



Missouri Council NAIW

Summer 2010

Dates of Interest

NAIW Week
May 16-22, 2010

National Convention,
Washington DC
June 9-12, 2010

NAIW Fiscal Year
Begins
July 1, 2010

MO Council Meeting,
Kansas City, MO
November 12-13, 2010

Region V Conference
Rockford, IL
April 7-10, 2011

Missouri Council Director's Report

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

The 67th Annual Region V Conference was held in West Bend, WI. I was personally unable to attend due to a conflict in schedule. I have heard nothing but positive comments and that Brenda McDermott, Region V RVP and her assistant Linda Shank, along with our friends in West Bend, are to be commended for planning a successful meeting. I heard that Melissa Marrs, IAO, did a great job leading a breakout session and Joni Burgoyne, IPGKC, represented Missouri well in the CWC Speak Off. Several of our members also received awards during the conference. Look for a report and testimonial in this newsletter.

During my visits to the local associations, I have focused on Finding Your Bridge with NAIW. IPGKC has found bridges by meeting with the CPCU Chapter and the Insurance Association of Suburban Kansas City. They have been busy finding bridges through programs on Wills and Trusts, Cyber Crime, Social Networking, Organization, and the Impact Facebook has on businesses. Insurance Association of the Ozarks has found bridges through their community focus project on Literacy and their involvement in professional development through the Ozarks I-Day. Some of their program bridges for the year have been Going Green, Alternative Opportunities, Self-Defense, and Continuing Education. Michael Rice, President of IAO, was the recipient of the Young Professional Scholarship to attend the 2009 National Convention. What an honor for our state and our regional! Thank you for representing us! Insurance Professionals of Mid Missouri has found a marketing bridge by promoting NAIW through home office web pages. Program bridges have included speakers on Legal issues and health care, and a CWC Class was also held. Central Missouri Insurance Professionals has found many bridges during their 1st year. They have offered several educational courses at the monthly meetings. Informative meeting topics have included healthy living style, work compensation coverage, and broad form/document coverage. They have also been involved in several community projects, Polar Bear Plunge, Central Missouri Food Bank, and Relay for Life.

Please mark your calendars now for November 12 and 13. Insurance Professionals of Greater Kansas City will be hosting the 2010 State Council Meeting, and you will not want to miss this fun filled meeting.

If you should have any suggestions or input, please don't hesitate to contact me.

Janet Nothnagel
MO State Council Director

Missouri
Council
Officers
Elected for
2010-2011

Terry Stambaugh,
Council Director elect

Rebecca Hart,
Membership
Development Chair

Mary Sherrell, Public
Relations Chair

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

"Waves of Change....Oceans of Opportunity" was the theme of this council year's State Council meeting held at the Isle of Capri in Boonville, Missouri. Thanks to our Council Host, IPMM and Alexis Nixon and her hard-working committee.



Missouri Council with Region V RVP

From Left to Right: *Janet Nothnagel*, State Director, *Brenda McDermott*, Region V RVP, *Carla Brixey*, State P.R. Chair, *Melissa Marrs*, State Membership Chair

There were 33 Missouri members in attendance, 7 of which were first-timers! Melissa Marrs, State Membership Chair, awarded the new Missouri chapter, Central Missouri Insurance Professionals, for having the most new members, Insurance Association of the Ozarks for Highest Membership, and Insurance Professionals of Greater Kansas City, for having the highest member retention.



Pam Melloway receiving the Award on behalf of CMIP for having highest new member recruitment



Michael Rice receiving the award on behalf of IAO for having the highest membership.



Joni Burgoyne accepts the award for IPGKC for having the highest member retention

The CWC was another wonderful presentation by 3 representatives who each won their local speak-off to compete on the state level. Buffy Guinther of IPMM, Melissa Marrs of IAO, and Joni Burgoyne of IPGKC. All were wonderful speakers and Congratulations to Joni Burgoyne for winning the speak-off and representing Missouri at the Region V competition.

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, Columbia, MO

Missouri Council Meeting November 13-14, 2009 Boonville, Missouri



MO Officers, Pam Melloway, Pres CMIP, Janet Nothnagel, MO Council Dir, Rebecca Hart, Pres IPMM, Brenda McDermott, RVP, and Joni Burgoyne, Pres IPGKC



Newly-elected Missouri Council Members: Diane Kidwell, Alt Delegate to Reg V Conference, Rebecca Hart, Membership Chair, and Mary Sherrell, State P.R. Chair.

