

News From MAIW

2012 Fall Issue

Message From the President

The MAIW Fall season has started, and all Chapters are having monthly meetings. As President, I plan to visit all 8 Chapters by Spring. I have already installed the officers of Middlesex Chapter and Bristol Chapter, and I plan to attend the Cape Cod Chapter meeting in October. Please, all Chapters, keep the meetings and education and fellowship going, and keep me informed as to what is going on in your Chapter! Chapter events are listed on the MAIW website – members might want to consider visiting another Chapter if the meeting topic is of interest to you.

I hope to see many members at the State Council meeting in Marlborough on October 12-13 and the Association meeting in Milford on November 16-17. Registration forms for both are on the MAIW website and in this issue of The News From MAIW. There are many issues to discuss concerning MAIW's relationship to IAIP, and these meetings will provide an opportunity for all members to be heard. Any changes will affect YOU, so please plan to attend one or both of these meetings.

Don't forget The Big Event November 8-11. We will be looking for volunteers to work in the MAIW booth on Friday and Saturday. Looking ahead to 2013 – please plan to attend the Region I meeting hosted by MAIW in April. Please consider helping out now as we work to make this a memorable event for all who will attend! Contact Beatrice Grant to volunteer or for more information.

This is your Association, and I am your voice in expressing the Association's concerns and opinions at the Regional and National level. Please feel free to contact me to express your needs and desires regarding the future of MAIW. You can reach me at loramaiw@southeasternins.com.

Enjoy the wonderful Fall weather!

Yours in Fellowship,

Lora H Lowe, CRM, CIC CISR, CIIP
 MAIW President 2011-2013
loramaiw@southeasternins.com

Chapter News

Bristol Chapter

Greetings from the Bristol Chapter! Signs of fall are upon us and that time of the year for apple pies and pumpkin pies. The Bristol Chapter held its first meeting on September 12th at Whites Restaurant of Westport, Mass. We are so lucky to have our President Laura H. Lowe, CRM, CIC, CISR, CIIP attend our meeting for the installation of officers.

Inside This Issue

- 1 Message from the President
- 1 Chapter News
- 6 Important Notice
- 7 State Council News
- 10 Region I News
- 10 IAIP International News
- 13 November Board Meeting Notice
- 14 November Assn. Mtg. Registration Packet
- 17 BIG Event – Volunteers Needed
- 18 MA Conference for Women
- 19 SAVE THE DATE! – February Assn. Mtg.
- 20 Norfolk Chapter & Uno's
- 21 South Middlesex Annual Fashion Show
- 22 Are You LinkedIn?
- 23 Upcoming Events & More
- 24 Safety News - Recalls
- 25 Flu Season Tips
- 26 MAIW Email Directory



2012/2013
Bringing Out The Best In You.

Chapter News - Continued



On October 10th we will be offering a two credit continuing class at our monthly meeting held at Whites of Westport. We will have Douglas Platt, who is flood operations territory manager of New England and state of New York from Selective presenting a class on Flood. We invite everyone to attend the meeting as it is a great opportunity to get CE credit and network at the same time.

On Wednesday, November 14th Jim Stevens with Gifts to Give will be our guest speaker at our monthly meeting. Jim will speak on the organization and how our members can assist and come together to help make a difference for our needed children in the community. This year each agency members will donate a liquor basket for our annual Scholarship fundraiser to be raffled at our December meeting. Last year we raised \$843.00 just from the liquor baskets. Tickets will be available soon for the raffle in December.

And finally, we are extremely happy that this year we will be partnering with New Bedford Vocational High School for Kid's ID day during Breakfast with Santa on December 16th at Whites Restaurant of Westport. Students and authorized law enforcement will offer digital eye scanning. We are happy to offer this service for parents. Also, we are grateful that Kim Talley with J.N. Phillips and Eric Rando with Enterprise Rent a Car agreed to let us join them during this event.

In Fellowship,
Zee Noia – Bristol Chapter Director

Cape Cod Chapter

Fall Greeting from Cape Cod!

Cape Code Chapter is off and running with a wonderful first meeting on Tuesday, September 11, 2012 at Riverway Lobster House in Yarmouth, MA with 34 in attendance.

Chapter News - Continued

Our guest speaker was Frances A. Mancini, Esq., President & CEO of MAIA who presented Consumer Agent Portal (Project CAP) which is National Associations efforts to assist agencies to end the digital marketing age.

Our first community involvement will be a "Back to School" donation of notebooks, pencils, pens rulers which will be donated to Independence House in Hyannis which is a comprehensive community-based resource on Cape Cod providing confidential services for survivors of sexualized and domestic abuse.

Our Safety topic for the month was "Driving Safety Tips" with tips to avoid accidents and steps to follow in the event of an accident.

Cape Cod Chapter has amazing support from our vendors ServPro of Mid and Outer Cape, Service Master Plymouth, JN Phillips and Whelan Restoration who have all offered to sponsor a new member for 2012-2013.

Our October meeting will be held at The Terrace Room at Hyannis Golf Club in October 9, 2012.

Our guest speaker is MPIUA Joe Tragno and Anthony Silva to bring Cape agents up to date on what is happening at the Fair Plan.

Our Community involvement for October will be breast cancer awareness. Our vendor ServPro of Mid and Outer Cape, Lisa Balcom & Sue Cheetham will be decorating the tables in support of Breast Cancer Awareness Month. Thank you Lisa and Sue!

