

News from MAIW

Association of Choice-Represented by Diversified Professionals

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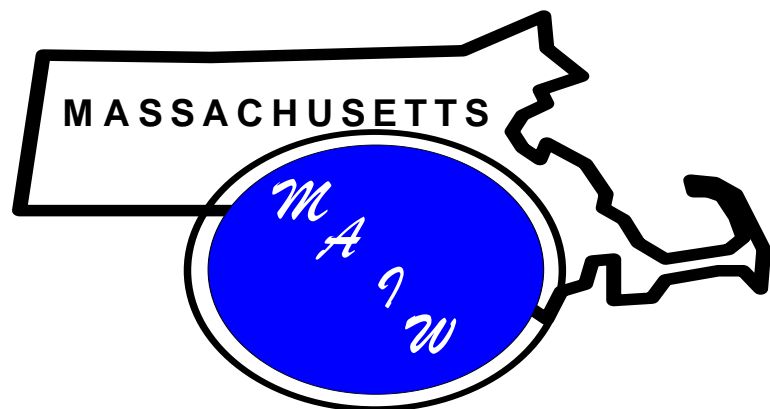
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The next Business Meeting of the Massachusetts Association of Insurance Women, Inc. will be held on Saturday, November 11, 2006 at White's Restaurant / Hampton Inn- Westport, MA.
The meeting will being promptly at 2pm.

Note from the editor: This electronic version has the exact same content as the version mailed. However for printing formatting reasons, the page layouts differ slightly. Also, rather than printing this electronic copy if you view using Adobe there are hyperlinks throughout the article (to events and hotel information) for your convenience.

PRESIDENT'S MESSAGE

Here it is October and Summer is officially over. The trees are starting to change and there are so many things happening with MAIW. On October 15th there is the Making Strides Against Breast Cancer Walk and October 29th is the MDA Harley Witch Run. I would encourage everyone to participate in one or both of these worthy causes. **Arlene Room** would love to hear from you.

Once again, we will have a booth at the **MAIA Big Event**. The more volunteers to man the booth, the better. So please let me know if you want to join us. I do need to submit anyone's name who will be helping to avoid having to pay at the door.



November 10th and 11th is the MAIW Association Meeting at White of Westport. The Bristol Chapter has been extremely busy putting together a great weekend. On Friday they are offering a 2 CEU class on Fraud.

******LICENSED BROKERS – remember we are required to take the 3 CEU Flood Seminar by December 31st. On Saturday, Tom Gann will be presenting this class for us from 9:00 until 12:00... THIS CLASS IS FREE FOR MAIW MEMBERS.**

Please tell your employer and encourage non-members to also participate in this class. Non members will be charged \$65.00.

All members of MAIW are welcome and encouraged to attend the Association Meetings.

See you in November.

Yours in fellowship,
Susan Cohen CISR CPIW
President

DELEGATES REPORT FROM STATE DAY

The Massachusetts Council of NAIW, Inc.'s State Day was held on Saturday September 9, 2006 at the Holiday Inn in Woburn MA. **Glynnis Walbridge**, current Council Director presented Personal Condominium Insurance for 2 CEU's. This class was extremely informative.

The following Proposed By-Law amendments were presented and approved at the Council Business Meeting.

Council Proposed Bylaw Amendments

Proposed Bylaw # 1 (*formerly known as Standing Rules*)

Bylaw Currently Read as

Throughout the bylaws the term "State" is utilized.

Proposed Change to read as

Replace the term "State" with the word "Council" where applicable throughout the bylaws.

Reason: The change from "State" to "Council" is to comply with the vote of the general assembly at the 2006 national convention.

Proposed Bylaw # 2 (*formerly known as Standing Rules*)

Bylaw Currently Read as

Council Fund Rule, B. – The fund shall be administered by a custodian who shall be the most immediate past council director consenting to serve or a member appointed by the Council Director or elected by the delegates.

Proposed Change to read as

Council Fund Rule, B. – The fund shall be administered by a custodian ***[Council shall choose one of the following options for selecting the Custodian]***

1. Most immediate past council director consenting to serve.

OR

2. Member appointed by council director.

OR

3. Elected by delegates at the annual meeting.

Reason: To clarify the selection process to be followed by the Council in choosing a Custodian of the Council Fund.

