



January 2010

Happy New Year! While the year may be brand-new, The WI Council of NAIW has been looking forward to 2010 for a few years now. Our plans are coming together nicely and we look forward to seeing everyone March 25-27, 2010 in West Bend for the 67th Annual Region V Conference.

On Thursday March 25, NAIW International Vice President Joi Wilson and Region V RVP Brenda McDermott will be providing Leadership Training to all incoming Council Directors-Elect. I'm sure all the incoming CDE's are looking forward to getting all their questions answered as they prepare for their terms as Council Directors starting in July. Thursday night is a Pizza and Pasta bar followed by casino games. The games will be running all night so you can attend your committee meeting and come back for more fun.

Friday morning is filled with a wide variety of educational seminars; including a 3-hour CE class - "A Question of Ethics", a 1-hour presentation from Service Master; and a 2-hour panel discussion - "Dealing with Disability with Dignity". See the enclosed flyer for a full description of all the classes and registration information. After class, you can visit with all of the vendors in the exhibit area with your Sand Pail lunch. Friday afternoon's business session will feature the CWC Speak-Off. The theme for Friday Night's Welcome party is "A Wisconsin Beach Party", so bring your wildest beach attire!

Saturday will feature a keynote address from Kathy Mykleby of WISN News. Kathy has been a mainstay in Milwaukee broadcast journalism since 1980 and has had the opportunity to cover stories such as the return of Iran hostage Kevin Hermening; the impeachment of President Clinton; and more recently efforts to rebuild hospitals in Afghanistan. She has also interviewed almost every presidential candidate in recent years. She will use her unique experiences to comment on the qualities that make a good leader. After the business meeting we will honor the accomplishments of our members the Recognition Luncheon. Saturday afternoon will be free, with an opportunity to travel to Cedarburg for shopping, or relax the spa down the street. The theme for Saturday night's banquet is "Putting on the Glitz" so break out the rhinestones and glitter for a night to remember.

The registration deadline is February 18, 2010 and rooms at the Hampton are filling up; but the Country Inn and Suites is also available and is only a mile down the street. Remember to include your email address on your registration form so we can email you the program the week before the conference. You can then decide what items you need to print and bring with you. First Timers will receive a binder to commemorate their first Regional Conference; however if you are not First Timer and in need of a conference binder, please indicate so on the registration form as we have the extras from Minnesota (thanks Heidi!).

I look forward to seeing both old and new faces in West Bend.

Lisa Hardin - MWIA
2010 Region V Conference Chair



NAIW – The Sun On Our Horizon

National Association of Insurance Women International
(NAIW)

2010 Region V Conference
March 25-28, 2010
West Bend, WI

All functions will be held at the Prairie Center
@West Bend Insurance Company

Name: _____ Designations: _____
 Employer: _____
 Address: _____
 City: _____ State: _____ Zipcode: _____
 Association Name (or guest of): _____
 E-Mail Address: _____ Fax Number: _____
 Business Phone: _____ Home Phone: _____

RIBBON INFORMATION

- | | | | |
|--|---|---|--|
| <input type="checkbox"/> Delegate | <input type="checkbox"/> RVP | <input type="checkbox"/> CPIW/CPIM | <input type="checkbox"/> Past Regional Officer |
| <input type="checkbox"/> Alternate Delegate | <input type="checkbox"/> RVP Assistant | <input type="checkbox"/> DAE | <input type="checkbox"/> Past National President |
| <input type="checkbox"/> New Member Past 12 Months | <input type="checkbox"/> Nominating Committee | <input type="checkbox"/> Local President | <input type="checkbox"/> First Timer |
| <input type="checkbox"/> Young Professional (Under 40) | <input type="checkbox"/> National Officer | <input type="checkbox"/> Council Director | <input type="checkbox"/> Exhibitor |
| <input type="checkbox"/> Host Association Member | <input type="checkbox"/> Parliamentarian | <input type="checkbox"/> Council Director Elect | <input type="checkbox"/> Sponsor |
| <input type="checkbox"/> Member At Large | <input type="checkbox"/> CWC Contestant | <input type="checkbox"/> Past Council Director | <input type="checkbox"/> Guest |