NAIW VISION

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

MO Chapter Web Sites

Columbia
ipmmonline.com

Kansas City
ipgkc.org

Springfield
mo-iao.org

2009-2010 Missouri Council Executive Committees

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

*Congratulations to the 2010-2011
Missouri State Council*

Terri Stambaugh, IPMM, Council Director Elect
Rebecca Hart, IPMM, Membership Development Chair
Mary Sherrell, IPGKC, Public Relations Chair

I would like to thank these ladies for their willingness to serve. We look forward to working with each of you in the coming year.

*Janet Nothnagel,
2009-2010 Council Director*

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

67th Annual NAIW Region V Conference Report

Regional Conference! Always an event! I was thrilled to be a part of the NAIW Region 5 conference in West Bend, Wisconsin in March. I always come home on fire for NAIW and just motivated for life in general. The conference was hosted at the Prairie Center at West Bend Mutual Insurance. It was an amazing facility.

This year I attended the two I Can! Series classes that were offered - LTC 101 and Facts of Life. Carol Draba presented both of these two classes which are a high level overview of Long Term Care and Life Insurance. They are great programs for the overview and start an individual thinking about the need for both types of coverage. I also attended the presentation Colleen Kollmann gave on Dignified Dealing with Disability. Many of us knew Colleen when she was sighted. Her presentation walked us through many of her experiences of losing her sight. Others with disabilities also provided how their various disabilities impact them in their daily lives. There were other great options offered, but these are the choices I settled on.

The CWC competition was awesome! Joni Burgoyne did an outstanding job and did Missouri proud. In addition to delivering a great speech, she also handled the issue of a squealing mic with finesse. There were five contestants and, WOW!, they all did a great job!
Just...WOW!

Our keynote speaker, Thelma Sias, just knocked your socks off. There is nothing better than listening to a powerful speaker who made her way and knows real life.

We did have the business of considering sending the National Bylaw amendment on to the National Convention. There was much healthy debate over the topic and ultimately, the vote was overwhelmingly in favor of sending it on to National. This should help us move forward with getting changes done to our National Bylaws.

Too, we did update the Regional Bylaws. There was some confusion about the addition of the Electronic Meetings to the Regional Bylaws. We had already covered this at State Council, so most of the Missouri members were familiar with the change, but this was new for some folks. I encourage all locals to read the May 2009 Board Summary at naiw.org to see the change that was made to the model bylaws. Each association should have this in their bylaws.

Of course, there was much fun and fellowship too. Wisconsin members were great hosts and really took care of us. I love getting the chance to travel with my friends from IPMM, and then getting to see all my friends from around the Region. I'm ready to go back!

Lori Meyer, IPMM

" A good leader
motivates,
doesn't mislead,
doesn't exploit"
Proverbs



2010 National Convention Washington, D.C.

We are excited to report that Missouri will be well represented by the following six members at the 2010 National Convention.

IAO

- Janet Nothnagel will be representing Missouri as Council Director.
- Linda Shank will be presenting Reg. V as Assistant to Region V RVP.

IPMM

- Terri Stambaugh will be representing Missouri as Council Dir.-Elect
- Lori Meyer and Arlene Schwartz will also be attending.

IPGKC

- Brenda McDermott will be representing Region V as Regional V.P..

CPIM

- Pam Melloway and Teresa Conant

UPCOMING EVENTS:

**National Meeting/Washington DC
June 9-12, 2010**

**NAIW Physical Year Begins
July 1, 2010**

**MO State Council Meeting/Kansas City
November 12-13, 2010**

**Regional Meeting/Rockford, IL
April 7-10, 2011**

2012 Regional Meeting

Be sure to mark your calendar for March 2012. The Missouri Council will be host to the 69th Annual Region V Conference. Joni Burgoyne, IPGKC, is serving as Conference Chair. She has assigned each Missouri Association President with tasks to be responsible for. Please check with your local president to see how you can get involved in this wonderful event. If you have any questions, you can contact Joni at joni@billups-snyder.com.

Report From National Headquarters

The regional conferences are now complete. At each conference, delegates voted on the question of sending the proposed amendments to NAIW (International) bylaws and standing rules to convention. Because the majority of voting delegates at all the conferences approved sending the bylaws to convention, the proposed amendments will be discussed and a final vote taken during convention in Washington, D. C. Those amendments that are adopted will become effective on July 1, 2010. Please note that a region, council, local association, or individual member may propose a recommendation to the bylaws and standing rules. Please have it prepared in a Word document and emailed to our Recommendations Chairman, past International President, E. Faye Evans at scsqueen@bellsouth.net.