Proposed Bylaw # 3 (*formerly known as Standing Rules*)

Bylaw Currently Read as

Council Bylaws #5 Committees. A. Council Nominating Committee, v. In addition to submitting nominations for the position of state director-elect and a member and alternate to the regional Nominating Committee, this committee shall recommend candidates for any additional elected positions provided for in these bylaws.

Proposed Change to read as

Council Bylaws #5 Committees. A. Council Nominating Committee, v. The committee receives recommendations and qualifications of candidates from councils, local associations, and active members. In addition, the committee can submit its own nominations. The Committee shall submit at least one name for each position to be filled. Following the report of the committee, additional nominations may be made from the floor. The nominations are for the following positions:

- council director-elect
- delegate to the Regional Nominating Committee
- alternate to the regional Nominating Committee,
- chairman and members of the Council Nominating Committee, depending on the council

bylaws.

- any additional elected positions provided for in these bylaws.

The report of the Nominating Committee at the council meeting, following any description of the committee or the committee's work, shall be in a form similar to the following:

Nominating Committee Chairman – “Madame Council Director, as set forth in Article IV, Section 3.D. of the NAIW (International) Bylaws, the Nominating Committee recommends the following slate of candidates for the council for the 200_ - 200_ term. Candidates' qualifications were previously provided and will not be read at this time.

For Council Director:

For Delegate to Regional Nominating Committee:

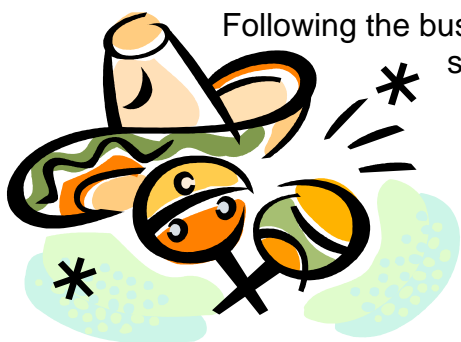
For Alternate to Regional Nominating Committee:

Madame Council, this concludes the report of the Nominating Committee.

Reason: To provide consistence with the wording found in both the Council Bylaws and Chapter 7 - Nominating Committees of the Comprehensive Manual.

Nominations and Voting for Massachusetts Council of NAIW, Inc. 2006-2007 Director took place. I am happy to report that Joan McCormick, Past President of Central Massachusetts Insurance Professionals, is Director-Elect.

Voting also took place for the Delegate and Alternate to the Regional Nominating Committee. **Susan Cohen**, President of MAIW, will be the Delegate and Anne Casillo, President of Central Massachusetts Insurance Professionals will be the Alternate.



Following the business meeting, a “fiesta” luncheon was held and the guest speaker was Ian Wallis of In-Control.

Yours in fellowship,
Susan Cohen CISR CPIW
President

PRESIDENT ELECT'S MESSAGE

Happy Fall to all and hope everyone is adjusting to being back in the grind once again.

Looking ahead, I hope you are all considering joining in on MAIW Inc. activities that are unfolding. We had a good turnout at the MDA Telethon and the Making Strides for Breast Cancer Walk is next on our agenda on Sunday, October 15th. The Fall is such an important Public Relations time for our Association, so let's strut our stuff!



We will, once again, have our booth at The Big Event in Boston, so please help by giving a few hours of support and getting the word of MAIW Inc. out to the industry at large.

Looking forward to seeing you all in Westport at the November Association meeting, and please feel free to contact me at anytime if I can help you with any issues.

Yours in Fellowship,
Ingrid C Brown, President-Elect

SECRETARY'S MESSAGE / CALL TO MEETING



All members are invited to the Business meeting of MAIW on Saturday November 11, 2006 at 2:00 pm at White of Westport, Westport MA. Dress for this meeting is Business Casual.

Karen Melamed, Secretary

IMMEDIATE-PAST-PRESIDENT'S MESSAGE

Do You Have Time to Get Involved?