REGISTRATION FEES

Full Registration: NAIW Member	\$185	<input type="checkbox"/>
Full Registration: Non-Member	\$200	<input type="checkbox"/>
Thursday PM – Non-Member	\$ 20	<input type="checkbox"/>
Friday Luncheon: Non-Member	\$ 14	<input type="checkbox"/>
Friday Welcome Party: Non-Member	\$ 27	<input type="checkbox"/>
Saturday Luncheon: Non-Member	\$ 30	<input type="checkbox"/>
Saturday Banquet: Non-Member	\$ 40	<input type="checkbox"/>
Late Fee: If Registering After February 18th	\$ 25	<input type="checkbox"/>

TOTAL ENCLOSED \$ _____

CANCELLATION requests received in writing BEFORE February 18, 2010 will receive a full refund. Cancellation Requests received in writing between February 18th and March 1st, 2010 will receive \$145. **NO REFUNDS after March 1, 2010 – NO EXCEPTIONS.**

Special Dietary Needs _____

Other Special Needs _____
(use back of form if more space needed)

Make check payable to: Wisconsin Council of NAIW

Mail To: Donna Babiarz
1302 Stanek Ln
De Pere, WI 54115

Saturday afternoon is Free – Are you interested in Wine Tasting Tour in Cedarburg, WI (Cost to be determined)

Yes No

HOTEL RESERVATIONS

Make Reservations Directly with Hotel

Hampton Inn & Suites (across the street)
1975 S. 18th Ave.
West Bend, WI 53095
Phone: 1-800-HAMPTON
www.hamptoninn.com
\$ 95.00 per night plus tax (2 queen room)
\$119.00 per night plus tax (King Suite)

Country Inn & Suites – West Bend (1 mile away)
2000 Gateway Court
West Bend, WI 53095
Phone: 1-800-456-1000
www.countryinn.com/westbendwi
\$104.00 per night plus tax for 2 Queen or 1 King

*Hot breakfast included at either hotel

Specify NAIW when calling to receive this rate for Thursday, Friday & Saturday.

Reservations Made after February 24, 2010 will be subject to room and rate availability.

QUESTIONS?

Contact: Lisa Hardin, Conference General Chair

Lisa.Hardin@sentry.com
800-739-3344, ext. 9203

NOTE: West Bend Insurance Company does not allow smoking on premises. Lactation room available.

Additional Information Required for your Registration

Name: _____

Please return with your registration form or email to Donna Babiarz at dbabiarz@bayinsagency.com.

Thursday night dinner is a Pizza and Pasta Buffet being served from 5:00 to 6:30 p.m.

Will attend _____ Will not attend _____

Friday Seminars – Please check those you will attend:

- _____ Keep Em' Coming Back – Planning & Conducting Effective Local Assn Meetings
- _____ A Question of Ethics – CE approved in most states
- _____ Facts of "Life"
- _____ LTC 101
- _____ Dignified Dealing with Disabilities
- _____ Travel Insurance – Don't Leave Home Without It
- _____ Mitigating Property Losses
- _____ Making Social Networking Work for You

Will you be attending the Cedarburg Shopping Event?

Will attend _____ Will not attend _____

Please send \$10.00 refundable deposit if you will attend.

Saturday Dinner Selection – Please choose one:

- _____ Bacon Wrapped Tenderloin
- _____ Stuffed Chicken Breast

Are you in need of a lactation room? _____ Yes _____ No

FAQ'S FOR FIRST TIMERS (GOOD INFORMATION FOR EVERYONE ELSE TOO!)

What to wear?

Thursday – Leadership Training; Casual dress - jeans are OK but no tennis shoes or sweatshirts.

