

April 2007

Volume 4, Issue 4

# News from MAIW

## Association of Choice-Represented by Diversified Professionals

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The next Business Meeting of the Massachusetts Association of Insurance Women, Inc. will be held on Saturday, May 19, 2007 at the Holiday Inn, Boxboro, MA

**The meeting will be promptly at 11:15am.**

Note from the editor: If you view this newsletter electronically using Adobe there are hyperlinks on the right-hand side table of contents and throughout the article (to events and hotel information) for your convenience.

## PRESIDENT'S MESSAGE

I hope everyone is fairing well with the crazy weather New England has been experiencing this winter. The calendar says that it is the middle of April, yet the weather is colder now than it was in December.

It's hard to believe that almost 1 year ago I was preparing for my installation at the May Association Meeting in Plymouth. This year has flown by and as I prepare to turn the Presidency over to **Ingrid Brown**, I want to thank all the members of MAIW for all their hard work this past year at the Chapter and Association levels. We are all experiencing greater demands at work and with family while still being able to contribute valuable time and energy to your Association of Choice, MAIW.

I was honored to represent MAIW at the Region I Conference held at Mohegan Sun in Connecticut. The Hartford Association of Insurance Women hosted a wonderful conference. It was also an honor to meet NAIW International President Elect E. Faye Evans. Representing MAIW at the Region I Nominating Committee and presenting a \$250 scholarship to Patricia Egges at the Luncheon were also highlights of the event for me.

I was surprised that **Kimberly Moniz** was not the winner at the Region I Conference for Claims Professional of the Year, but to all of us, Kimberly, you are the winner of this award.

May 18<sup>th</sup> – 20<sup>th</sup> the Norfolk Chapter is hosting the May Association Meeting where Ingrid Brown and her board will be installed. The registration forms are provided in this issue of the News from MAIW. I would encourage ALL members of MAIW to attend for the education, fellowship and networking. The Norfolk Chapter has been working very hard making sure that this event will be one that you will not forget. At this meeting the members of Norfolk Chapter have made arrangements with the American Red Cross to conduct a Blood Drive. Please join me as there are always blood shortages.



Congratulations to **Cara Curtis** as Publisher/Editor of the News from MAIW for winning in Category D for the News from MAIW.

Congratulations also to **Barbara Medeiros** on being MAIW's Member of the Year 2006-2007.

I look forward to seeing you in May.

In fellowship,  
Susan Cohen CISR CPIW  
MAIW President

## DELEGATE'S REPORT- REGION 1

We arrived at Mohegan Sun in Connecticut on Sunday and attended the Region I welcome party. At the welcome party we gorged on deserts that were out of this world while learning how to play Black Jack and Craps. The dealers were very patient while teaching us novices how to play these games. It was very interesting to see those members who claim to have never gambled before rack up some very large stashes of chips.

Sunday evening I attended the two sessions of the Nominating Committee, where the interviews for Region I Vice President, Delegate to the National Nominating Committee and Alternate to the National Nominating Committee were conducted. Having never attended this before, I was so impressed by all nominees and by my fellow delegates.

Monday evening dinner began with the opening ceremonies followed by the Adoption of Credentials Report, the Adoption of Conference Standing Rules, the Adoption of Conference Program followed by Keynote Speaker, Ray Thomas, Former President Zurich Small Business who spoke about the State of the Insurance Industry, the Economic Impact and the Generation Train...

Tuesday began the CWC Competition. I must say that all the contestants were all amazing. It was disappointing that MAIW was not represented this year. The 2nd Session of the Business Meeting began with the Report of the Credentials Committee, the Report of the National Representative, The Report of Regional Bylaws and Standing Rules Committee, the Report of the Nominating Committee and the Report of the Recommendations Committee.