Here is the annual article that the Immediate Past President of MAIW does to promote getting involved by becoming an Officer of the Association. Any individual who has been an Officer can tell you that the experience is rewarding. Every Chapter has a member who has been an Officer on some level with the Association.

Elected MAIW Officer Positions consist of Treasurer, Secretary, Vice President, and President-Elect. Perhaps offering a little snippet of what each Officer does would be appropriate:

Treasurer –

1. Have custody of all the funds of the Corporation.
2. Maintain a record of deposits and withdrawals, making disbursements of the Corporation's monies as authorized by the Board of Directors either by specific action or by adoption of a budget or vote of the membership.
3. Send copies of the Corporation's year to date financial statements to the Board of Directors ten (10) days prior to all regular Board meetings. Provide copies, and give a report of the financial statement at the regular Board and business meetings.
4. Complete a fiscal year end financial statement for the Corporation which report shall be ready for audit within fifteen (15) days following the close of that term of office.
5. Serve as exofficio member of the Budget and Finance Committee.
6. Have joint custody with the MAIW Secretary of the maiw.org domain name.

Secretary –

1. Serve as Clerk of the Corporation and be named on all corporate bank accounts.
2. Record the proceedings of all meetings of MAIW and the Board of Directors.
3. Under the direction of the President and/or the Board of Directors, conduct the general correspondence of MAIW and attest all documents required for execution, preserving in a permanent file, all MAIW's records and correspondence of lasting value to the Association.
4. As directed by the President, and/or the Board of Directors, give notice of all meetings
5. Upon approval of the President and/or the Board of Directors, perform the duties of the Treasurer in her absence or inability to perform those duties.

6. Have joint custody with the MAIW Treasurer of the maiw.org domain name

Vice President –

1. Serve as chairman of the Bylaws Committee.
2. Perform the duties of the President-Elect in her absence or inability to perform those duties.

President-Elect –

1. Assist the President and perform such duties as may be delegated by the President and/or Board of Directors.
2. Succeed to the office of President in the event of a vacancy in that office in accordance with Article IV, Section 5.a.
3. Assume the office and the duties of the President at the close of the term as President-Elect.
4. Serve as chairman of the Budget and Finance Committee.
5. Become thoroughly acquainted with the membership and the affairs of MAIW.
6. Perform the duties of the President in her absence or inability to perform those duties.
7. Perform such other duties as pertain to the office or as requested by the President and/or the Board of Directors.
8. Perform the duties of the Secretary in her absence.

These duties are taken right from the MAIW Bylaws. Besides attending the three MAIW meetings (November, February, and May), your duties are outlined here. While so many think that stepping up as an Officer would be overwhelming, as you can see, it can be handled easily.

Every Officer or Past Officer would tell you that serving on the Board of Directors of MAIW is a rewarding experience. I am a Past Officer and I have made great friends, excellent business contacts and have taken advantage of some fantastic Educational opportunities that MAIW has to offer. These three reasons are why so many of you have joined this Association of Choice, and belonging should be more than attending a meeting. There is no greater feeling of accomplishment then getting involved. There is no greater reward then STAYING involved.

I encourage you to give serious thought to stepping up and getting more involved. If you have any questions, you can feel free to speak with me at 781-247-7899 Ext. 861.

Yours in Fellowship,
Glynnis A. Walbridge, CISR, CPIW, DAE
MAIW Immediate Past President

MAIW CANDIDATE FORM

Office/Position Sought

Name _____ CPIW/CPIM Y ___ N ___

Employer _____

Mailing Address _____

Telephone (Work) _____ (Home) _____

Chapter _____ Date Joined MAIW _____

Insurance Education/Designations/Licences:

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 _____ 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 Cape Cod Chapter:

We will be hosting, for our November 14th, 2006 dinner meeting, the MPIUA who will be updating us on the FairPlan and discussing claim processing information.

In the next few months we will be hosting an educational seminar on E & O which will help fund our annual scholarship. We are getting ready for the holidays and once again will be supporting the Salvation Army's "Dress a Live Doll" campaign.

In Fellowship,
Lora Lowe
Director, Cape Cod Chapter

News from the Plymouth Chapter:

Plymouth Chapter is back in the swing of things for the new year. We have great programs planned. Our meetings will be held at Ernie's in Plymouth. Our 1st meeting is to take place on September 20th. Donna McKenna is scheduled to talk with us about Registry updates. October 11th, we are having a membership drive.

