



# Insurance Professionals of Atlanta

APRIL 2008

[WWW.IPANAIW.ORG](http://WWW.IPANAIW.ORG)

## IPA Officers & Committees

Connie Herrin, CIC, AIC, ARM  
President  
Phone: 404-572-4131  
[cherrin@mac.com](mailto:cherrin@mac.com)

Melissa G. Peak, CISR, CPIW  
Vice-President  
Membership / Communications  
Phone: 770-485-4307  
[mpeak@amsafety.com](mailto:mpeak@amsafety.com)

Veronica Spellman  
Treasurer  
[vspell60@comcast.net](mailto:vspell60@comcast.net)

Jan Murray, CPIW, DAE, PIAM  
Secretary  
Phone: 404-431-1423  
[janmurr1@aol.com](mailto:janmurr1@aol.com)

Brenda Peterson  
Past President  
Nominating Committee  
Phone: 770/974-7426  
[brendaacworth@yahoo.com](mailto:brendaacworth@yahoo.com)

## Calling all Readers!

If you are interested in becoming a member of IPA, please contact Vice-President, Melissa Peak, or visit our website at [www.ipanaiw.org](http://www.ipanaiw.org).

Your comments and suggestions for the newsletter are welcomed. Please submit any photos, articles, announcements or other items you would like to see included. Deadline is the 15<sup>th</sup> of each month in order to be included in the next month's newsletter.

Please submit to  
Melissa Peak.

## Message from the President

April 10, 2008

Dear Members & Friends:

Spring has finally sprung and it is a great time to go through that stack of papers that seem to always be at the bottom of the pile. You know the ones...the things that you can never seem to get to. Well, do a little spring cleaning and tackle those items and include re-visiting your local chapter of NAIW. Insurance Professionals of Atlanta hosted the 2008 'Membership Drive' on April 8. Our next meeting will be Tuesday, May 13 2008. IPA Treasurer Veronica Spellman will be doing a presentation from our "I CAN!" series. More information concerning this meeting will be presented in our May newsletter. If you have not been to our meetings in a while, come back and see what you are missing. IPA is committed to providing educational opportunities and fellowship to all in the Insurance industry and, in turn, needs your support. I'd like to thank Sara Cerny for her great presentation at the March meeting. She showered us with great information in stepping out of her comfort zone to provide a great presentation on Umbrella coverage.

It is very important that our members attend the May meeting. We will be electing new officers for the 08-09 term.

Cordially,

Connie L. Herrin, AIC, ARM, CIC, CPIW  
President, Insurance Professionals of Atlanta

*IPA meets at Aldo's Italian Restaurant 6690 Roswell Rd NE Atlanta, GA (Sandy Springs) the 2<sup>nd</sup> Tuesday of each month. Meetings begin at 6:00 pm. Cost: \$23.00 per person. Please check the newsletter for upcoming events which may change the monthly schedule.*

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**Mark Your Calendars!**

April 15, 2008  
Registration Due for  
2008 National  
Convention.

April 21, 2008  
NAIW Legislative Day  
11: 30 AM  
Carl E Sanders Room  
Georgia Plaza Park  
Complex  
180 Central Ave,  
Atlanta, Georgia

May 13, 2008  
IPA Meeting  
Aldo's Restaurant  
Sandy Springs,  
6:00PM Topic:  
"Misrepresentations"  
as part of 'I Can' series  
Election of 08-09  
Officers



**VERONICA S SPELLMAN**

I was born and educated in Illinois, the Land of Lincoln. My career in Insurance began as a result of a class I took at Illinois State University in my senior year of studies. It was a career placement class and we had to research an occupation that we thought was interesting. I chose Underwriting and when I found out that this type of employee "takes risks", I knew this was the career for me and thus began a 22+ year career in Underwriting.

In the year 1982, it wasn't hard to find employment if you had a degree in "anything" and could find your way into and out of the interview door. I worked for Economy Fire and Casualty from 1982 to 1984 as a Personal Lines Underwriter. I was assigned to an underwriter's desk that I am sad to say had committed suicide. The signs of depression were obvious at his desk and I struggled to stay afloat. In 1984, I couldn't decide if Underwriting was for me or if it was just a company issue. I took another Personal Lines Underwriting job with a different company; Western States Insurance Company, where I worked for 9 years. At this point, I knew I loved underwriting but with the birth of my second and last son, the struggle of working and parenting took a toll on me and I terminated my employment to operate and own a licensed in-home daycare. I ran this successful daycare for 3 years and following a divorce, I found that the daycare business was not paying the bills so I once again went back to what I knew and loved; Underwriting.

In the year 1996, I was employed as a Personal Lines Underwriter with The St. Paul Companies who by now had purchased Economy Fire and Casualty. In the year 1999, I was offered a relocation package to move to Georgia with The St. Paul Companies to assist with the purchase of USF&G. In the year 2000, Metlife purchased the personal lines division of The St. Paul. I didn't get along well with Snoopy and I then re-employed myself with Cotton States Insurance Company, once again in Personal Lines. In the year 2006, Cotton States Insurance Company was purchased by Country Financial.