Elections were then held for the 2007-2008 term and the following members were elected:

<b>Region I Vice President</b>	Ruth E. Goodwin API CPIW DAE Green Mountain Assoc of Ins Women
<b>Delegate to National Nominating Committee</b>	Donna M Mescall, CPIW Insurance Women of the Main Line
<b>Alternate to National Nominating Committee</b>	Barbara Schwartz CIC CPIW Insurance Women of Monmouth County

After the elections were held the reconfirmation and acceptances of bids for future Region I conferences was held:

March 6-9, 2008 – hosted by 5 PA Associations – Harrisburg, York, Lancaster, South Central, Reading – to be held at the Best Western Eden Resort in Lancaster PA

2009 – hosted by Insurance Women of Buffalo

2010 – bid accepted from New Hampshire/Vermont Associations

2011 – bid accepted from 3 PA Associations – Main Line, Eastern Montgomery, Chester County

Following was the reconfirmations and acceptances of bids for future Mini-Boards.

2007 – New York City – July 27-29th

2008 - Insurance Women of Buffalo

2009 – NAIW Cumberland/Salem Counties

2010 – MAIW/CMIP (Massachusetts)

The following were the Region I Award Winners at the Recognition Luncheon on Tuesday

**Roberta L. White Membership Award**

1st Green Mountain Association of Insurance Women  
Runner Up (TIE) Insurance Professionals of Albany  
(TIE) South Central Insurance Association

**NAIW of Atlantic County Perpetual Attendance Award**

Insurance Professionals of Susquehanna Valley

**Barbara A. Barrett CPIW/M Award**

1st South Central Insurance Association  
Runner Up Green Mountain Association of Insurance Women

**Margaret M. Horvath Education Award**

1st Insurance Professionals of Susquehanna Valley  
Runner Up NAIW of Central Maine

**Association Legislative Award in Memory of Doris M. Smith**

1st Insurance Professionals of Susquehanna Valley  
Runner Up South Central Insurance Association

**Karolyn E. Frost Public Relations Award**

1st Insurance Professionals of Susquehanna Valley  
Runner Up Insurance Professionals of Lancaster County

**Lee Allen Traveling Safety Award**

1st South Central Insurance Association  
Runner Up (TIE) Insurance Professionals of Albany  
(TIE) NAIW of Southern NH/VT

**Dorothy F. Frye, CPIW Newsletter Award**

Category A Winner: NAIW of Southern New Hampshire/Vermont  
Runner Up: Insurance Association of Lehigh Valley

Category B	Winner: Insurance Professionals of Lancaster County Runner Up: Insurance Women of the Main Line
Category C	Winner: Insurance Professionals of Greater Harrisburg Runner Up: NAIW of Northern New Jersey
Category D	Winner: <b>Massachusetts Association of Insurance Women</b> Runner Up: Insurance Professionals of NW PA
OVERALL	Insurance Professionals of Greater Harrisburg

### **Mary Karatsanos Educational Achievement Award**

Brenda D. Miller CPCU, CCP, ARC, API, AIS, CPIW  
NAIW – Rhode Island

### **First Timers Award**

Category A	Insurance Professionals of Sussex County
Category B	NAIW Central Maine
Category C	Insurance Women of Mercer County
Category D	Insurance Women of Buffalo

### **Communicate with Confidence**

Winner	Ivana Bickham, CIC NAIW of Northern NJ
Runner Up	Jenna Boutin Insurance Professionals of Greater Portland

### **Claims Professional of the Year**

Marilyn Loos, AAI, AIC, CPCU, CPIW  
NAIW of Reading

### **Rookie of the Year**

Mindie Bittner, Esquire  
Insurance Women of the Main Line

### **Insurance Professional of the Year**

Ruth E. Goodwin, API, CPIW, DAE  
Green Mountain Association of Insurance Women

## **AAMGA Award**

Bonnie L. Adams, CPCU, AU, ARM, AIS, CPIW, DAE  
Insurance Women of Mercer County

Scholarships of \$500 and \$250 were then presented.

After an afternoon of leisure, meetings, and group pictures, we attended the banquet where none other than Matty B performed. He is just as charming as he was at Sturbridge and everyone had a great time.

Wednesday morning was the closing session of the business meetings followed by a Memorial Service and ending with the retirement of colors.

Yours in fellowship,  
Susan Cohen CISR CPIW  
MAIW President

## **PRESIDENT ELECT'S MESSAGE**

Happy Spring to all and I'm looking forward to seeing you at the May Association meeting. Please make an effort to come, at least to a part of the weekend, as the Norfolk Chapter has been hard at work to make this a special weekend. There will be educational opportunities, awards to be given, as well as relaxation and time to be together, so bring a First Timer along and introduce them to our wider membership. As most of us have found out, once you go to one Association meeting, you will be hooked!