Susan Cohen, MAIW President will be attending, please join us! On November 8th, **Karen Butler** will be teaching us how to Declutter & Simplify Your Life! Our annual holiday party will be December 13th. Plymouth Chapter is looking forward to seeing everyone at the Association Meeting in November.

Yours in fellowship,
Lisa M. O'Connell
Director, Plymouth Chapter

News from the South Middlesex Chapter:

The summer seems to have come and gone. We are now looking forward to getting a good jump on the New Year.

Currently, we have two new members, what a great way to start the New MAIW Year. We had six of our members volunteer at the Jerry Lewis Telethon. If you can join us next year, you will learn why we go year after year, we truly have a great time. MAIW has the reputation of giving accurate information, so we are placed on the busiest phones, and get to speak to really kind and caring people.

Arlene Room has rounded up a group of us to walk for Breast Cancer in Boston on October 15th, hope the weather cooperates. Next is the Harley Witch Run, which I understand is a lot of fun.



We are looking forward to the November Association Meeting in Westport. So far we have twelve members attending. We look forward to spending the weekend with our friends from MAIW.

We are grateful to have Bill Hoffman of the Provider Group to speak to us on the new SDIP on November 16th.

We are in the midst of a fundraiser, selling candles from Yankee Collections and Chandler Collections and chocolates from Wolfgang. As we prepare to host the 2007 November Association Meeting, we are hoping to get a head start on our fundraising effort.

Our Holiday Meeting is scheduled for Tuesday, December 5th at the Wayside Inn in Sudbury.

The Worcester Chapter and South Middlesex Chapter are planning a joint meeting on March 15th. We will keep you up to date on the subject; of course, all are welcome.

Wishing our MAIW family a warm, sunny autumn.

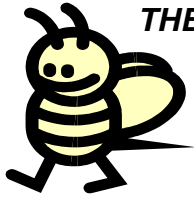
Yours in fellowship,
Harriet Butler
Director, South Middlesex Chapter

News from the Worcester Chapter:

Worcester Chapter would like to welcome its newest member, **Loretta M. Jolicoeur**, from Hanover Insurance.

In Fellowship,
Cara Curtis, CPIW
Director, Worcester Chapter

GOVERNMENT AFFAIRS



THE BUZZ.....ON THE HILL

BY "B"

Well, with elections upon us, as you can imagine, the "Hill" is Buzzing with political platforms, campaign promises, and healthy debates on issues like insurance and taxes. Since we are all being inundated with the goings on in the political arenas, I thought I'd stray a little and let you know about two interesting bills pending that affect many homeowners/petowners.

*Bill #2075 originally filed in 2003 has been refiled for consideration which proposes :
'AN ACT REQUIRING HOMEOWNERS INSURANCE TO COVER DOMESTIC ANIMALS''*

In basic form it states an policyholder shall be offered the option of liability coverage for domestic animals. No domestic animal shall be excluded by said insurer from coverage under such policy.

Bill #4516 filed in 2005 proposes:

'AN ACT CONCERNING THE USE OF CERTAIN INSURANCE UNDERWRITING GUIDELINES PERTAINING TO DOGS HARBORED UPON THE INSURED PROPERTY''

In basic form this bill provides that no carrier issuing a policy or contract insuring against liability arising out of ownership or lease or residential property shall refuse to issue, renew, cancel or charge or impose an increased premium or rate of such policy or contract based in whole or part upon the harboring of any specific breed or breeds of dog upon such property.....

*In second part it states **UNLESS SUCH DOG HAS BEEN DESIGNATED AS A DANGEROUS DOG PURSUANT TO CURRENT STATUTES.***

This bill also puts a requirement on owners that all bites/attacks resulting in medical attention must be reported to the Mass Dept. of Public Health within 60 days. Failure to do so will relieve the insurer from the liability of paying damages on any such claim.. The Dept. will maintain statistics regarding the nature of dog incidents will shall be available to consumers and the general public upon request.