We are pleased to have Robert Desaulniers, CPCU, CFM, ANFI, AAI, Manager Region 1 for NFIP (National Flood Insurance Program) to discuss the NFIP reform bill, grandfathering and map changes.

Our community involvement will be "Spirit of Giving" food drive.

Our December 11, 2012 meeting will be a holiday with the opportunity for a night of fellowship.

We look forward to an exciting year!

In fellowship,

Carol M Closson - Cape Cod Chapter Director

Essex Chapter

It has been a good start to the 2012 – 2013 year for the Essex Chapter. Lisa Rancourt came to speak at the first meeting held September 12th. This was a membership drive, as well as the kick off to our new year. Lisa spoke to us about the benefits of belonging to IAIP and MAIW. This was very informative, not only for the guests in the room but also for the longtime members that may not have been aware of everything that IAIP and MAIW have to offer to members.

Welcome to Adrienne Spear from EA Stevens in Middleton. She submitted her application for membership at the meeting. In addition, two other guests took applications with them with plans to apply for membership soon. This month we also had two non-renewals send in their renewals for 2012-2013. Our membership chair Estelle Jeter, has been busy sending meeting notices along with the benefits of membership in MAIW to Essex area agencies & companies from the Brokers List. We are already seeing very good results from her efforts. We are very optimistic about the growth of our chapter.

*Community
Involvement will be
"Spirit of Giving" food
drive*

Chapter News - Continued

Essex Chapter has various fundraisers scheduled throughout the year to benefit the Ruth Roberts' Scholarship Fund. We are currently selling raffle tickets for a \$50 Grocery Store Gift Card. The tickets are a \$1 each or 6 for \$5. The drawing will be held at our November meeting. In addition to the fundraisers for the scholarship fund, we will also participate in other charitable events. Some of our members plan to walk with team MAIW in the Breast Cancer Walk being held in October. We will also be collecting pajamas for the PJ for Kids Drive by ServiceMaster. Our chapter will continue to support the Marine Corps League by participating in the Toys for Tots Drive. We are always accepting can pop tops for the Shriners.

Our first CEU class of the year will be held November 14th at the Holiday Inn, Route 1, Peabody. A 2 CEU class on Workers Compensation will be given by Kathy Beckwith, CPIW.

I look forward to seeing you all at the November Association meeting with more updates from the Essex Chapter.

In Fellowship,
Andrea McInnis – Essex Chapter Director

Middlesex Chapter

Look for our news in the next issue of The News From MAIW.

In Fellowship,
Susan Gath Koerber – Middlesex Chapter Director

Norfolk Chapter

Greetings from the Norfolk Chapter.

I hope you are all enjoying the beautiful weather.

We have wrapped up our 2011-2012 year. We concluded it with our 5th annual boss appreciation, installation of officers, and silent auction night. Congratulations to Wayne Tauber from Wayne A Tauber Insurance on receiving our 2011-2012 boss of the year award.

We also gave away our Barbara Dickson-Calos \$500 scholarship with Barbara's family in attendance to one well deserving winner.

Adrienne Coe was there to do our installation of officers ceremony - Thank you Adrienne. Our 2012/2013 Officers are Director Kelly Tauber, Assistant Director Mary Steeb, Secretary Kimberly Woo and Treasurer Kristin Camarra.

Norfolk chapters very own Carolyn Jenkins was MAIW Member of the year. Congratulations Carolyn.

Looking ahead to our 2012-2013 year we have several classes lined up. In September Safelite glass will be sponsoring a CE class on fraud. In October, Glynnis Walbridge will be teaching a class and the topic is TBD. Then in November Terrie O'Toole from Glass America will be teaching a class on social media marketing.

2 CE WC class being offered in November

Chapter News - Continued

We look forward to working more in the community and continue to support the Mansfield food pantry as well as Brockton Family and Community Resources.

I look forward to the upcoming year and working with my fellow Norfolk Chapter members on another successful year.

In fellowship,
Kelly Tauber - Norfolk Chapter Director

Plymouth Chapter

Hope everyone is enjoying their summer thus far as it is coming to an end.

The Plymouth Chapter is happy to announce that we have a full board and we have filled most of our chairs. We have had our summer board meeting and many great ideas were given.

The scheduled fundraisers include such things as sales of ornament auctions and plant auction.

Our scheduled guest speakers will include Fred Abraham from Protection One Alarm, Donna McKenna. We are also doing an I CAN series being presented by Monique Duquette, we are working on a CE class.

Plymouth Chapter dinner meetings are held the 2nd Wednesday of the Month at Ernie's Restaurant in Plymouth.

We are continuing to collect donation items (anything from food to clothing) for our local homeless shelter.

In Fellowship
Patty Tome, CISR, CPIW – Plymouth Chapter Director

South Middlesex Chapter

We started the year off with an "I Can" class on Drive Other Car, given by Arlene Room. We discussed our upcoming Fashion Show, which will be held on October 26, 2012 at the Hudson Elks, which supports our 2013 Scholarship.

During October Laurie Santarpio and Arlene Room together with the local fire department will be visiting a local nursery school where they present "Learn Not To Burn", which they have been doing for the past few years. It is very well received by the children, parents and teachers at the school.