Thank you to all who have stepped up to the plate and volunteered to help out in 2007-2008 – MAIW is truly OUR Association of choice, and together we can make a difference –

Yours in Fellowship,  
Ingrid C Brown  
President Elect





## NEWS FROM THE CHAPTERS

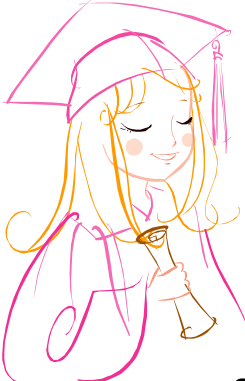
### News from the Bristol Chapter:

Congratulations! **Barbara Medeiros** and **Kim Moniz**! We are proud to have you both in our chapter. Barbara was recently nominated for Member of the Year and Kim was nominated for Claims Professional of the Year. Both of these women provide our chapter with so much support and we absolutely would be lost without them. Way to go!!

Bristol Chapter is looking forward to the May Association meeting in Boxborough, we have high hopes for this event to be well attended and what a great event to look forward to. All the recognition for chapter's accomplishments and the installation of the new boards will be well enjoyed.

We are planning our final two meetings for the year. I can't believe the year is already approaching the end. In May we will provide members with Auto Theft and Fraud hosted by Janice Long of Glass America. This will offer our members 2 CEU's and will be well attended.

Thank you Janice for all of your contributions this year and the year's to come.

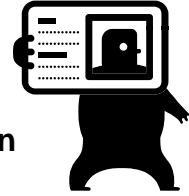


Our June meeting is a very special upcoming meeting, in this meeting we will install our new board and have the precious opportunity to reward three high school students with scholarships in the amount of \$500.00 each. We all look forward to this wonderful event.

Last but not least, we want to personally thank John Bachner of Enterprise. Enterprise and John have teamed up with Bristol Chapter and the Scholarship program and are providing our Chapter with \$100 each month for the next year to go towards our scholarships. We cannot thank John and all of our vendors for their support in MAIW; All of you share a big piece of our organization with all of your donations and help through out the years. Thank You!

## News from the Cape Cod Chapter:

We have a 2 CEU's Trust Seminar scheduled on 4-24-07 at the Cape Cod community College and the speaker will be Irene Morrill. On June 5th we have a 4 CEU's class scheduled for NAIW "Three Step to E & O Risk Management". We will be sponsoring a child ID kid program for the evening on May 11th, 2007 at the Cape Cod Mall with help by the local Barnstable Police. Our elections have been held and the 2007/2008 officers are as follows: **Martha Findlay**, Director, **Tracy Moore**, Asst Director, **Susan Monson**, Secretary and **Colleen Ormsby**, Treasurer.



## News from the Essex Chapter:

Our year is winding down and looking back the Essex Chapter was able to accomplish quite a bit. We had 2 seminars this year both earning 2 CEU credits for our members. The first was in September with Chris Berg from Glass America on "Vehicle Inspection for Insurers" and the second one was held in January with Irene Morrill from MAIA on "Condo Conundrums and Dilemmas", and "Independent Contractors, What's the Fuss?". Both were well attended and our members got a lot out of them.

Our speakers consisted of Joe Tragno and Anthony Silva from the MPIUA discussing what's new with the Mass Fair Plan; Frank Mancini, President and CEO of MAIA discussed the issues with Mass. Auto; Captain Rob Scanlan, CMS/MMS/ACMS from United States Master Marine Surveyor spoke on boat inspections and what to ask your clients; and Meike Olin from Marsh, USA talked about Risk Management. Unfortunately, we had to cancel our meeting in February due a snow storm and did not get to hear Donna McKenna from the Registry

Our charity contributions consisted of:

- **Estelle Jeter and Ingrid Brown** manning the phones at the Jerry Lewis Telethon for Muscular Dystrophy.
- **Donna Vallis**, a huge advocate for "Operation Troop Support" based in Danvers, collected donations (\$100) and items to be sent to our troops overseas. Donna also arranged for the organizers of Operation Troop Support, Dick & Christine Mooney, to come and talk to our members as to what is collected, who it goes to and how much it is all appreciated by the troops
- We've collected box tops and Campbell Soup labels for Boxtops 4 Education; which we donate to a local school
- Collected pull tabs for Shriner's Burn Center in Boston.
- Had the Marines at our Christmas Party to accept our collection for "Toys for Tots".
- We collected cell phones for HAWC (Help for Abused Women and Children), which were issued to women for use in case of emergency, plus we had a clothing collection for HAWC for their Re-Run Boutique, (a high-end second-hand boutique).