I encourage you all to look these bills up and read them in their entirety. If they make you "Barking Mad", contact your representative.

PUBLICITY

Chapter Publicity Chairs

The Publicity Chair on the Association level is being shared by Estelle T. Jeter and Kimberly Woo for 2006-2007. Below is a list of the Chapters and to whom they should send their monthly reports to.

Berkshire, Bristol, Cape Cod, Essex & Middlesex should send the monthly report to:

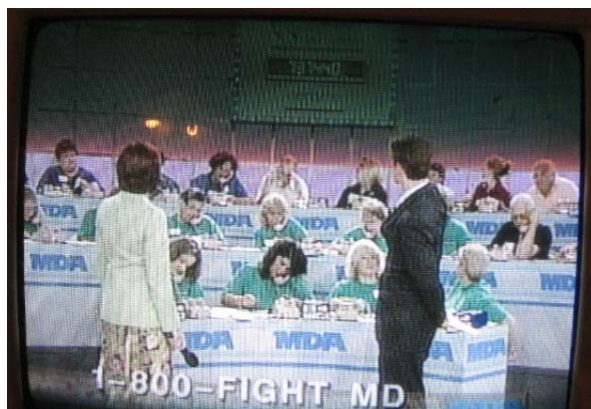
Estelle T. Jeter
6 Patricia Rd.
W. Peabody, MA 01960
(H) 978-535 8858
(W) 800-336-0990 x6620
(F) 617-557-6687
E-mail etj.252@mtabenefits.com

Norfolk, Plymouth, S.Middlesex & Worcester should send the monthly report to:

Kimberly Woo
500A Falls Blvd.
Quincy, MA 02169
(H) 617-328-4129
(W) 800-336-0990 x6611
(F) 617-557-6671
E-mail furrballs@juno.com

We are looking forward to working with you and receiving your reports. If there is anything we can help you with please do not hesitate to call or e-mail us.

PUBLIC RELATIONS



Photos of MAIW members volunteering at the recent MDA Telethon.
Photos courtesy of **Loretta West**

NOVEMBER ASSOCIATION MEETING ANNOUNCEMENT & REGISTRATION

REALIZE YOUR

S.T.A.R.

"Strategize To Achieve Results"

POTENTIAL

With M.A.I.W. - Bristol Chapter November 10-11, 2006

At White's of Westport and the Hampton Inn

53 Old Bedford Road

Westport, MA 02790

Tel. 800-426-7866

ROOMS \$84/NIGHT (single, double, multiple)

DEADLINE FOR RESERVATIONS: NOV. 1, 2006

Friday-Nov. 10 - 2PM - with Carla Chapasko

Insurance Fraud and How to Prevent It - 2 CEU's

There is no charge for this seminar

Saturday-Nov 11 - 9 AM-12 PM - with Thomas Gann

National Flood Seminar - 3 CEU's pending**

Members - Free Non-members - \$65

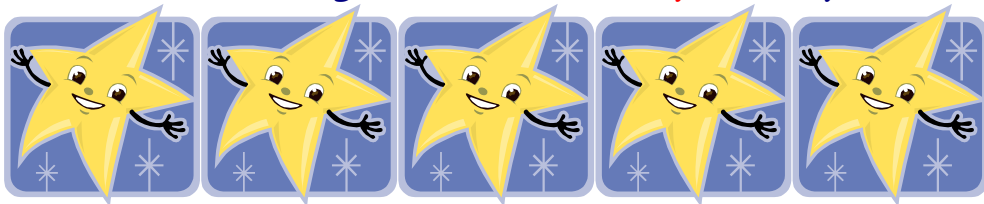
****A requirement by 12-31-06 for all those with a Massachusetts
Broker's License**

Hang out with the "Stars" of MAIW for Education and Fun!!!

Saturday Evening Dress as YOUR favorite Hollywood Star!!!!

(Prizes awarded for the best dressed stars!!!)

We are Rolling Out the Red Carpet for you!!





