERS

President

Ingrid C Brown, CIC,CISR,CPIW,DAE

Ingrid started working for the CH Cleaves Insurance Agency in 1982, with little knowledge of insurance. She took classes, got licensed, and in 2000, bought the agency. She was invited to join MAIW 18 years ago and has been active ever since; first in the Essex Chapter and then at the Association level. MAIW is her Association of Choice because of the educational opportunities, the networking, and the wonderful friendships she has made over the years. Her most memorable MAIW moments include Educational Seminars taught by Irene Morrill, which were always top notch and full of information and the MDA Telethon and the Breast Cancer Walk.

President-Elect

Angela D. Metivier, CPIW

Angie is a licensed Insurance Representative at Coakley, Pierpan, Dolan, & Collins Insurance Agency. She has been in the Insurance industry for 18 years and a member of the Berkshire Chapter, MAIW for 17 years. She belongs to MAIW so that she can benefit from the educational resources and networking opportunities, but more importantly, for the fellowship, long lasting friendships and support she gets from being an active member. Angie's favorite Public Relations project is the Breast Cancer Walk in Boston. MAIW members from across the state meet together every year to walk for this important cause. Angie is married and has two children.

Vice President

Cara L. Curtis, CPIW

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

Secretary

Jann Browning, CPCU, ARM, AAI, CPIW

Jann is a 24-year veteran of the insurance business, having worked in several insurance agencies, an insurance placement agency, and now serving as an insurance and risk management editor and writer at Standard Publishing in Boston. Jann has been active in MAIW, serving as chairman of several committees at the chapter and association level and holding several officer positions in two chapters, including two terms as director of Essex Chapter. Jann's active participation in MAIW has led to personal growth and career opportunities, and she feels that MAIW has more than paid back the time and effort involved. Jann is also actively involved in the Boston Chapter of CPCU.

Treasurer

Lora Lowe, CIC, CISR, CPIW

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



NEWS FROM THE CHAPTERS



News from the Bristol Chapter:

Welcome back! Bristol Chapter has quickly gotten back into the swing of things. We had a very successful first meeting this past Wednesday. Kim Moniz of Travelers Insurance recruited Gary Sykes & Meredith Rainey of Morrison Mahoney, L.P. Gary & Meredith spoke in great detail on Material Misrepresentation and specifically how it relates to the insurance industry. The meeting was very educational

and interesting as both our speakers cited specific cases where Agents and Insured's were unable to collect damages based on misrepresentation.

Coming up in October we will be providing our members with 2 CE's. Glen Davis of Provider Insurance Group will teach a class on Auto Reform. With the industry heading towards competitive rating in Massachusetts this class will help prepare all of us for the change. Everyone is welcome, but please RSVP.



Also coming up, is Kid's Day at the Swansea Mall. We already have several volunteers to help weigh, measure and photograph the children.

Volunteerism within Bristol Chapter is on the rise! In the past this event has been a huge success and we are very proud to be a part of it. Janice Long & Russ Cross of Glass America have once again shown incredible support and provided Bristol Chapter will all the necessary materials to ID the children. The event is scheduled for October 6th from 10AM to 4PM.

Please stop by and see us in action!!

Yours in Fellowship,
Rachelle Tucker, AAI, AIS
Bristol Chapter, Director

News from the Cape Cod Chapter:

Our summer has been pretty busy. The Board met in June, July and August to put together our 07/08 year. We have filled all positions and committees this year so the meetings were well attended.

Our first meeting was 9/11/2007 and our speaker was Terry Joyce from the Woods Hole Oceanographic Institute. He spoke on Global Warming and its effects on our weather patterns. Very educational and interesting.

Moving forward, our speaker for October is Tracy Moore who will be telling us how claims are handled in a disaster situation. November brings us to our annual Fair Plan meeting followed by our Holiday Party in December.

Public Relations for this year is off and running. We are "Dressing Live Dolls" for the Salvation Army and collecting Care Package items to send to the troops. It's a program called Cape Cod 4 the Troops put together by a 14 year boy here on Cape Cod. We are also collecting books for the Cape Cod Hospital.