Pizza Party and Casino night, Committee Meetings; casual, no need to change from your travel clothes if you did not attend the training.

Friday & Saturday - All Business Sessions are Business Casual dress.

Friday Night Welcome Party – The theme is a beach party, so pack your wildest beach attire.

Saturday Night Banquet is semi-formal, so break out the LBD, the high heels and dress up for the party and state photos.

What meals are included in the registration fee?

Thursday Dinner, Friday Lunch and Dinner, Saturday Lunch and Dinner

Both hotels have a complementary hot breakfast available in the morning.

What to bring?

Bring plenty of cash to participate in various 50/50 raffles and fundraisers. We will be holding a basket raffle all weekend with proceeds going toward the Maggie O'Toole Mentors and Protégés Award (MAP) fund. There will also be an exhibit area with many vendors (did someone say SHOPPING!)

Bring a stack of business cards for vendor drawings and to exchange with all the new networking contacts you are going to make.

A camera is always nice to have, especially at the welcome party!

Of course, be sure to bring a positive attitude, enthusiasm and your curiosity; and don't be afraid to ask questions.

Do I need to go to the Delegate's Briefing if I am not a Delegate or Alternate?

Yes, it is recommended you attend the Delegate's Briefing. This is an opportunity to get more information not only about any issues that will be voted on during the business meeting, but also about the people running Regional Vice President, Delegate to the National Nominating Committee and Alternate Delegate to the National Nominating Committee.



Thursday Casino Night

Try your luck at Black Jack, Roulette and
Texas Hold 'Em
(BINGO too!)

Tickets are 3 for \$5.00. Each ticket buys you \$100 in chips for the tables or 1 Bingo card. Casino open from 6:30 to 10:00 PM. Bingo Sessions at 6:30, 7:30 & 8:30 PM.

Tickets won can be used for the basket raffle. Tickets will also be available for purchase all weekend long.

All proceeds will go to the
Maggie O'Toole Mentors
& Protégés Award fund.



FRIDAY MORNING SEMINAR REGISTRATION

Keep Em' Coming Back - Planning and Conducting Effective Local Association Meetings 8:00 – 9:00 Prairie Auditorium

Effective and relevant local association meetings are one of the key factors in retaining current members and adding new ones. Time is the new currency so we can't afford meetings that are viewed as a waste of time.

Good meetings don't happen by accident. Local association leaders must plan for them, from the choice of speaker topics to the format of the agenda. This session will explore how to structure an agenda, things to consider when choosing a speaker, and how to create an environment that will "keep 'em coming back."

Presenter - Melissa Marrs, API, AIS, ACS, CPIW

A Question of Ethics 8:00 – 11:00 Room C

This seminar A look at the history of Ethics within the insurance industry. In the first part of the seminar attendees review and discuss several case studies of day to day situations and find ways of dealing with problematic issues in an ethical manner. The second part of the seminar looks at personal values with an in-depth discussion of personal responsibility and the individual's role in ethical behavior.

Attendees will understand their role of trust and the importance of integrity and personal responsibility in continuing success.

Presenter – Jillian Clark

(3 hours CE)

Facts of "Life" 8:30 – 9:00 Room D

This course explains the very basics of life insurance to the non-life insurance provider. From the purposes of a life insurance policy to the decision making process. It will also help in understanding what you currently have. Many people are misinformed about life insurance and the need. This program will help you decide what is best for you and your family. **CPIW/M, DAE QUALIFIER**

- you must purchase student guide from NAIW to obtain credit.

Presenter – Carol D'Amato-Draba CIC, ACSR, CISR, CPIW **30 minutes**

LTC 101

9:30 – 10:00

Prairie Auditorium

The purpose of this class is to provide an overview of information necessary to empower individuals to make an informed decision. A decision about whether Long –Term Care Insurance (LTC) will be beneficial to their insurance portfolio. Most of us do not like to think about getting older, or the possibility of not being able to perform routine tasks. Yet, many of us will need some type of long-term care in our later years...some may need it tomorrow. This could be one of the most important policies you purchase...for your and your loved one's benefit.