We are planning Continuing Education Classes for future meetings with Safelite Glass and Glass America. Our holiday meeting is scheduled for the Wayside Inn in Sudbury MA on December 3, 2012. The inn offers a wonderful holiday spirit with its Christmas décor and warm fireplaces. We will be collecting toys for tots as we do each year.

We continue to plan for the May Association Meeting, which is being held at the Holiday Inn in Boxborough May 17 – 19, 2012. Additional information will be available at the November Association Meeting.

Yours in Fellowship
JoAnn Anderson – South Middlesex Chapter Co-Director
Harriet Butler - South Middlesex Chapter Co- Director

*Look for the flyer on
the Fashion Show in
this issue of the
newsletter*

IMPORTANT NOTICE

Proposed MAIW Bylaws Amendment and Motion to Reject Required Name Change

At the February Business Meeting, we almost did not meet the minimum requirement for a quorum. The Bylaws Committee was asked to review our Bylaws and as a result, the committee agreed that an amendment is necessary to ensure we have a quorum at our meetings.

The following motion will be presented to membership at the November Association Business Meeting:

Motion: Madame President, on behalf of the Bylaws Committee, I move that Section 5. under Article VI - Meetings, which reads:

Section 5

Thirty four (34) members in good standing shall constitute a quorum at any regular or special meeting.

be amended to read:

Section 5

10% of the current membership in good standing shall constitute a quorum at any regular or special meeting.

Reason:

Our membership has steadily decreased over the past few years and so has attendance to our Association meetings. As a result, having a set number will result in occasions when we will not have a quorum and will be unable to conduct the business of the Association. This change will prevent that from occurring.

Following is one of the motions approved by the IAIP Board of Directors and included under the June Board Summary:

Motion #8 – Amend Comprehensive Manual

Chapter 9 – Policy

To be added:

Policy 1.B.20

The names of every Local Association and Region of the International Association of Insurance Professionals will be non-gender specific.

Effective Immediately but not later than July 1, 2013

Reason: To maintain consistency, throughout all entities of the association, of our new “dba”, logo, and tagline. NOTE: This policy can be met by the addition of a “dba - doingbusinessas”.

At the November Association Meeting, the following motion will be presented:

Motion: Madame President, I move that we refuse to adopt IAIP changes a.k.a. motion #8, amend comprehensive manual, and retain our name, MAIW, Inc.

MASSACHUSETTS COUNCIL OF NAIW ANNUAL MEETING

OCTOBER 12-13, 2012

COURTYARD BY MARRIOTT

MARLBOROUGH, MA

Please join us for the Annual MA Council Meeting to be held at the Courtyard by Marriott in Marlborough, MA. The hotel is just off Route 495 at Route 20. It is near The Solomon Pond Mall for those who wish to get in some shopping on Saturday afternoon!

This is also a great opportunity to network with your fellow members from Massachusetts and some of the other States in Region 1 on Friday night and Saturday.

For those of you who have not met the Region 1 RVP, Laurel Wentworth Roach, this is a perfect opportunity! With so many changes being proposed and enacted by IAIP, Laurel has kindly offered to spend time on Saturday morning discussing the proposed changes and how it affects IAIP, the Massachusetts Council, MAIW, and the Members-at-Large. This is a great chance to have your questions answered and be better prepared to speak to your Association and Chapter members.

At this point, I have not heard from any member requesting to participate in the CWC speak off. If anyone is interested, please contact me prior to September 14, 2012 so that it can be worked into our Saturday agenda.

I look forward to seeing many of you at this meeting. The Agenda and Registration Form are attached. Please feel free to contact me with any questions.

Lisa Rancourt, AAI, AIS, CPIW
MA Council Director 2012-2013
Cell Phone 508-494-2402

Email: lisa.rancourt@gmail.com

MASSACHUSETTS COUNCIL OF NAIW, INC ANNUAL STATE DAY OCTOBER 12-13, 2012

The Marlborough Courtyard by Marriott
75 Felton Street
Marlborough, MA 01752
508-480-0015

AGENDA

Friday, October 12th

Hospitality Suite Open 7:00 PM
Join the Council Director for Networking

Saturday, October 13th

Hot Breakfast Buffet 8:00 AM – 9:00 AM
Registration and Credentials open 8:00 AM – 10:15 AM
IAIP Updates/Changes 9:00 AM – 10:15 AM
RVP Laurel Wentworth-Roach
Council Meeting 10:30 AM – 11:45 AM
Luncheon 12:00 PM – 1:00PM

MASSACHUSETTS COUNCIL OF NAIW, INC ANNUAL STATE DAY OCTOBER 12-13, 2012

The Marlborough Courtyard by Marriott
75 Felton Street
Marlborough, MA 01752
508-480-0015

Guaranteed room rate for Friday night, October 12th is \$114. Please contact Hotel directly prior to 9/12/12 and mention *MA Council of NAIW* for the discounted rate. Reservation phone number is 508-480-0015.

REGISTRATION INFORMATION

Name &
Designations: _____

Association: _____

Agency/Company: _____

E-mail: _____

Saturday Hot Breakfast Buffet Yes _____ No _____ \$22.00

Saturday Luncheon Yes _____ No _____ \$30.00

OR

SAVE BY REGISTERING FOR THE FULL DAY!

Full Registration – includes Breakfast and Lunch \$50.00

Total Enclosed \$ _____

Please send registration and check payable to MA Council of NAIW
to:

Lisa Rancourt
25 Maple Ave.