Massachusetts Association of Insurance Women, Inc.
www.maiw.org

Directory 2006-2007

OFFICERS

President

Susan B. Cohen, CISR, CPIW PO Box 84 Hudson, MA 01749-0084	(W) 781-247-7899 Ext. 820 (F) 781-444-0090	(H) 978-567-9655 sbc.cohen@gmail.com scohen@rodmanins.com
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President Elect

Ingrid Brown CIC, CPIW, DAE 11 Granite Street Rockport, MA 01966-1420	(W) 978-546-3601 (F) 978-546-9058	(H) 978-546-3514 icybee@verizon.net
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Vice President

Angela Metivier CISR, CPIW 42 Lowden Street Pittsfield, MA 01201	(W) 413-458-8119 (F) 413-458-5706	(H) 413-442-1963 ametivier@cpdcinsurance.com ametivier@aol.com
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Secretary

Karen Melamed 5 Meadow Road Medway, MA 02053-2005	(W) 781-247-7899 Ext. 838 (F) 781-444-0090	(H) kmelamed@rodmanins.com
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Treasurer

Anne T. Collins, CPCU, CPIW 80 Phillips Street Lawrence, MA 01843	(W) 800-225-0770 (F) 800-323-5112	(H) 978-683-1020 acollins@andovercos.com acoll41557@aol.com
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For 990 Information Only:

Carol Colton, AAM, CISR, CPIW 74 Peter Road Plymouth, MA 02360	(W) 508-747-4227 (F) 508-747-2861	(H) 508-746-3220 thecoltons@adelphia.net coltonca@roddgersgray.com
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Immediate Past President

Glynnis A. Walbridge CISR, CPIW, DAE 17 Cedar Street Hudson, MA 01749-1725	(W) 781-247-7899 Ext. 861 (F) 781-444-0090 (C) 978-828-5881	(H) 978-568-1349 gwalbridge@rodmanins.com macouncilnaiw@gmail.com
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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		kim@tooleinsurance.com
Pittsfield, MA 01201				

Bristol – 2nd Wednesday

Ann-Marie Marcelino, CPIW	(H)	508-679-5935		
115 Langeley Street				Amarcel2@stpaultravelers.com
Fall River, MA 02720-4017				

Cape Cod – 2nd Tuesday

Lora H. Lowe, CIC, CISR, CPIW	(W)	508-775-5154	(H)	508-790-9393
62 Sudbury Lane	(F)	508-790-0557		llowe@southeasternins.com
Hyannis, MA 02601				

Essex – 2nd Wednesday

Mary Sarsfield	(W)	617-457-2928	(H)	978-521-0452
4 Wood Street	(F)	866-893-3791		mary.sarsfield@aig.com
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 – 2nd Tuesday

Lisa Bender	(W)	781-247-7899 Ext. 825 (H)		
397 Court Street	(F)	781-444-0090		lbender@rodmanins.com
Brockton, MA 02302				

Plymouth - 2nd Wednesday

Lisa O'Connell	(W)	508-295-6504	(H)	508-866-7004
15 Crapo Street	(F)	508-291-2093		oconnelli@rogersgray.com
Taunton, MA 02780				

South Middlesex – 3rd Thursday

Harriet Butler	(W)	617-969-1300	(H)	508-480-9624
2 Brigham Street	(F)	617-969-6933		hbutler@rltenantins.com
Southborough, MA 01772				

Worcester – Last Week of the month on Tues, Weds., or Thurs.

Cara Curtis, CPIW	(W)		(C)	617-816-8905
12 Cedar Ave	(F)			wcmaiw@gmail.com
Somerville, MA 02143				

Parliamentarian & Key Member

Lee Ann Landine, AIS, CPIW, DAE 29 Grove Street Leicester, MA 01524	(W) 508-855-7918 (F) 508-855-2268 (C) 508-208-7693	(H) 508-892-8071 llandine@hanover.com lalandine@msn.com
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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
Carol Colton, AAM, CISR, CPIW (5/2008) 74 Peter Road Plymouth, MA 02360	(W) 508-747-4227 (F) 508-747-2861	(H) 508-746-3220 thecoltons@adelphia.net coltonca@rodgersgray.com
Lisa A. Rancourt, AAI, AIS, CPIW (5/2009) 25 Maple Avenue S.Grafton, MA 01560	(W) 508-435-8104 X11 (F) 508-887-9759 (C) 508-494-2402	(H) 508-887-9488 larancourt@charter.net