- Teddy bears and other stuffed animals were collected at that meeting and dropped off at Danvers Bank. The stuffed animals will be given to children who are put into foster care.
- We had a collection of prom gowns to be donated to Anton's Cleaners in conjunction with Jordan's Furniture. The gowns will be distributed to local teens that would be otherwise unable to purchase one.
- On April 21, we will host a bowl-a-thon. Proceeds will be donated to The New England Home for The Deaf where the building and its residents were devastated by the explosion of the CAI/Arnel Chemical Plant in Danvers on November 22, 2006

Through the efforts of **Peggy Shambarger** we are pleased that we have seen an increase in our membership numbers this year and our hats are off to Peggy for all of her hard work!

Our members also helped our at the MAIW booth at the MAIA Convention in November which also helped us obtain new members.

**Donna Vallis** and **Ingrid Brown** are hosting our NAIW Week breakfast on May 22, 2007. The speaker this year is Anne L. Collins, Registrar for the Massachusetts Registry of Motor Vehicles. The breakfast will be held at Spinelli's Rte 1 South, Lynnfield. There is easy access to and from 128. If you are interested in attending please see Ingrid Brown for more details at [icybee@verizon.net](mailto:icybee@verizon.net).

In addition to all of this, all of our chairpersons gave their reports at our meetings and kept us well informed on Safety issues, Government Affairs, Education, Publicity, and Public Affairs. I like to thank all of them and the board for the Essex Chapter for all of their hard work this past year and making our chapter a great success.

Respectively,

**Mary Sarsfield**, CIC, CPIW, Director of Essex Chapter &  
**Ramona Kowalsky**, CISR, CPIW, Assistant Director of Essex Chapter

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

Middlesex Chapter has elected the following as officers of 2007 -2008

**Mary C. Heasley**, CPCU as Director.  
**Luanna DiSerra** as Assistant Director  
**Jennifer L. Howes** as Secretary  
**Susan Koerber** as Treasurer

Congratulations!

Beverly Brazil  
Director Middlesex Chapter

### News from the Plymouth Chapter:

Plymouth Chapter has been very busy in 2007. In January our program was the seminar "3 A's of Customer Service," in February Tom Gann from National Flood was our speaker, in March our speaker was the president of a local heating company on home heating system safety and our April speaker was Dan Foley from MAIA. We'll be choosing two scholarship winners this month and continue to make donations to the local homeless center and women's center. We had a used book sale as a fund raiser, which was very popular. Our membership is growing and we're very excited that some of our newer members will be on the Board for Plymouth for 2007-08. Our final meeting for the year will be the installation of officers in May.

The Plymouth Chapter wishes **Carol and Mike Colton** our very best on their New Life Adventure in Maine.

Lisa O'Connell  
Director Plymouth Chapter, MAIW

### News from the South Middlesex Chapter:

As this is my last article as Director of the South Middlesex Chapter, I would like to take this opportunity to thank my chapter for their support. I was fortunate to have a board that supported our programs and an Assistant Director who always picked up whatever pieces need to be added to the puzzle. **JoAnn**, I know you will be a great Director, our chapter is lucky to have you. Thank you South Middlesex Chapter you made the position of Director an enriching experience for me.

Now for the news. . We had a joint meeting with the Worcester Chapter. Our guest speaker, Dawn Piccirilli, an Attorney from Boyle, Morrisey & Campo gave us an overview of the Massachusetts Court System with a discussion on contractual issues and how they affect Insurance Agents. In May we will have Paula Fleming, VP of Public Relations from the Better Business Bureau talk to us about Identity Theft. Our June meeting will be a 2 CE class on Vehicle Inspection with Bob Crown from Glass America.