South Grafton, MA 01560

Phone (508) 494-2402

E-mail: lisa.rancourt@gmail.com

REGISTRATION DEADLINE IS SEPTEMBER 28, 2012

IAIP Region I News

Welcome to IAIP 2012-2013 year. I hope you all had a great summer it sure does fly by.

As promised, I have attached the notes from the round tables at Region 1 mini-boards. I would like to thank all that attended the mini-board this year. I hope you found it useful.

Connections newsletter will be available on the first Friday of each month on our web site at www.internationalinsuranceprofessionals.org under for member's only publications. The newsletter will be where webinars will be announced. Please be sure to get connected with ours newsletter online.

Are you looking for something to do this Labor Day weekend? IAIP is looking for video testimonials by September 5, 2013. Get creative and send those videos into marketing@iaip-ins.org!

FREE! Yes, that is right I said the word **FREE!** Now that I have your attention, did you know that under I Connect it was announced that the association now offers a few website builder and hosting services for all member association levels. In additional if you already own an association domain name; you can still use that domain name for your website so there would be no need to reprint business cards and flyers.

You can find the I Connect by scrolling down to the bottom of our home page and it is on the right-hand side of the page and just click on it! I was impressed with the information on here. Great job IAIP!

There will be another board meeting on September 19 and the board topics will be due on September 5. If you have any topics you would like to submit, please let me know.

Board topics from the August 18 meeting will be out in the next several days. Be sure to keep an eye out for them.

Please remember if I can help you with anything, please let me know

Laurel Wentworth-Roach
Region I Vice President
laurel.wentworth@darlings.com.

IAIP International News

Board Summaries
International Association of Insurance Professionals
Motions presented at the August Board Meeting held August 17/18, 2012

Motions approved by the board:

1. Reinstate Article 4, Section 3 of the International Bylaws.

Section 3. State, Provincial, Commonwealth and Territorial Councils. Each state, province, commonwealth and territory within a region may constitute a council, under the guidance of a council director. Each council may determine for itself the need or desire for such a structure within the council.

Reason: Because the members feel that serving on a Council level adds to leadership development and many members cannot afford to attend a regional conference nor international convention.

IAIP International News Continued

Discussion: The above bylaws state that each state, province commonwealth and territory with a territory **may** have a council and that each council **may** determine if the need or desire is there. CWC or any type of awards will not be recognized at this level. If a state chooses to have a Council it will have to fund the activities of that council. Scheduling of Council Meetings may not be in conflict with Fall Regional Conferences nor with June International Convention.

2) To accept the Certified Management Accountant (CMA) designation as a CPIW/M CIIP, DAE Qualifier

Reason: It meets the requirements set forth in the guidelines

3) To accept the Certified Marine Insurance Professional (CMIP) as a CPIW/M CIIP , DAE Qualifier

Reason: It meets the requirements set forth in the guidelines

Motions defeated by the board

1) Amend Article XV Section 1-B – BOD cannot change any Bylaws without members vote

Reason: To restore trust in the IAIP BOD and give members a choice.

Discussion: Time is better spent at the Regional and International meetings on educational and leadership classes than voting on bylaw changes and corrections.

2) Change BOD meetings to open meetings that all members can attend.

Reason: transparency

Discussion: Board summaries are posted for the membership to review. If meetings were open to the 6,500 members business could not be conducted in a timely manner.

3) Non-Gender Name by July 2013

Reason: Members do not want to be forced to change the names

Discussion: Due to our branding we need to be consistence on how we market IAIP

4) Rescind June 2012 Motion #5 and reinstate Delegate voting at meetings

Reason: if we take away the delegates there will be a decrease in attendance at the international convention

Discussion: This will be voted on at each of the regional meetings. If the majority of the regions pass this motion then it would come to the international floor for a vote. If it does not get a majority of the votes then the motion will die.

5) Regarding International Nominating Committee - Rescind Motion and reinstate one delegate one alternate per region.

Reason: Every region has a vote.

Discussion: The BOD felt that the time of the 18 members could be better spent than tied up in meetings for a day. Each person now has the opportunity to submit an application along with a willingness to serve form. The BOD will review each of the applications and vote on 3 members to interview the Secretary candidate(s). However members can ask questions of the candidate(s) and make informed decisions.

6) Regional Vice-President is required to attend one council meeting for each state per 2-year term provided that the host associations invites and provides the RVP with complimentary registration, room and meals and reimburses the RVP for travel expenses.

Reason: To meet RVP, a member of the BOD

Discussion: It is encouraged that the host association budgets travel funds for the Regional Vice Presidents travel, however we cannot mandate it as not all councils or host associations can afford the expenditures.

IAIP International News Continued

Motions presented at the September Board Meeting held September 9, 2012

Motions approved by the Board:

1) Amend Article III (Members), Section 3. Dues. D. Dues Payment of the International Bylaws to read as follows:

Section 3. Dues. D. Dues Payment. Members shall pay dues directly to IAIP Corporate Centre.

Reason: To provide for a more efficient process, reduce work for member volunteers.

Discussion: This process will improve cash flow, consistency and efficiency of processing and greater member retention. Because dues will be processed in a more timely fashion, the likelihood of a member's membership lapsing is less likely. This will remove the burden from local associations and streamline the process that IAIP Corporate has automated.

