



Missouri Council NAIW

Summer 2009

Missouri Council Director's Report

Missouri Council Chapters

- Insurance Professionals of Mid-Missouri Columbia, MO
- Insurance Professionals of Greater Kansas City, Kansas City, MO
- Insurance Association of the Ozarks, Springfield, MO
- Central Missouri Insurance Professionals

Summer is here! I hope that all of you are surviving the hot and humid temperatures!

Everyone should have sent their renewals to National. Keep in mind that August 1 was the deadline to have them submitted to National. Memberships are considered delinquent August 31. Please make sure that you have everything in to avoid any interruption in your membership!

Several of our Missouri NAIW members were able to attend the 66th Annual Region V Conference in Bloomington, Minnesota. If you were not able to attend, you missed a great meeting. Phyllis Gogel, Region V RVP, and the Insurance Professionals of Greater Minneapolis are to be commended for planning a successful meeting. Some of our own Missouri members were involved in the meeting. Mary Erwin presented a break out session on Robert's Rules of Order, Brenda McDermott hosted a fun event for the 1st Timers, and Melissa Marrs participated in the CWC Speak Off. Several of our members also received awards during the

conference. Look for a detailed report and testimonials of some of our Missouri members elsewhere in this newsletter.

I hope all of you enjoyed the Legislative Day at the Capital. Due to a work conflict, I was unable to attend this year. I would like to thank Carla Brixey, our Public Relations Chairperson, for organizing this event. I know it was a great day and regret that I was not be able to join you. You will find photos and more information on this event elsewhere in the newsletter.

Insurance Professionals of Mid-Missouri will be hosting the 2009 State Council Meeting in November. Please mark your calendars now for November 13 and 14 for this fun filled meeting to be held at the Isle of Capri in Boonville.

If you should have any suggestions, questions, or input, please do not hesitate to contact me.

Janet

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66th Annual NAIW Region V Conference held in Minneapolis, MN, April 2-5, 2009

Approximately 150 NAIW members met in Minneapolis, MN April 2-5. Region V was privileged to have our National President, Janelle Duffy, in attendance for the conference.

Missouri should be proud that one of our members, Erin Heitman, IAO Member, was recognized for receiving one of the ISFA scholarships. A goal of RVP, Phyllis Gogel, was to encourage Young Professionals to be involved in NAIW. A special reception was held in their honor.

Membership for Region V is now 529 as of March 31, 2009. The top four membership counts for the region include the following:

- Kettle Morain Insurance Professionals (WI), 62
- Insurance Association of the Ozarks (MO), 45
- Sioux Falls Association(SD), 35
- Des Moines Association (IA), 35

The keynote speaker was Jill Spiegel. Jill is the great, great granddaughter of Spiegel Catalog founder, Joseph Spiegel. Jill spoke on "How to Talk to Anyone about Anything! The Secrets to Connecting."

The election of regional officers was held during this session. Our own Missouri member, Brenda McDermott, was elected RVP for Region V.

During the Recognition Luncheon, the following MO Members were recognized:

Janet Nothnagel – MO Council Director
Melissa Marrs – CPIW designation
Linda Shank - CPIW designation
Michael Rice – CPIM designation

Saturday evening the Awards Banquet was held. The following awards were given to Missouri Members:

Rose Tipton - Risk Management Professional of the Year
Arlene Schwartz – Insurance Professional of the Year

Missouri Council Officers 2009-2010

Janet Nothnagel,
Director

Melissa Marrs,
Membership Chair

Carla Brixey,
Public Relations

Brenda
McDermott,
Delegate to Reg.
Nominating
Committee

Peggy Bittiker,
Alt. Delegate to
Reg. Nominating
Committee

2009-2010 Missouri State Council

Executive Committees

Janet Nothnagel – Council Director
Rebecca Hart – IPMM President
Michael Rice – IAO President
Joni Burgoyne – IPGKC President
Pam Melloway – CMIP President
Melissa Marrs – Membership Chair
Carla Brixey – Public Relation Chair
Lisa Crump – Legislative Liaison

Testimonials from 1st Timers

Regional Conference First-Timer Melissa Marrs

The Regional Conference in Minneapolis was FANTASTIC! I encourage every member to go to a NAIW Regional Conference! Maggie O'Toole, a long time member of NAIW, said if you get members to Regional you will have them hooked for life. I think I can agree. The networking with people from North Dakota, South Dakota, Iowa, Minnesota, Wisconsin, Missouri and Illinois was phenomenal. I met people I hope to talk to for a long time to come.