We continue to collection non-perishable food items to donate to the local food pantry.

We are gearing up for the November Association Meeting which the South Middlesex Chapter is hosting on November 2nd & 3rd 2007 at the Best Western Royal Plaza Hotel in Marlborough MA.

Yours in fellowship,  
Harriet Butler  
Director  
South Middlesex Chapter

### News from the Worcester Chapter:

Fellowship. That's the word that keeps coming to mind and sticking in my head when I think of MAIW, my Association of Choice. As the end of my second year as Director comes to an end, I would like to thank all of my Board members, committee chairs and dedicated members for their fellowship. Our chapter has truly grown to be a diversified group of insurance professionals. While work and family stress has increased and threatened our volunteerism, dedication and commitment it was no match for the fellowship of our Chapter. I am pleased that the Nominating Committee has put together a full slate of officers for the chapter's next term. I look forward to the chapter selecting our 2<sup>nd</sup> annual scholarship award winner at this month's meeting and for the Installation of Officers at the May meeting.



The members of Worcester Chapter would like to send well wishes to **Mary Renault** and **Lynn Foster** and congratulations to **Cara Curtis** for being elected as Vice President of MAIW for the 2007 – 2008 term. Good Luck to the officers next year.

In Fellowship,  
Cara Curtis, CPIW  
Director Worcester Chapter

# **MAY ASSOCIATION MEETING ANNOUNCEMENT & REGISTRATION**

## **PLANTING THE SEEDS FOR SUCCESS**

May MAIW Association Meeting  
Sponsored by MAIW Norfolk Chapter

May 18<sup>th</sup> 2007 – May 20<sup>th</sup> 2007



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 27<sup>th</sup> 2007  
Blood Drive on Saturday May 19<sup>th</sup> 2007

\*\*\*\* As of February, only King Rooms were still available. If you have a King and would like 2 Doubles, or vice versa- please email [wcmair@gmail.com](mailto:wcmair@gmail.com) and I will attempt to match you up with someone to swap rooms with. ~ Cara

May Association Meeting  
May 19<sup>th</sup>, 19<sup>th</sup> and 20<sup>th</sup>  
Holiday Inn – Boxboro  
Hosted by Norfolk Chapter

Boxboro Holiday Inn, 242 Adams Place, Boxboro, MA 01719  
978-263-8701



**NATIONAL ASSOCIATION OF INSURANCE WOMEN WEEK  
BREAKFAST**

*Hosted by the ESSEX CHAPTER - MAIW, INC.*

**When: Tuesday, May 22, 2007**

*Where: Spinelli's, Route 1 South, Lynnfield*

**Time: 7:30 am – 9:00 am**

**Price: \$25.00 Breakfast Buffet**



*Guest Speaker: Anne L. Collins, Registrar for the  
Massachusetts Registry of Motor Vehicles*

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*Please send reservations to:*

<i>Donna M. Vallis</i>	<i>Or</i>	<i>Ingrid Brown</i>
<i>701 Foxwood Circle, W. Peabody, MA 01960</i>		<i>11 Granite Street, Rockport, MA 01966-1420</i>
<i>(P) 978-740-4014</i>		<i>(P) 978-546-3601</i>
<i>(F) 978-745-9557</i>		<i>icybee@verizon.net</i>
<a href="mailto:dvallis@walshinsurance.com"><i>dvallis@walshinsurance.com</i></a>		

*Name of Agency/Company* \_\_\_\_\_  
*Members and Guests*

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

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*Please make checks payable to MAIW, Inc. Essex Chapter. Please send reservations to the hostess by May 14, 2007*

**MAIW, Inc.**

4 Enterprise Road  
Suite 122  
South Dennis, MA 02660

PHONE:  
(781-247-7800)

E-MAIL:  
[SCohen@rodmanins.com](mailto:SCohen@rodmanins.com)

**We're on the Web!**

*See us at:*

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

## UPCOMING EVENTS

### **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

### **NOVEMBER ASSOCIATION MEETING**

November 2 -3 2007  
Best Western Royal Plaza Hotel  
Hosted by South Middlesex Chapter