Motions defeated by the board:

Amend Chapter 8 Planning meetings, seminars and workshops of the Comprehensive Manual; Regional Conference (8-18) to read as follows:

The Regional Conferences are to be held between September 1 and December 1 each year OR in conjunction and on site with the International Convention.

IAIP International Convention

Make plans now to attend the 72nd Annual Convention

June 5-8, 2013

Caribe Royale – Orlando, FL

More details to come in the next issue of The News From MAIW

MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.**November 16, 2012 MAIW Board Meeting**

TO: MAIW Officers
Chapter Directors
Chapter Assistant Directors
Association Committee Chairmen and Members

FROM: Lora Lowe
MAIW President

The next Board Meeting of the Massachusetts Association of Insurance Women, Inc., will be held on Friday, November 16, 2012 at the Doubletree by Hilton Milford in Milford, MA. **THE MEETING WILL BEGIN PROMPTLY AT 7:15 PM.** If you plan to pass out information, please be early so as not to delay the start of the meeting. Reports should be submitted in duplicate - one for the Secretary and one for the President. Ideally, please email a copy to both Ami Drew and myself by Thursday at 3pm. Dress for this meeting will be business casual.

It will be assumed you will be attending the meeting and giving a report, unless you advise me otherwise. If you will not be attending, please forward your report to me and Bea so that Kristin can read it.

Please forward any motions or items you wish to have added to the agenda no later than Tuesday, November 6th.

I look forward to seeing everyone in Milton.



www.maiw.org

~Empowering Members with Educational Opportunities~

**NOVEMBER 2012
MA ASSOCIATION of INSURANCE WOMEN
MEETING**

HOSTED BY Kristin, Kelly, Adrienne & Cara with the support
of MAIW, Inc. and Berkshire Chapter

NOVEMBER 16 & 17, 2012

Doubletree by Hilton- Milford
11 Beaver St
Milford, MA 01757

MAIW room rate for the Doubletree by Hilton is \$119
Please mention the MAIW rate when calling
(508) 478-7010 or booking online

Deadline for room reservations: October 16, 2012



**Many motions will be discussed during Saturday's
business meeting and will require YOUR vote! All**

members of MAIW should plan on attending and having their voices heard!

Schedule of Events

Friday, November 16th

| | |
|---|--------------------|
| Education: | 1:00 pm – 5:00 pm |
| <i>Customer Service - Balancing Feelings & Facts (Part 1)</i> | |
| Registration | 5:00 pm – 7:00 pm |
| Board Meeting | 7:15 pm |
| Hospitality | 7:00 pm – 11:00 pm |

Saturday, November 17th

| | |
|---|-----------------------------|
| Registration | 8:00am – 11:00am |
| Breakfast | 8:00 am – 9:00 am |
| Directors/Assistant Directors Meeting | 8:15 am (subject to change) |
| First Timers Meeting | 8:15 am (subject to change) |
| Education Seminar | 9:00 am – 11:00 am |
| <i>Customer Service - Balancing Feelings & Facts (Part 2)</i> | |
| Business Meeting | 11:15 am – 12:45 pm |
| Luncheon | 1:00 pm – 2:30 pm |

Education

Customer Service - Balancing Feelings & Facts is a CIIP/CPIW/CPIM and DAE qualifier. This program uses exercises and role-plays to discuss excellent customer service practices and the importance of customer service. It also delves into why preparation and individual commitment are important, how to deal with customers' feelings as well as the facts, conducting effective, efficient customer interactions, and how to successfully handle angry, irate, and irrational customers.

Menu SATURDAY BREAKFAST: *Bountiful Breakfast Buffet*

Assorted Chilled Juices & Sliced Fresh Seasonal Fruit Display
 Fluffy Scrambled Eggs & Thick Sliced French Toast with Maple Syrup
 Crisp Bacon Strips and Sausage Patties, Home Fried Potatoes
 Assortment of Muffins, Croissants and Cinnamon Rolls with Butter, Preserves and Marmalade
 Freshly Brewed Regular and Decaffeinated Coffee and Teas

SATURDAY LUNCHEON: *Gourmet Sandwich Board*

Tossed Garden Salad with Assorted Dressings
 Mediterranean Pasta Salad with Olives, Tomatoes and Gorgonzola
 Chicken Caprese on Ciabatta with Buffalo Mozzarella, Tomato and Pesto
 Sliced Roast Beef and Herbed Boursin Spread on French Roll
 Roast Turkey and Swiss Cheese with Cranberry Mayonnaise on Croissant
 Cape Cod Potato Chips
 Assorted Mini Pastries and Petit Fours

Dress Code

All meetings and meals are business casual

REGISTRATION FORM

NAME: _____

PHONE: _____

EMAIL: _____

Will this be your first MAIW Association Meeting? Yes ___ No ___
If yes, please plan on attending the First Timers Meeting Saturday Morning

Are you a past National, Regional or State Officer? Yes ___ No ___
If yes, please indicate position held and year _____

Will you need a name tag for this meeting? Yes ___ No ___

Do you have any dietary restrictions? Yes ___ No ___

Attending?