IAO has recently learned of the Maggie O'Toole Award. This award is to help with Regional registration fees for first timer's going to a Region V Regional Conference. There is an application process to receive the Award and all applications are due in by December 15, 2009. I hope IAO can garner this award someday.

I have been so high since the Regional Conference. The reason Regional was significant for me was because I faced down my fear and participated in the Speak Off in front of about 150 people. I delivered my speech without notes! And I had fun in the three minutes delivering my speech. I could feel and see how far I had come since the Council Meeting and since taking the CWC class.

What a great opportunity NAIW provided me to learn and grow. I will forever be Thankful.

National Conference First-Timer Rebecca Hart

NAIW international conference was a great experience. I learned about changes and how we should implement small ones in our organizations, as well as our lives. I also learned about travel safety, as we travel from one place to another. I have to say that the learning experience was fantastic, except I wish I could have done more.

Many of us toured the New Orleans area where you could still see the devastation left by Katrina through boarded up houses and businesses. Arlene Schwartz and I, even made time, to tour the swamp where we got to see alligators up close and personal. We shopped in the French quarter, ate Beignets at the Famous Café Du Monde, and I had the privilege to walk down Bourbon Street.

I really enjoyed the networking opportunities through the social times like young professionals gathering, and the Region V dinner. I made many new friends and was able to discuss new ideas to bring back to IPMM. I got a chance to be part of the convention during the installation of officers and I was so proud to introduce the new incoming officers for 2009-2010 for Region V.

I would encourage everyone to attend at least one national convention. It is an experience that you will not forget, and the friends and people you meet are just fantastic.

I hope to see many of you at the 2010 NAIW National conference in Washington D.C.

MO Chapter Web
Sites

Columbia
ipmmonline.com

Kansas City
ipgkc.org

Springfield
mo-iao.org

Testimonials from 1st Timers

National Conference First-Timer Michael Rice

A lot can be said about this organization when you attend the International Convention. The members I had the opportunity to meet were genuinely interested in meeting you, getting to know you and sharing what works within each others local association.

For a little under a week, I witnessed first hand the spirit de corps and camaraderie each member had for each other and professionalism of the corporate staff. NAIW can best be described as a large family. The members were there to greet you, support you, cheer you on and hug you good-bye.

NAIW has kept to their roots and remains as professional (if not more) than any other group I know of. The members are serious about the success and future of NAIW and it shows in their work ethic and business etiquette.

New Orleans is an exciting place to be. The locals enjoyed us being there and we enjoyed them sharing their life and culture with us. The NAIW Headquarters managed to find 3 large charter busses that took us on a city wide tour. We experienced the devastation of the hurricanes, the rebirth of a great city, the famous cemeteries and local sites and shops.

Your education of NAIW is incomplete until you attend an Annual Convention. I guarantee you will learn more about NAIW in 4 days during this convention than you will in 6 years (or more) participating only at the local level.

NAIW VISION

NAIW (International) provides connections for the future. Connecting the members, the community, the industry and the world.

National Alliance Scholarships

If you are interested in any of the scholarships, you should go to the following website for additional information:

http://naiw.yourmembership.com/resource/resmgr/pdf/national_alliance_scholarshi.pdf

2009-2010
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Council Executive
Committees

Janet Nothnagel –
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Rebecca Hart –
IPMM President