As many of you know, my tenure with Country Financial ceased on March 17<sup>th</sup> and I am now looking for employment.

The question herein lies, "Will I stay in Underwriting or is it time to seek a new career path"? Only time will tell and I am currently pursuing many possibilities.

Please be sure to note my new email address: [vspell60@comcast.net](mailto:vspell60@comcast.net)

May 22, 2008  
IPA CE Class  
(registration form at  
end of newsletter)  
8: 30 AM  
1117 Perimeter Center  
West, Atlanta, GA

June 10, 2008  
IPA Meeting, Aldo's  
Restaurant  
Sandy Springs, 6:00pm  
Installation of Officers

July 8, 2008  
IPA Meeting, Aldo's  
Restaurant Sandy  
Springs, 6:00 pm.  
Topic: Business  
Etiquette

## **Insurance Professionals of Northwest Georgia**

Please join us for dinner in observation of National Insurance Woman's  
Week

At

Northwest Marriott, Atlanta, Ga

Tuesday, May 20, 2008

6:00 P. M.

Speaker

**Insurance Commissioner, John Oxendine**

Cost of the dinner is \$26.00 per person

Please RSVP by May 16<sup>th</sup> to:

Johnnie Mae Gaston-Hall  
johnnieg@insuresia.com

## **Registration For National Conference**

The 2008 National NAIW Conference is approaching. Registrations are due April 15, 2008. If you have not registered for this conference and you are planning to attend, please obtain the registration packet at the following web link:

[http://www.naiw.org/PDFs/2008REGISTRATION\\_FORM.pdf](http://www.naiw.org/PDFs/2008REGISTRATION_FORM.pdf)

This packet contains everything that you will need. It provides information concerning hotel, rental vehicles, continuing education, etc.

# Continuing Education Program Registration Form



Hosted by: *The Insurance Professionals of Atlanta*  
Presented by: *Elise M. Farnham, CPCU, ARM, AIM, CPIW, Illumine Consulting*

**Date:** **May 22, 2008** **8 Hours CE**

**Time:** 8:30 a.m. – 12:05 p.m. “Future Risk” (4 hours Ethics)  
1:00 p.m. – 4:35 p.m. “Searching for Excellence” (4 hours Ethics)

**Location:** 1117 Perimeter Center West, Atlanta, GA 30338 *first floor conference room*  
(Enter at West Lobby, then right at hallway before elevators)

**Directions:** **From I-285:** north on Peachtree Dunwoody Rd., at the light for Costco & Home Depot turn right then immediate left into the West Lobby Parking area.  
**From GA 400:** take Abernathy Exit toward Dunwoody, right at Peachtree-Dunwoody Rd., at the light for Costco & Home Depot turn left then immediate left into the West Lobby Parking area.

**Programs:**

1. “Future Risk” #32407 – **4 hours Ethics** 8:30am to 12:05pm \_\_\_\_\_ @ \$45.00= \_\_\_\_\_
2. “Searching” #32890 – **4 hours Ethics** 1:00pm – 4:35pm \_\_\_\_\_ @ \$45.00= \_\_\_\_\_  
*OR* Both Seminars (8 hours CE) \_\_\_\_\_ @ \$80.00 = \_\_\_\_\_

**Price includes:** *Continental breakfast sponsored by: Crawford & Co.*  
*Afternoon snack sponsored by: S.E.A., Ltd.*  
*Lunch sponsored by: Diamond Transportation & IPA*  
*Additional Sponsor: The Glass Doctor*  
*Electronic filing of CE credits*  
*Certificate of Completion for your records.*

**Attendee(s) Information:**

**Company Name:** \_\_\_\_\_

**Street Address, City, Zip:** \_\_\_\_\_

Attendee Name(s)	License #	E-Mail and Phone #	Seminars & Amount

**Total:** \_\_\_\_\_

**To Register:** Fax to (678) 802-3233 or e-mail to: [Gayle@elisefarnham.com](mailto:Gayle@elisefarnham.com)

Mail check to: **Illumine Consulting, 633 Bo Bo Banks Rd.,  
Grantville, GA 30220**

Reserve early, space is limited. Walk-ins welcome as space allows.