Friday

Education Seminar Yes ___ No ___
Board Meeting Yes ___ No ___
Hospitality Yes ___ No ___

Saturday

Breakfast Yes ___ No ___
Education Seminar Yes ___ No ___
Luncheon Yes ___ No ___

Fees:

Breakfast: \$25

Lunch: \$30

Seminars: \$ 30 charge for IAIP Members (books/materials fee)
\$60 Non-Members

--OR --

**Full Registration: \$80 IAIP Member (SAVE \$5)
\$115 Non-IAIP Members**

**Registrations MUST be received by: Tuesday October 23, 2012
(this will allow us time to order the Education materials)**

Please make your check payable to: **MAIW, Inc** & mail with your registration form to:
Cara L. Curtis 1050 Druid Ave Apt #304 Charlottesville, VA 22902

Questions? Call Cara at 617-816-8905 or email wcmair@gmail.com



CALLING ALL VOLUNTEERS!!!!

MAIW needs you!!!

On Friday November 9th and Saturday November 10th we will have a booth at the **MAIA Big Event!** The best thing is, if you volunteer with us, you can attend the trade show for free!!! If you want to attend the Conference, MAIA is making it available to the vendors for \$160/pp. This will allow you to attend the entire conference!

MAIW is looking for volunteers to work the booth both Friday and Saturday. We typically will have you work a one or two hour time slot and then you are free to attend the rest of the trade show at your leisure.

Times of the trade show are:

Friday November 9th 10am – 1 pm & 2:30pm – 4pm

Saturday November 10th 10am – 2 pm

Please e-mail Glynnis Walbridge at glynnis.walbridge@gmail.com with the day and time slot you would like to volunteer, no later than October 11, 2012. We will have a giveaway (only non-MAIW members may enter) and information about MAIW and the 2013 Region I Conference! Look forward to hearing from you!!

Page for MA Conference



MASSACHUSETTS ASSOCIATION OF INSURANCE WOMEN, INC.



SAVE THE DATE!

FEBRUARY ASSOCIATION MEETING

FEBRUARY 8, 2013 – FEBRUARY 9, 2013

**HOSTED BY
MAIW BRISTOL CHAPTER**

**CE CLASSES
NETWORKING OPPORTUNITIES**



**PLEASE HELP SUPPORT
MAIW Norfolk Chapter
AT
UNO CHICAGO GRILL
AT
THE WRENTHAM OUTLETS**

(1048 South St Wrentham MA 02093 508-384-3129)

THURSDAY OCTOBER 25, 2012

* Anytime from 11:00AM to 11:00PM

Uno's will donate up to 20% of your check (Dine in or take out) to
MAIW NORFOLK CHAPTER

Don't forget to show your supporter ticket to your server.

If you would like a free supporter ticket

Please contact

Kelly Tauber

Kellyt36@aol.com

508-733-4944



MAIW South Middlesex Chapter 2nd Annual Fashion Show



Fashions by
chico's

Date: Friday October 26, 2012
Place: Hudson Elks
91 Park Street
Hudson, MA 01749

6:00 pm Refreshments
7:00 Fashion Show

Tickets \$20.00

All Proceeds support our 2013 Scholarship Fund

Contact:
JoAnn Anderson (Wayside Insurance)
508 877-5010
Or email
janderson@waysideinsurance.com
hbutler@rltenantins.com

Are you LinkedIn??????



Greetings to my fellow MAIW members. I just wanted let you know that LinkedIn is a great way for you be seen by those in the insurance industry. There is plenty of discussion about insurance topics on the site as well. It's a great way for you to connect with your underwriters, agents, marketing, vendors and clients!!!! Use this valuable resource as your professional nucleus. MAIW is in the process of setting up its LinkedIn, but we do have a LinkedIn for our Region I Conference: http://www.linkedin.com/groups/IAP-Region-I-Conference-2013-4393784?gid=4393784&trk=hb_side_g

Look forward to seeing you on LinkedIn! Feel free to "connect" with me! The more you connect, the more you are LinkedIn!

In Fellowship,

Glynnis Walbridge, CPIW
2013 Region I Conference Co-Chair &
MAIW Association Education Chairman

Upcoming Events

October 13, 2012 – MA State Council Meeting

October 14, 2012 - Making Strides Against Breast Cancer Walk

October 26, 2012 – MAIW South Middlesex Chapter Second Annual Fashion Show

November 2-3, 2012 – MAIA Big Event

November 16-17, 2012 – November Association Meeting

December 6, 2012 – MA Conference for Women

February 8-9, 2013 – February Association Meeting

April 4 to April 7, 2013– Region I Conference hosted by MAIW

News You Should Know

The husband of Ginny Eldrige, Plymouth Chapter has been in the hospital for a month and is very ill. Please keep Ginny and her family in your thoughts. I know Ginny would appreciate your prayers and thoughts.

If you would like to send her a card

Virginia Eldrige
11 Jefferson Way
Carver, MA 02330

In Memoriam

Condolences

The husband of Sue Purdy, Plymouth Chapter passed away on Friday, September 28, 2012. Donations in his memory may be made to the Kidney Cancer Association, P. O. Box 4668, #38269, New York, NY 10163-4668. Cards can be sent to Sue at

51 Center Hill Road
Plymouth, MA 02360

*“Perhaps my time
seemed all too brief;
Don't lengthen it now
with undue grief.
Lift up your heart and
share with me;
God wanted me now.
He set me free”
From a poem by
Shannon Lee Moseley*

Safety News - Recalls

Energizer Recalls Night Lights Due to Burn Hazard; Sold Exclusively at Target

Name of product: Energizer Rotating Night Lights

Units: About 260,000

Importer: Energizer, of St. Louis, Mo.