Bylaws

Angela Metevier, Chairman	See Vice President	
Kathryne A. Beckwith, CPIW 29 Garden Circle Apt 9 Waltham, MA 02452	(W) 800-557-1117 Ext 4562 (F) 508-370-9012	(H) 781-209-1614 kbeckwith@lumberins.com
Loretta M. West, CPCU, CPIW, CISR 4-6 Apple Ridge Maynard, MA 01754-2705	(W) 781-235-0087 (F) 781-235-6665	(H) lwest@hoffmaninsurance.com
Linda Febles, CISR, CPIW Greylock Insurance Agency 128 South Street Pittsfield, MA 01201	(W) 413-443-5943 Ext 22 (F)	(H) 413-448-2728 lfebles@greylock.org

Education

2007 Remainder of term open

Barbara Medeiros, AAI, AIS, CPIW, DAE (5/2008) 6 Village Way Westport, MA 02790	(W) 508-678-8341 (F) 508-678-0438	(C) 508-965-6306 bmedeiros@lapointeins.com
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(2009 - Open)

Government Affairs

Barbara Sturgeon, SCLA, CPIW 555 High Hill Road Dartmouth, MA 02747-1342	(W) 508-946-6380 (F)	(H) 508-998-9108 bsturgeo@stpaultravelers.com
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Membership

Ellie Doherty P. O. Box 119 Charlton, MA 01507	(W) 508-855-3251 (F) 508-248-5585	(H) 508-248-7337 elfdoherty@hanover.com
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Nominating

Glynnis Walbridge, CISR, CPIW, DAE see Immediate Past President

Public Relations

Arlene C. Room, LIA, AAI, CPIW, DAE (H) 508-755-2524 (C) 508-353-7713
11 Gibbs Street G-10 aroom7713@charter.net
Worcester, MA 01607

Maureen Carey
41 Simpson Road
Marlborough, MA 01752 msclwc@aol.com

Publication

Cara Curtis, CPIW see Worcester Director

Publicity

Kimberly A. Woo CISR, CPIW (W) 617-557-6611 (H) 617-328-4129
500A Falls Blvd. (F) 617-557-6671 kaw.lvs@mtabenefits.com
Quincy, MA 02169

Estelle T. Jeter (W) 617-557-6620 (H) 978-535-8858
6 Patricia Road (F) 617-557-6687 etj.kvs@mtabenefits.com
West Peabody, MA 01960 (C) 978-273-8873

Safety

Jennifer Macek, CPIW (H) 978-363-5446
2 Main Street maw@comcast.net
Groveland, MA 01834-1410 jmacek62@hotmail.com

CENTRAL MASSACHUSETTS INSURANCE PROFESSIONALS (CMIP)

Anne Casillo, CPCU, ARP, CPIW (W) (H) 508-832-3630
20 Olde Cart Road (F) acasillo@iso.com
Auburn, MA 01501

INSURANCE PROFESSIONALS OF BOSTON

Kathleen Hepburn (W) 617-421-0314
Marsh USA Inc. (F) 617-421-0344 Kathleen.L.Hepburn@marsh.com
200 Claredon Street
Boston, MA 02116-5093

MASSACHUSETTS COUNCIL OF NAIW STATE DIRECTOR

Glynnis A. Walbridge CISR, CPIW, DAE (W) 781-247-7899 Ext. 861 (H) 978-568-1349
17 Cedar Street (F) 781-444-0090 gwalbridge@rodmanins.com
Hudson, MA 01749-1725 (C) 978-828-5881 macouncilnaiw@gmail.com

REGION I VICE PRESIDENT

Elena Ifkovits, CISR, CPIW (W) 856-829-1594 Ext. 223
The Barclay Group (F) 856-864-0117 eifkovits@barclayinsurance.com
Garfield Avenue
Palmyra, NJ 08065

NAIW President

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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.

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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

NOVEMBER ASSOCIATION MEETING

November 10 & 11, 2006

Hampton Inn and White's Family Restaurant, Westport

Hosted by Bristol Chapter Chapter

FEBRUARY ASSOCIATION MEETING

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