**Questions? Call Elise Farnham at 770-367-3148**

Feel free to copy or forward this announcement to invite others. [www.elisefarnham.com](http://www.elisefarnham.com)



**GEORGIA STATE COUNCIL of NATIONAL ASSOC. of INSURANCE WOMEN LEGISLATIVE DAY**

**April 21, 2008**

When: April 21, 2008

Time: 11:30

Location: Carl E Sanders Room – 180 Central Ave, Atlanta, Georgia 30334 Georgia Plaza Park Complex

**Yes, I will be attending Legislative Day 2008**

Name: \_\_\_\_\_

Association: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

Amount Enclosed: **\$26.00 Lunch ONLY\***

**\*\*Special Door Prize Sponsored by: Full Circle Restoration & Construction Services, Inc. and Empire Insurance Recruiters\*\***

Make Check Payable to: **GA State Council of NAIW**

Please mail to: Connie Rose, 109 Highlands Drive, Woodstock, Georgia 30188

**KEYNOTE SPEAKER: Georgia Congressman Tom Price,) GA-6<sup>th</sup>) & JOHN OXENDINE – GEORGIA INSURANCE COMMISSIONER**

If you have any questions please call or email:

Connie Rose – Legislative Chairperson

770-256-7406 – Cell

[conniedrose@comcast.net](mailto:conniedrose@comcast.net)

***The Carl E. Sanders Room***

**180 Central Avenue  
Atlanta, Georgia 30334  
In the Georgia Plaza Park Complex**

**Directions**

**\*\*\*BRING PICTURE ID WITH YOU IT WILL BE REQUIRED TO ENTER THE BUILDING\*\*\*\*\***

## **If Traveling Southbound on I-75/85**

Take exit #248A (MKL State Capitol/Turner Stadium) follow MLK Jr. drive to the 5<sup>th</sup> traffic light and turn left onto Pryor Street one block and turn left onto Central Avenue.

## **If Traveling Northbound on I-75/85**

Take exit 246 (Central Ave/Fulton Street) follow signs to Central Avenue. Turn left onto Central Ave and follow it until it crosses over Mitchell (3<sup>rd</sup> traffic light).

## **If Traveling Westbound on I-20**

Take Capitol Ave exit #58A. Exit onto Central Ave continue until you cross over Mitchell Street (3<sup>rd</sup> traffic light)

## **If Traveling Eastbound on I-20**

Take exit 56B (Windsor Street/Spring Street /Stadium) follow straight onto this street to Central Avenue (3<sup>rd</sup> traffic light) Turn left onto Central Ave and cross over Mitchell Street.

## **Marta**

Georgia Plaza Park is located 4 blocks from the Georgia State Station and 4 blocks from the Five Points Station.

**PARKING:** The BEST parking is Underground Atlanta the building will have large purple banners saying Underground and a large neon pink/purple sign for Underground Parking. I have attached a picture of the sign and building you need to look for. If you cannot open please email me and I will resend under different format.

If you need assistance locating the building or parking you may call my cell 770-256-7406 and I will help direct you to parking and the building. Connie Rose

## **Biography: Tom Price**

Congressman Tom Price is recognized as a vibrant leader in Georgia and a diligent and tireless problem solver in Congress. First elected to Congress, representing the Sixth District of Georgia, in November 2004, Price was re-elected with broad support in both primary and general elections in 2006. Prior to going to Washington, Price served four terms in the Georgia State Senate – two as Minority Whip. In 2002, he became the first Republican Majority Leader in the history of Georgia. This year he was promoted to Deputy Whip, part of the Republican Leadership Team.

In Congress, Price's priorities are reforming the tax system, strengthening health care and education, bringing common sense to the litigation system, and finding transportation solutions for Atlanta's residents and commuters. Congressman Price serves on the Committee on Education and Labor, as well as the Committee on Financial Services in which he is the Deputy Ranking Member on the Financial Institutions Subcommittee.

Congressman Price received a Doctor of Medicine degree from the University of Michigan and completed his Orthopaedic Surgery residency at Emory University. Price established an orthopaedic clinic just north of Atlanta. After nearly twenty years of private practice he returned to Emory University School of Medicine as an Assistant Professor. Before coming to Congress, Price was Medical Director of the Orthopaedic Clinic at Grady Memorial Hospital in Atlanta, teaching resident doctors in training.

In Washington, Price has been an outspoken advocate for patient-centered health reform and finding solutions for covering the uninsured. His credits include legislative efforts to move the nation's health care delivery system toward a defined contribution plan, allowing for greater patient access and choice. Congressman Price has also spearheaded efforts to cover the uninsured by co-authoring the bipartisan

*Health Partnership through Creative Federalism Act.* This innovative approach to covering the uninsured would accelerate state initiatives. In order to preserve access to quality care for all Americans, including seniors, Price has fought for appropriate physician reimbursement for treating patients.

Price is active in the Atlanta community, is a past President of the Roswell Rotary Club and has served on Boards of the North Fulton Chamber of Commerce, Orchestra Atlanta, the Arthritis Foundation, the North Metro YMCA, and the Mount Vernon Presbyterian School. Congressman Price with his wife, Elizabeth, and son reside in Roswell. They are members of the Georgia Ensemble Theater, Roswell Clean and Beautiful, the Chattahoochee Nature Center and the Roswell Presbyterian Church.