Manufacturer: Ningbo Sun-alps Industry Develop Co. Ltd, of China

Hazard: The night lights can overheat and smoke, posing a burn hazard to consumers.

Incidents/Injuries: Energizer has received nine reports of the night lights overheating, including three reports of minor property damage. No injuries have been reported.

Description: This recall involves Energizer LED rotating night lights. The night lights are white and have an LED light inside an adjustable dome on top. The night lights measure about 2 inches wide by 2 ½ inches long. Model number "ENLPLROT" and date codes between 0110 (for January 2010) through 0111 (for January 2011) are included in this recall. The model number is stamped onto the side of the night light. The date code is stamped in a circle on the back of the night light. The arrow points to the month of production (i.e. 12 = December) and the number positioned on either side of the arrow represents the year (i.e. "10" = 2010).

Sold exclusively at: Target stores nationwide from February 2010 through July 2012 for about \$6.

Manufactured in: China

Remedy: Consumers should immediately stop using and unplug the recalled night lights. Contact Energizer for instructions on returning the night lights for a \$7 coupon towards the purchase of an Energizer product.

Consumer Contact: For additional information, contact Energizer at (800) 383-7323 between 8 a.m. and 6 p.m. CT Monday through Friday, or visit the firm's website at www.energizer.com

To see this recall on CPSC's web site, including pictures of the recalled product, please go to:

<http://www.cpsc.gov/cpsc/pub/prerel/prhtml12/12253.html>

Mr. Coffee Single Cup Brewers Recalled by JCS Due to Burn Hazard

Name of Product: Mr. Coffee(r) Single Cup Brewing System

Units: 520,000 in the United States and 80,700 in Canada

Importer: Sunbeam Products Inc. d/b/a Jarden Consumer Solutions ("JCS"), of Boca Raton, Fla

Hazard: A build-up of steam in the water reservoir can force the brewing chamber open and expel hot coffee grounds and water, posing a burn hazard.

Incidents/Injuries: JCS has received 164 reports of the brewing chamber opening due to steam pressure, including approximately 59 reports in the U.S. and two in Canada of burn injuries to consumers' face, upper torso and hands.

Description: The recalled coffeemaker comes in black with silver, red or white trim. It stands about 11 inches tall and has a Brew Now /Off button and a removable drip tray. The water tank is located on top of the unit towards the back. The model number is printed on the bottom of the brewer. Recalled model numbers are:

BVMC-KG1, BVMC-KG1A-001, BVMC-KG1-WM-001, BVMC-KG1-001, BVMC-KG1-BEA, BVMC-KG1R-001, BVMC-KG1-044
BVMC-KG1BP-PAL BVMC-KG1R-006, BVMC-KG1A, BVMC-KG1-WM, BVMC-KG1W-001

Sold by: Mass merchandisers nationwide, including Bed Bath & Beyond, Brandsmart, JC Penney, Kmart, Lowe's, Target and Walmart, and online at www.mrcoffee.com from September 2010 through August 2012 for between \$60 and \$80.

Manufactured in: China

Remedy: Consumers should immediately stop using the recalled coffee brewer and contact JCS to receive instructions on how to obtain a free replacement unit.

Consumer Contact: For additional information, contact JCS at (800) 993-8609 anytime, or visit the firm's website at www.mrcoffeerecall.com

Note: Health Canada's press release is available at http://cpsr-rspsc.gc.ca/PR-RP/recall-retrait-eng.jsp?re_id=1674

To see this recall on CPSC's web site, including pictures of the recalled products, please go to:
<http://www.cpsc.gov/cpsc/pub/prerel/prhtml12/12263.html>

Red Cross Flyer

MAIW Email Directory 2012-2013

OFFICERS

President

Lora H Lowe, CIC, CISR, CPIW
loramaiw@southeasternins.com

President Elect

Beatrice Grant, CRIS, CPIW
Beatrice.Grant@acadia-ins.com

Vice President

Kristin Camarra, CPIW
kristincamarra@comcast.net

Secretary

Ami Drew, AINS, CISR, CPIW
ADrew@RogersGray.com

Treasurer

Annemarie Castonguay, CIC, CBA, AU,AIS,CPIW
amc0812@verizon.net

Immediate Past President

Adrienne M. Coe, AAI, CIC, CISR, CPIW
adriannecoe@ymail.com

DIRECTORS

Chapter – Meeting night in the month

Berkshire – 3rd Wednesday

Jacqueline Aubuchon
jaubuchon@wheelerandtaylor.com

Bristol – 2nd Wednesday

Zenaide Noia, CISR, AAI
znoia@sylviainsurance.com

Cape Cod – 2nd Tuesday

Carol M. Closson, CISR
cclosson@doins.com

Essex – 2nd Wednesday

Andrea McInnis
amcinnis@ModernAutoGlass.com

Middlesex – 1st Monday

Susan Gath Koerber, CIC
susan@gathinsurance.net

Norfolk – 2nd Tuesday

Kelly Tauber
kelly.tauberinsurance@comcast.net

Plymouth – 2nd Wednesday

Patricia Tome, CISR, CPIW
ptome@rogersgray.com

South Middlesex – 3rd Tuesday

JoAnn Anderson
janderson@waysideinsurance.com
 Harriet Butler
hbutler@rttenantins.com