Please note that Region V lead the way at the Regional Conference in West Bend with a vote of 22 in favor and 3 against the above proposed change!

Congratulations to:

Andrea Stockman, member of Insurance Association of the Ozarks, who was awarded Risk Management Professional of the Year for Region V.

"Success is not measured by heights attained, but by obstacles overcome. We're going to pass through many obstacles in our lives: Good days, bad days. But the successful person will overcome those obstacles and constantly move forward."
-Bruce Jenner

Association Reports

IPMM Report

IPMM has held a very successful Missouri council meeting in Boonville, MO, where we rode the Waves of change to Oceans of opportunities. IPMM has 20 members and are activity looking for new members through I-Day, and promoting NAIW through our home office web pages. IPMM has had many great speakers from legal issues to healthcare. In education this year we finished CWC class. We are looking forward to the next coming months as we look for our professionals of the year and celebrate NAIW week.

IPGKC Report

Membership - started the year down 3 members, we have replaced those 3 and added a new one for 19 Members. Mostly been focusing on programs and had a joint meeting with CPCU and Insurance Association of Suburban KC. We won the "Equil-ibrium" award at Council. Programs on Living Wills & Trusts, Cyber Crime & Social Networking, Organization, Facebook impact on business, and NAIW review to name a few.

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Association Reports, continued

IAO Report

IAO is pleased to report that we have 2 new members. One is with Certified Restoration Cleaning Services which is due to the new membership guidelines. We now have a total of 46 members! In December, we held a holiday get together and had a great time rekindling old friendships and playing holiday games. We have a variety of speakers on a number of different topics: A Wellness Coordinator spoke on beating the barriers to physical activity, a director from one of our local colleges spoke on continuing education and opportunities available to us, and Corporal Jim Edwards from the Springfield Police department spoke to us about Situational Awareness. Our own Melissa Marrs spoke to our membership about the National Literacy Dictionary Project. Janet Nothnagel, Missouri Council Director and IAO Member, gave a presentation during her official association visit on Finding Your Bridge with NAIW which included information on the New NAIW website. We combined forces with the local CPCU chapter for a community service project and cleaned up our adopted stream. We are looking forward to our Annual Employers Appreciation Banquet next month where we will install our 2010-2011 officers. Janet Nothnagel will be representing IAO as delegate and Linda Shank will be representing IAO as alternate delegate to the International Convention in June. Linda will be participating in the Walk-A-Thon for the Dictionary Project. IAO members are participating by making donations to her for this event.

CMIP Report

The first year for the new association has been amazing, the joint effort from all members to make CMIP succeed was outstanding. We started the year with 13 members, we have lost due to transfers and already have new members to replace them.

Attendance has been great at the meetings, due to offering educational classes before our dinner meetings. We have had informational, educational speakers that have entertained, inspired the members with information on a healthy living style, work compensation coverage, breastcancer awareness and broad form and doc coverage. Dinner meetings are what Central Missouri Insurance Professionals have decided on doing for our meetings. It gives our members something to do between getting off of work and the actual meeting. We have had basket raffles that members have enjoyed doing.

Our Christmas party was a great networking opportunity, all but one member came and other members brought there spouses and also a couple of guests that were in the insurance field. We spoke of what we wanted from CMIP on an educational and networking level.

The beginning of this year has been filled with more education and lots of community activities. One of the activities was the Polar Bear Plunge, burr was it cold! We donated almost \$500 to the Special Olympics from the members that participated. We also volunteered at the Central Missouri Food Bank.

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Association Reports, Continued

CMIP, cont.

Several members have enjoyed doing this as we feed a minimum of 750 families when we do volunteer. Wow! What a charge it is to know that we are making a difference by just volunteering a little of our time.

We have a young sailor that we are sending a box of goodies for him and for him to share. We are proud to extend a helping hand and to let him know that we are proud of him. Feels good too.

With our first year is coming to an end we have great plans for the end of the year activities. Our Employer Appreciation banquet will include some fun activities for our members and their supervisors. We are participating in the Relay for Life, one of members is survivor and we will hold the torch for her and many others.

Our new officers have been chosen and they are already working with current officers for a smooth transition for our sophomore year. We will look at what we have accomplished in 2010 and think about what we can do in 2011.

I want to say "THANK YOU" to all current Central Missouri Insurance Professionals members. This would not have been a successful year without all of you!

MISSOURI NETWORKING MEETING

Clinton, Missouri

May 1, 2010



Members from Columbia, K.C. and Springfield meet in the middle to discuss Missouri business and start planning for Regional 2012