Our spare change collection from "the bottom or your pocket book" program has been very successful. We have given money to battered women and dressed quit a few of the Live Dolls. This year our goal is to send a child to camp from the Big Brother Big Sister of Cape Cod Program.

In Fellowship
Martha J. Findlay
Director Cape Cod Chapter

News from the Essex Chapter:

Greeting from Essex Chapter,

We're looking forward to a great year with MAIW and started September off with a great speaker, Donna McKenna from MAIA who gave us all some insight on the proposed changes with MA Personal Auto. Our members are looking forward to hearing from Dan Strollo from In Control-Advance Driver Training and we are finalizing our seminar choice soon for our November meeting.

All of our chairpersons have been busy so far gathering information about safety, government affairs and education. Our Publicity chairperson, Judy Pickard, has been busy sending our meeting notices off to local newspapers & getting it out on the local Cable Channel where hopefully it will generate interest to non-members. We're happy that Donna Vallis has agreed to continue on with Public Relations this year and she's already busy with giving us information on Making Strides against Breast Cancer; collecting donations for fire victims in Greece through a local church, St. Vasilios in Peabody (who is still collecting items of slightly worn clothing, blankets, towels, canned goods, cereal, pot & pans); Domestic Violence issues & how to help them; American Red Cross needs & Food Pantry needs. Over the summer Donna also helped out at the Operation Troop Support (OTS) Giant Yard Sale where they raised \$11,750 for OTS. Essex Chapter is showing their support for our troops by collecting a different item each month to be given to OTS to include in their mailings. Jen Macek & I have also helped out at the North Shore Feline Rescue League yard sale held on 9/15/07 & 9/22/07 at Angelica's Restaurant in Middleton, where the funds are needed for taking care of lost and abandoned kitties (as well as finding homes for them).

Unfortunately, we still have the Education Chairperson position open and encourage members to step forward by participating in the meeting. Everyone gets so much more out of it when we all participate instead of just the same few. We also encourage fresh ideas and want to hear about any exciting new speakers for future meetings. Ramona would welcome the help next year when planning the schedule when she is Director.

Have a happy and safe Halloween!

Yours in fellowship,
Mary Sarsfield, CIC, CPIW
Essex Chapter Director

News from the Norfolk Chapter:

Hello Everyone! We hope you all had a wonderful summer! The Norfolk Chapter is off to a great start for the 2007-2008 Year! Our first meeting was held on Sept. 11, 2007. Our past Director, Lisa Bender of Rodman Insurance, led us in reciting the Collect and the meeting was presided over by our new Director, Bea Grant of Acadia Insurance. Bea and her husband recently joined other members of the MAIW in volunteering their time during the Jerry Lewis Tel-a-Thon for MDA over Labor Day weekend.



Following our business meeting and a delicious dinner at X&O's Restaurant in Stoughton, we listened to a presentation on the importance of Financial Planning from Fred Mariano, Greg McMillan and Paul Wharf from Sovereign Bank in Norwood. We also collected school supplies which will be donated to Brockton Family & Community Resources. Thank you to everyone who donated!

Also, thank you to everyone who brought non-perishable food items to the May Association Meeting in Boxborough sponsored by the Norfolk Chapter. Mary Steeb of Cavallo and Signoriello Insurance Agency was able to bring a large donation to the Mansfield Food Pantry

on behalf of MAIW. The American Red Cross was also very grateful for the large number of donations they received during that weekend. We greatly appreciate all of your generosity.

We would like to extend our congratulations to Karen Melamed of Rodman Insurance for recently earning the CISR Designation! Great Job, Karen!

UPCOMING MEETINGS: Our next meeting will be held on October 9th and we will be joined by Kelly McClare who will present an Inland Marine Seminar which will be worth 2 CEUs. During our meeting on November 13th, we are pleased to announce we will be joined by Nonnie Burnes, Commissioner of Insurance. This meeting will be sponsored by ServiceMaster Clean of Canton and Brockton and we are looking forward to a nice turn-out!

Our Chapter Meetings are held on the second Tuesday of each month at X&O's Restaurant (Formerly Albert's) in Stoughton.

I look forward to serving the Norfolk Chapter as Chairperson of the Public Relations and Publicity Committees.