Michael Rice –
IAO President

Joni Burgoyne –
IPGKC President

Pam Melloway –
CMIP President

Melissa Marrs –
Membership Chair

Carla Brixey –
Public Relation
Chair

Lisa Crump –
Legislative
Liaison

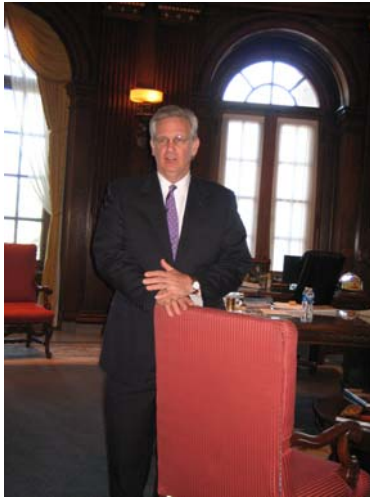
MISSOURI COUNCIL MEMBERS VISIT THE CAPITOL



Wednesday, April 15th, 2009, NAIW Missouri Council members from all over Missouri came together to learn more about their state's history, legislative processes, governing activities and meet it's representatives, in Jefferson City, Missouri.



More of the trip to the Missouri Capitol.....



Yes, the Governor welcomed us in his office!



Lunch with Legislators on the Insurance Committee



Going into Supreme Court



Healthy Debate?



Protestors...



and more protestors

Association Reports

IPGKC Report

As I begin my 5th go round (yes 5!) as president, The Insurance Professionals of Greater Kansas City decided to take the summer off and will be back full force with our September meeting. Again, our goal will be to attract new blood. We ended the year as we started with 18 members. We have only heard from one person who is not renewing, and I sent out a new member application this week. So, hopefully we can begin again with 18 members.

Earlier this year we did an "unofficial survey" and members asked young professionals in their office what would attract them. We were surprised at the responses. They did not necessarily want to go somewhere after work and talk about insurance. They were looking for more social networking opportunities. One young lady stated we needed to use Face Book and other "techie" tools to keep in touch with one another and keep them up to date with regards to the association. So, we are probably going to take some "baby steps" in this direction. All of this new technology can scare the b'jesus out of us baby boomers, and we still need the interaction with one another, not a message on a phone screen we can barely see. One of our first programs this year will be on how to use technology to our advantage and understand it better. It will be fun!? (I hope)

--Joni Burgoyne, President

CMIP Report

We are very excited about our new association "Central Missouri Insurance Professionals." Membership is growing daily. During our first year we plan to hold the NAIW education courses, I Can Series and Confidence While Communicating course. Several members are taking courses through the Insurance Institute and we will be offering study groups to assist in their education. Members are gearing up for community service events and fundraising events. Several members are looking forward to attending the upcoming meetings: Fall Weekend in Wisconsin, Missouri Council Meeting in Boonville, Regional Conference in Wisconsin and International Convention in Washington D.C. Members are looking forward to networking, fun, fellowship and events for members from all associations and fellow insurance professionals. Our education and special events are open to all associations and insurance professionals. This is going to be great year. The members are pumped up and ready to go. Our first event is being held Monday July 20. This will be our "Hawaiian Aloha." We are anticipating a great turn out with members and other insurance professionals.

--Pam Melloway, President

DATES OF INTEREST

NAIW Fiscal Year Begins July 1, 2009

Fall Weekend in Wisconsin Dells September 17-18, 2009

MO State Council Meeting in Boonville November 13-14, 2009

Regional Meeting in West Bend, WI March 25-28, 2010

National Meeting in Washington, DC June 9-12, 2010

People rarely succeed unless they have fun in what they are doing.

Dale Carnegie

"Obstacles in life are like logs in your path. You can step over it or move it out of the way. You could cut it up and make firewood."

Unknown

IAO Report

IAO is excited this year. We had 87% retention of current members (41 of 47) and we gained 3 new members for 2009-2010. For the current economy, that is more than we ever expected.

In June we had a brainstorming meeting and discussed our goals and expectations of the coming year. Our July meeting gave us the opportunity to meet Krista Moncado with Alternative Opportunities, INC. Krista is an evaluator for Deaf and Hard of Hearing Services for AO, INC and provides information on how to better serve the deaf and hard of hearing community.

In August we had a program titled "Teens and Technology, keeping up with your kids." We will learn about basic computer protection tools, social networking sites and avoiding internet dangers. We are planning to provide other valuable meeting topics to our members including some of the newly revised "I-Can" series. This will help gain employer confidence in what we are doing and will help our members get classes for license renewals.