ASSISTANT DIRECTORS

Berkshire

Jennifer Smith
jcsmith@berkshireinsurancegroup.com

Bristol

Open

Cape Cod

Janice M. Skinner
janice@northwoodins.com

Essex

Julie Brighi
lcjulez@yahoo.com

Middlesex

Carol-Ann Sullivan
jcsullivan@earthlink.net

Norfolk

Mary Steeb
mary@candsins.com

Plymouth

Open

South Middlesex

Kristen Graham, CIC
kgraham@hanover.com

PARLIAMENTARIAN

Kathryne Beckwith, CPIW
kbeckwith@lumberins.com

KEY MEMBER

Jann Browning Clark, CPCU, ARM, AAI, CPIW
jannclarkmaiw@yahoo.com

STANDING COMMITTEES**Budget & Finance**

Ingrid Brown, CIC, CISR, CPIW, DAE (5/2013)
icybee@verizon.net

Kimberly Woo, CISR, CPIW (5/2014)
furrballs@juno.com

Estelle T. Jeter
estellejeter1@gmail.com

Bylaws

Kathryne Beckwith, CPIW (5/2012)
kbeckwith@lumberins.com

Donnie Hull (5/2013)
Hulldo@rogersgray.com

Mary Sarsfield, CIC, CPIW
mary.sarsfield@chartisinsurance.com

Education

Glynnis Walbridge, Chairman (2014)
glynnis.walbridge@gmail.com

Mary Sarsfield, CIC, CPIW
mary.sarsfield@chartisinsurance.com

Government Affairs

Ingrid Brown, CIC, CISR, CPIW, DAE
icybee@verizon.net

Marketing

Mary Sarsfield, CIC, CPIW
mary.sarsfield@chartisinsurance.com

Annmarie Castonguay, CIC, CBA, AU, AIS, CPIW
amc0812@verizon.net

Membership

Adrienne M. Coe, AAI, CIC, CISR, CPIW
adriannecoe@ymail.com

Nominating

Adrienne M. Coe, AAI, CIC, CISR, CPIW
adriannecoe@ymail.com

Public Relations

Arlene Room
aroom7713@charter.net

Publication

Beatrice Grant, CRIS, CPIW
Beatrice.Grant@acadia-ins.com

Donnie Hull, CPIW, DAE
Hulldo@rogersgray.com

Publicity

Kristin L. Camarra, CPIW
kristincamarra@comcast.net

Safety

Jean Gosling
jeangosling@comcast.net

Web Site

Lisa Rancourt, AAI, AIS, CPI
lisa.rancourt@gmail.com

MASSACHUSETTS COUNCIL OF NAIW STATE DIRECTOR (2012-2013)

Lisa Rancourt, AAI, AIS, CPIW
lisa.rancourt@gmail.com

REGION I VICE PRESIDENT (2012-2013)

Laurel Wentworth-Roach
laurel.wentworth@darlings.com

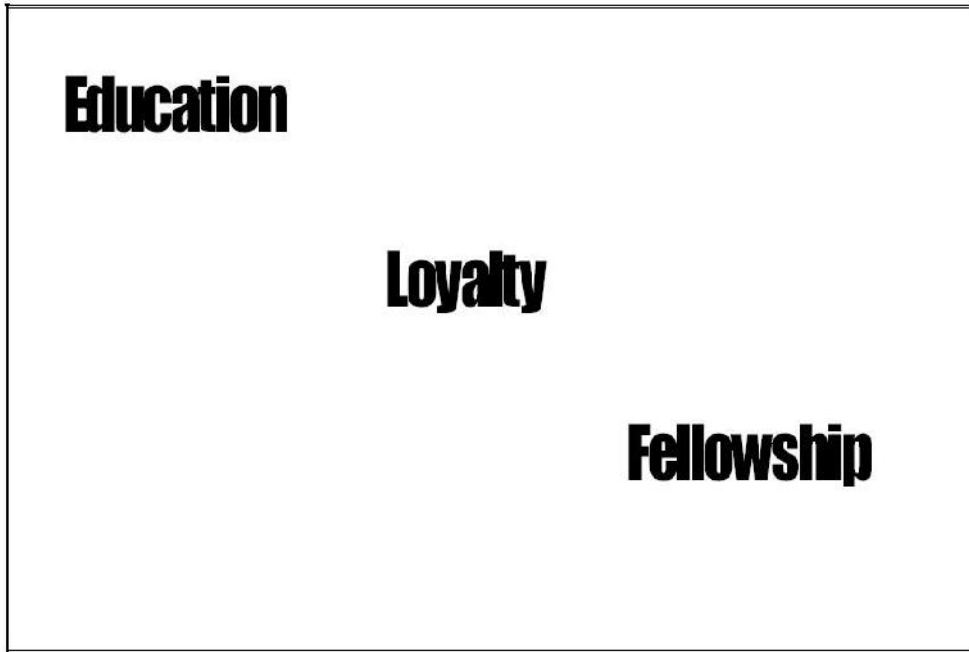
NAIW President (2012-2013)

Penny Haworth-Rich
laip.rich@yahoo.com

IAIP HEADQUARTERS

Corporate Centre
 9343 East 95th Court South
 Tulsa, OK 74133
 (W) 800-766-6249 or 918-294-3700
 (F) 918-294-3711

www.internationalinsuranceprofessionals.org



News From MAIW

Beatrice M. Grant

MAIW Publication Chair

10 Briarwood Lane

Marlborough, MA 01752