CPIW/M/DAE QUALIFIER**– you must purchase student guide from NAIW to obtain credit.**Presenter – Carol D'Amato-Draba CIC, ACSR, CISR, CPIW **30 minutes**

Dignified Dealing with Disability

10:00 – Noon

Prairie Auditorium

Learn how to bridge the gaps in the relationships which develop as a person becomes disabled through loss of one or more sense and the ability of the abled to offer assistance in a comfortable, efficient manner. Program will focus on disability associated with loss of sight, hearing and/or mobility. Topics will include feelings and emotional trials which accompany the physical loss of functions; coping strategies for dealing with the physical losses; where to find assistance; emotional and physical adaptive equipment and services.

The first hour will deal with the hows and whys dealing with disability; while the second hour will include a panel of individuals who are dealing with specific disabilities.

Presenter – Colleen A. Kollmann, JD CPIW

(2 hours)

Travel Insurance - Don't Leave Home without it!

10:00-11:00

Room D

Understanding the benefits of travel insurance, what it covers and why it is important to have it.

Presenter – Lori Whitt, Travel Guard Insurance

Mitigating Property Losses 11:00 – Noon Room C

A special presentation by Service Master to help you help your insureds mitigate their damage from water and mold. Tips on how to recover items and how early intervention can help.

Making Social Networking work for You

11:00 – Noon

Room D

More and more companies are utilizing social networking sites such as Facebook and Twitter. Find out what all the buzz is about and how you can put these sites to work for you.

Presenter – TBD

Friday Night Welcome Party



Theme:	Beach Party – Wisconsin style
Hosted by:	FAIA Fond du Lac Area Insurance Assoc
Dress:	Super casual, beach attire
Food:	Picnic style
Entertainment:	DJ, Limbo contest, Hula Hoop contest, & Fantasy Photo Booth

Get ready for a fun time. We're having a Beach Party, Wisconsin style. Wear your most outrageous Hawaiian shirts, board shorts, capris and of course your favorite pair of summer flip-flops. Grass skirts and coconut bras optional, if you dare.

Get ready to dance. The DJ will be playing the Wipe-Out along with all your other favorite "beach" songs. Limber up for the limbo contest and be ready to shake your hips for the hula hoop contest.

Get ready to show us your brightest smiles. There will be a Fantasy Photo Booth where you can get your photo taken in front of a beach-y background. A perfect way to capture the great time you'll have.

Come along with us to visit Historic Cedarburg!

We will board the bus after lunch on
Saturday March 27th

for a shopping tour of Cedarburg.

There are many specialty stores such as the
Cedar Creek Winery in the Cedar Creek Settlement,

Specialty shops, boutiques and galleries.

visit www.Cedarburg.org for more information.



\$10 down payment will be returned
when you board the bus.

Additional details will follow at the conference as to where to board the bus
and at what time

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Please send this RSVP with your name and address, and a \$10
returnable check to:

KMIP c/o Michele Knop

1900 S. 18th Ave

West Bend, WI 53095

Email - mknop@wbmi.com



HEALING ELEMENTS DAY SPA (WALKING DISTANCE
FROM HOTEL)
2102 CONTINENTAL DRIVE
WEST BEND, WI 53095

PHONE NUMBER: 262-306-6691

SATURDAY - MARCH 27TH – DURING FREE TIME
MAKE AN APPOINTMENT TO HAVE YOUR NAILS DONE,
FACIALS, OR A MASSAGE

PLEASE CALL FOR AN APPOINTMENT BY FEBRUARY
18TH.

SEE WEBSITE FOR PRICING AND SERVICES –
WWW.HEALINGELEMENTSDAYSPA.COM