Our Education committee is putting together Confidence While Communicating, Advanced Communications and Mentors and Protégés classes. Our goal is to easily assist our members obtain their CPIW/M or DAE designations.

We anticipate holding two large fundraisers this year. We are going to buy some Andy's Frozen Custard gift certificates and sell them. The Association's profits will be used to award a MSU student a scholarship.

IAO and the local CPCU Society members come together 3 times a year and we clean our adopted stream. We have found this to be a perfect opportunity to support your community, build relationships, network and set a positive example for our kids.

We are looking forward to the Missouri State Convention in Boonville. We can't wait to meet up with our friends from KC and Columbia!

--Michael Rice, President

Report from National Headquarters

- There will no longer be a credit card charge on orders through NAIW
- Membership eligibility has been revised
- A WEBCE course is available to members
- A new NAIW web site has been launched
 - A brick wall is being constructed in front of our National Office with the Wall of Honor Bricks that were purchased
 - Board Room furniture has been purchased with funds from the brick sales
 - A new Life and Health course, An Overview of Life and Health Insurance, is being developed
 - The trademark is finalized for CPIM
 - The trademark for Confidence While Communicating is finalized

Congratulations to:

Erin Heitman was recognized at the Regional Conference for her award of an ISFA Scholarship, awarded by the Insurance Scholarship Foundation of America. Erin is employed by CIU in Springfield, Missouri and is a member of the Insurance Association of the Ozarks.

Mary Sherrell, Insurance Professionals of Greater Kansas City Rookie of the Year for 2008/2009. Per Brenda McDermott, “Unfortunately the competition in Minnesota was stiff at the Regional level and Mary didn’t bring home the Rookie honors to Missouri so the essay sent in for Mary wasn’t shared. I’d like to share excerpts from it here.”

It’s hard to remember that Mary is a rookie. She was an honorary member of our group for years as a frequent guest. She was a CWC judge. While she enjoyed our company, she said she didn’t want to join until she could fully participate. It wasn’t just one of those lines that we often say to gracefully bow out. When it was finally time for her to join she lived up to those words.

Right after joining she recruited another new member who I anticipate could be our Rookie next year. She’s also actively marketed for support from her employer, Chris Leaf since joining and continues to do so.

After being a CWC judge she took the course this year and participated in the speak-off. She took 1st runner up. She’s anxious to take more NAIW courses. She’s enthusiastic which is key to retention and participation of our members. She’s never been too busy to step up when asked. Give her the direction and she’ll deliver on any task. If she doesn’t know what is involved and what she needs to do she’ll ask so she can do the task right and to learn and grow. I can always count on her.

She’s a great ambassador and marketer for NAIW. She’s on the road to leadership success in this association and through her membership, professionally and personally.

If only all rookies were like Mary, NAIW would be growing strong in participation, involvement, employer support, enthusiasm and membership and headed full steam ahead back to our glory days when our members numbered in the 13,000’s.

**Joni Burgoyne, President of IPGKC, who recently
attained her CIC designation!**

NAIW Missouri Council
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Missouri State Council Membership Report

We had 3 first timers representing Missouri from the 24 total first timers who attended Regional Conference on 4-2-09 through 4-6-09, one from each association. IAO was represented by Melissa Marrs who also represented Missouri in the CWC competition; IPGKC was represented by Sharon DiBella and IPMM was represented by Pam Melloway. As the Maggie O'Toole Mentors and Protégés award celebrates, if you get them to a regional their excitement and enthusiasm for the association is born.

Missouri also boasted 2 award members both from IPMM, Arlene Schwartz received the Region 5 Insurance Professional for 2009 and Rose Tipton received the Region 5 Risk Management Professional for 2009.

Melissa Marrs
Membership Chair

Did You Know . . .

- Insurance Association of the Ozarks has the 2nd highest membership in Region V
- Brenda McDermott is the next Region V Vice President
- The Region V Leadership Team has developed two new I-Can Series for NAIW (Life Insurance Overview: The Facts of Life AND LTC 101: Where Does Your Future Lie)
- Rose Tipton is Region V Risk Management Professional of the Year
- Arlene Schwartz is Region V *Insurance Professional of the Year*

CONGRATULATIONS!!