Yours in Fellowship,
Kristin L. Camarra
Camber Insurance Agency, Inc.
Public Relations/Publicity Chair - Norfolk Chapter

News from the Plymouth Chapter:

The Plymouth Chapter has had a great start to a New Year! We have a good year planned with a good line up of speakers. For the month of October we are having another membership drive along with Anne Collins, Registrar, as our speaker. We will again have our contest this year for Membership. If you bring a prospective member to a meeting, your name will be placed in the raffle, along with that prospective member's name. Each will have the chance of winning a \$25 gift certificate.

We are all looking forward to a terrific year and will see you all soon!

Lisa O'Connell
Director, MAIW
Plymouth Chapter

News from the South Middlesex Chapter:

We are now in full swing for the 2007-08 year, as we start this fall with a group of our members answering telephones for the Jerry Lewis Telethon. The ladies really looked good in their green T's. We are gearing up for the Breast Cancer walk on Oct. 14, with at least 8 of our members walking. Our chapter will also participate in the Harley Witch Run on Oct. 21, 2007.

We are hosting the Nov. Association meeting on Nov.2-3, 2007, in Marlborough, MA @ The Best Weston Royal Plaza Hotel, and that promises to be a fun and educational weekend.

Our annual holiday party will be @ Wayside Inn on Dec. 3, 2007, and anyone who would like to join us, please let me know as space is limited.
We will continue to collect non-perishable food for our local food pantries.
Hope to see you all in November.

In Fellowship
JoAnn Anderson
Director, S. Middlesex Chapter

News from the Worcester Chapter:

I'd like to thank all the Worcester Chapter members who stepped up and helped with our plans for the coming year.

With everyone having such busy schedules, the members that attended our summer planning meeting discussed and voted to not hold chapter meeting in November, February & May (the months MAIW holds their Association meetings). Hopefully this will result with more Worcester Chapter members attending at least part of an MAIW Association meeting this year.

Our chapter meeting schedule is almost complete with only April still to be finalized. On September 12th, we did a short overview of NAIW/MAIW and ended with a fun game of potpourri lead by our favorite game host Wendy Swenson.

October 10 th	2 CE class on Commercial Condominium Coverages presented by Arlene Room
December 12 th	Holiday Party & Toys for Tots (Joint meeting with CMIP)
January 9 th	Mass Auto Update presented by Donna McKenna
March 12 th	Safety Program by Marilyn Wrightson, Safety Chair
April 9 th	2 CE class TBD
June 11 th	Installation of Officers & Awards Recognitions

I was unable to attend the MAIW Summer Board Meeting in August or our State Day in September due to conflicts with my schedule. The other three WC officers Dolly Nardella, Marilyn Wrightson and Mary Renault did attend the Board Meeting and Wendy Swenson, Mildred Anderson, Mary Renault, Marilyn Wrightson and Martha Cady were able to go to State Day and represent Worcester Chapter and MAIW.

We are currently having a membership drive. Any member who brings in a new member before our December meeting will be entered into a raffle to be drawn at that meeting. We will also be inviting local agencies and company personnel to join us in January for the Mass Auto Update with hopes to get potential members.

I look forward to working with everyone this coming year.

Ellie Doherty, Director
Worcester Chapter

GOVERNMENT AFFAIRS

Hello to All!

I haven't given up and once again hope to get folks excited about Government Affairs!! It is my goal to provide you with Hot Topical Reports for use at your monthly meetings. I will make every attempt to do so regularly. The Legislature will be a "hotbed" this year with auto reform issues and homeowner issues at the forefront.

Some of you have access to sites such as MAIA Gov't Affairs. I ask that should you read something that would benefit the Association, please forward it to me so I can incorporate it in my monthly message.

I encourage your creativity in reporting issues germane to your respective Chapters. However, in the interest of communicating a consistent message to all our members, I ask that you incorporate my reports into your monthly presentations.

You are also asked to submit a copy of your monthly Gov't Affairs report to me at bsturgeo@travelers.com or fax at 877-786-5584 Attention: Barbara Sturgeon. Please, no snail mail. I am traveling quite a bit and email or fax is the best way for me to ensure everyone gets recognized for what they do.

As you know, at the end of each year, there is an award presented to the Chapter who has best emulated what the Committee is all about and who has diligently kept their members informed of important issues. I hope to have a real competition among the Chapters this year!

I encourage anyone with an interest in the issues affecting our Industry today to please consider getting involved in this Committee. I am always willing to assist you and make this a rewarding experience for you. Your Director has a folder with some information about the Committee.

Please don't hesitate to contact me with any questions or concerns.
Best of Luck for a Successful 2007-2008 year!

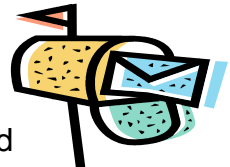
Barbara A. Sturgeon, CPIW, SCLA
Government Affairs Chair

PUBLICATION

ARE YOU STILL RECEIVING YOUR ***NEWS FROM MAIW***
VIA THE US MAIL?

If you would like to stop receiving a hard copy via US Mail, and instead be notified via email when the News is posted to our website www.maiw.org, please send me a quick email to wcmair@gmail.com.

This will help MAIW reduce printing and shipping costs as well as help save the environment. Thank you for your attention to this matter.



PUBLICITY

Just a reminder — Directors need to provide Susan Harrison, sharrison@odinsurance.com, or Jann Browning, j.browning@spcpub.com with contact information for their Publicity chairs.

The Publicity chair serves a vital function in “getting the word out” about Chapter activities. Meeting notices should be sent to local newspapers and radio and cable stations, of course — but so should press release about Chapter members’ participation in events such as the Jerry Lewis MDA Telethon and the Making Strides Against Breast Cancer walk. Local papers are usually happy to print stories about local residents — so get that news out there!

Susan Harrison and Jann Browning, Association Publicity Chairs

PUBLIC RELATIONS

Sunday, October 14th

Making Strides Against Cancer. Donate and/or Walk for a Cancer Cure.



Sunday, October 14, 2007
Charles River Esplanade, Boston

Our original 5-mile route along the Charles River back by popular demand!

Registration and Rolling Start: 8:00 a.m. to 10:00 a.m

DCR Memorial Hatch Shell

Call or email for information:

1.800.ACS.2345 strides_boston@cancer.org www.cancer.org

Hope starts with you.



Sunday October 21st

Harley Davidson MDA Halloween Ride in Salem MA
Meet & Greet and check in participants



11 members volunteered on Monday 9/3 to answer phones.



Harriet Butler & Arlene Room from South Middlesex Chapter presented Kelly Tuthill with a birthday present.

NOVEMBER ASSOCIATION MEETING ANNOUNCEMENT & REGISTRATION

Fall Harvest



Reap the Benefits of Learning

Gather in Fellowship

Hosted by MAIW – South Middlesex Chapter

November 2nd & 3rd 2007

Best Western Royal Plaza Hotel
181 Boston Post Road West
(495 and Route 20)
Marlborough, MA 01752
Phone 888 543-9500

Rooms \$95.00 (Singles/Doubles)
Includes breakfast in the hotel restaurant
Reserve your room early to ensure availability

A Brief Overview

Friday – November 2 nd	4:00pm – 7:00pm	Registration
	1:00pm – 5:00pm	3 Steps to E&O Risk Management (NAIW Qualifier & 4 CEU's)
	7:00pm – 11:00PM	Hospitality Room Open
	7:15pm	MAIW Board of Directors Meeting
Saturday – November 3 rd	7:30am – 8:30am	Registration/Continental Breakfast
	8:30am – 10:30am	Commercial Condo Coverages (2CEU's)
	10:45am – 12:00pm	MAIW Business Meeting
	12:00pm – 2:00pm	Luncheon
	2:30pm – 5:30pm	<i>At Leisure</i>
	5:30pm	Optional Dinner (off menu)

REGISTRATION FORM
MAIW NOVEMBER 2007 ASSOCIATION MEETING
NOVEMBER 2ND & 3RD, 2007
HOSTED BY MAIW SOUTH MIDDLESEX CHAPTER

PLEASE RESPOND BY OCTOBER 20, 2007

NAME: _____

COMPANY OR AGENCY: _____

E-MAIL ADDRESS: _____

Please circle all that apply:

Friday Seminar yes no No charge for NAIW members

Saturday Seminar yes no No charge

Saturday Luncheon yes no

Hot buffet lunch

Optional dinner Saturday* yes no

Hotel guest Friday night yes no

Is this your first Association Meeting? _____

Do you need a name tag? _____

Cost of **\$40.00** includes Saturday breakfast**, Saturday seminar and buffet lunch.
Please make checks payable to: South Middlesex Chapter MAIW Inc. and return with
this form to:

Lisa Rancourt, AAI, AIS, CPIW
25 Maple Avenue
South Grafton, MA 01560
(508) 887-9488
larancourt@charter.net

*The hotel will set aside tables for those who wish to stay for the optional dinner Saturday night. You will be ordering off the menu.

**For those who will be registered guests at the hotel on Friday night, the hotel will give you a voucher at check-in good for breakfast Saturday morning in the restaurant.

EDUCATIONAL SEMINAR ANNOUNCEMENT & REGISTRATION



Massachusetts Association of Insurance Women, Inc. Middlesex Chapter And Risk Placement Services, Inc.

EDUCATIONAL SEMINAR

Topic: Professional Liability: All You Need to Know
Speaker: Christine Murray, United States Liability Insurance Group
Date: November 5, 2007, 2:00 p.m. – 5:00 p.m.
Place: Holiday Inn, 15 Middlesex Canal Park Rd., Woburn, MA
Cost: MAIW Members Free
Non-MAIW Members \$20

CEUs: Approval pending in MA for 3 credits

Registration: Contact Mary Heasley, 617-367-9550

mary_heasley@rpsins.com

What You Will Learn: This seminar will cover the basics of Directors and Officers insurance (D&O), Errors and Omissions insurance (E&O), and Employment Practices Liability insurance. You will learn why businesses need these forms of insurance, what is covered, what is excluded, and where to look for coverage for your insureds.

About the Speaker: Christine Murray is a Second Vice President and Manager of the Employment Practices and Directors & Officers Liability products at United States Liability Insurance Group, which underwrites thirteen lines of various Directors and Officers, Employment Practices, and Errors and Omissions Liability products. Christine has worked for over 18 years in the insurance industry and has conducted over 30 Continuing Education seminars and industry education sessions.

REGION I CONFERENCE ANNOUNCEMENT



Mark your calendars ...
NAIW REGION I CONFERENCE
March 6th – 9th, 2008
Eden Resort Inn & Suites Conference Center
Lancaster, PA

2008 Region I Conference

HOSTED BY: "CINCO SYNCHED" the Five associations of
Harrisburg, Lancaster, Reading, South Central & York

Just some of the highlights of a trip to PA Dutch Country – www.padutchcountry.com

- Visit America's oldest Amish settlement & see first-hand how thousands of our neighbors still live a centuries-old "plain" lifestyle (We'll take you there on Saturday)
- Savor the temptations of our local cuisine while browsing for everything from antiques & handcrafts to other treasures
- Deals, deals, deals ... from roadside stands to world-famous brands at the near-by outlet malls!

Start saving right away! ...

Guaranteed room rate of **only \$90 per night** at Lancaster's finest Resort & Conference Center. (Relax at the indoor pool & hot tub, which features pool-side delivery of endless tasty treats! All rooms offer both refrigerators and high-speed wireless access, along with endless amenities to ensure your comfort. Get all the details online.) www.edenresort.com

And some new twists to some old traditions:

BYOB – Bring Your Own (tote) Bag. (We'll give you another souvenir we think you'll like!)

Light supper fare at Thursday's Welcome Party (Soup, sandwiches & salad items)

Watch for complete registration info in mid-November!

INSURANCE SCHOLARSHIP FOUNDATION OF AMERICA



Professional Scholarships

Since 1994, the Foundation has awarded in excess of **\$166,482** to **251 industry professionals**, representing **139 different industry employers**. The ISFA is also proud to sponsor several Insurance Institute of America (IIA) Awards.

NAIW Professional Scholarship

Recognizing exceptional commitment to NAIW and the insurance industry, this scholarship ranges from \$1,000 to \$2,000. Criteria includes:

- Must be NAIW member for a minimum of three years.
- Must have at least three years continuous insurance industry employment.
- Must have the CPIW/M designation.
- Has demonstrated excellence in educational and career endeavors.
- Demonstrated active involvement in NAIW leadership activities.
- Engaged in a course of study designed to improve knowledge and skills in performing employment responsibilities.
- Not be receiving full reimbursement for the expenses of tuition, books, etc., from an employer or from any other outside source.

Founders Circle Professional Scholarship

Recognizing exceptional commitment to NAIW and the insurance industry, this scholarship ranges from \$1,000 to \$2,000. Criteria includes:

- Have at least five years continuous insurance industry employment.
- Has demonstrated excellence in educational and career endeavors.
- Demonstrated active involvement in NAIW leadership activities.
- Engaged in a course of study designed to improve knowledge and skills in performing employment responsibilities.
- Not be receiving full reimbursement for the expenses of tuition, books, etc., from an employer or from any other outside source.

Dorris Boden Award of Excellence

Recognizing outstanding professional scholarship applicants who demonstrate the qualities necessary to excel in the industry, this scholarship may be up to to \$1,000 and is awarded at the discretion of the Foundation's Board of Directors.

CPCU Loman Education Foundation Scholarship

Recognizing professional scholarship applicants who demonstrate the desire to enhance their career by becoming a CPCU or earning an Insurance Institute of America's designation, this scholarship can range from \$50 to \$1,000. Criteria includes:

- Have a minimum of two years employment in the insurance industry.
- Applicants must be studying the CPCU program and/or any Insurance Institute of America's educational programs.
- Applicant may not receive full reimbursement for the course, books, etc. from their employer or any other outside source.

ISFA Professional Scholarship - *the Foundation's general scholarship fund*

Scholarship Award Range: \$50 - \$1,000

Award Period: Three times per year: February and October

Criteria includes:

- Have at least two years of insurance industry employment.
- Be engaged in a course of study designed to improve knowledge and skills in performing employment responsibilities.
- Not be receiving full reimbursement for the expenses of tuition, books, etc., from an employer or from any other outside source.
- Have a background that indicates the applicant supports the Foundation's mission (i.e., the applicant shows evidence of strong commitment to the industry as well as excellence in educational and career endeavors).

Canal Insurance Company Professional Scholarship:

- Have three years insurance industry employment
- Be a NAIW member in good standing
- Be engaged in a course of study designed to improve knowledge and skills in performing employment responsibilities
- Not be receiving full reimbursement for the expenses of tuition, books, etc., from an employer or from any other outside source.

Professional Scholarship Award periods and deadlines:

February 2008 - To be considered for a February 2008 scholarship, coursework must be completed between August 1, 2007 and July 31, 2008. Deadline for February 2008 awards is December 1, 2007. One application is used for all professional scholarships. You will need to print the application, sign it and send it in per the instructions. [Click here to download the application.](#)

UPCOMING EVENTS

NOVEMBER ASSOCIATION MEETING

November 2 – 3, 2007

Best Western Royal Plaza Hotel, Marlborough, MA
Hosted by South Middlesex Chapter

NORFOLK CHAPTER NOVEMBER MEETING

November 13, 2007

X&Os, Stoughton, MA

Speaker: Nonnie Burnes, Commissioner of Insurance

ESSEX CHAPTER JANUARY MEETING

January 9, 2008

Angelica Restaurant, Route 114, Middleton, MA

Speaker: Cynthia Ventresca

Insurance Fraud Bureau of Massachusetts

WORCESTER CHAPTER JANUARY MEETING

January 9, 2008

Mass Auto Update presented by Donna McKenna

FEBRUARY ASSOCIATION MEETING

Hosted by MAIW

NAIW REGION I CONFERENCE

March 6th – 9th, 2008

Eden Resort Inn & Suites Conference Center
Lancaster, PA

MAY ASSOCIATION MEETING

May 2007

TBA

Hosted by Berkshire Chapter

NAIW NATIONAL CONFERENCE

June 4 - 8, 2008

Westin Kierland Resort & Spa, Scottsdale, AZ

MAIW, Inc.

4 Enterprise Road
Suite 122
South Dennis, MA 02660

PHONE:
978-546-3601

E-MAIL:
icybee@verizon.net

We're on the Web!

See us at:

www.maiw.org