



Insurance Professionals of Atlanta

JANUARY 2010

WWW.IPANAIW.ORG

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January 14, 2010

Dear Members and Friends:

I hope that everyone had a wonderful holiday season and the New Year is off to a good start for you. Starting a new year has always been a very exciting time for me. I set resolutions and plan out activities for the year, which also includes educational activities. With the help of the Insurance Professionals of Atlanta and NAIW, I have been able to plan out my insurance education for the entire year. If one of your resolutions is to participate in more continuing education and professional development, I strongly recommend that you consider participating in the educational activities offered by IPA and NAIW. Such programs that we have hosted in the past pertained to topics such as public speaking and risk management, in addition to the various CE classes taught by Elise Farnham with Illumine Consulting. The programs and networking offered by IPA and NAIW can sharpen your skills and give you an edge when trying to retain a client or employment. I certainly hope that you will consider involving yourself with IPA and NAIW as part of your educational goals this year.

Sarah Patno with Atlas Settlement Group, Inc. was gracious enough to give a presentation at the January meeting concerning Medicare Set-Aside Allocations and the Section III SCHIP Extension Act. The program discussed how the enforcement of this act will affect worker's compensation and liability insurance carriers and reporting requirements. Ms. Patno gave a very interesting and informative presentation and we thank her for continued support of the Insurance Professionals of Atlanta.

The Insurance Professionals of Atlanta will be hosting NAIW's Advanced Communication Skills course on Saturday, February 20th. Information concerning this course was sent out to the IPA members via email. This is a one day, six hour course. I will be attending the class and I encourage all of IPA's CWC or LACE graduates to continue their public speaking education and attend this class.

Information concerning IPA's February meeting is included in our newsletter. I hope that you will consider expanding your network and join us at the next meeting. I look forward to seeing everyone next month.

Sincerely,

Melissa G. Peak, CISR, CPIW, DAE
2009-2010 President

Calling all Readers!

If you are interested in becoming a member of IPA, please contact Vice-President Joy Goolsby, or visit our website at 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 15th of each month in order to be included in the next month's newsletter.

Please submit to Joy Goolsby at

IPATLANTA@yahoo.com

***IPA meets at
Wildfire
94 Perimeter Center
West
Atlanta, GA
the 2nd Tuesday of
each month.
Meetings begin at
6:00 pm.
Cost: \$25.00 per
person.
Email your
reservation to
IPATLANTA@yahoo.com***

*Please check the
newsletter for
upcoming events
which may change
the monthly
schedule.*



Insurance Professionals of Atlanta

Reginald Kimball
Certified Home Inventory

Will be giving a presentation regarding current issues related to asset protection, identity theft and inventory solutions as they relate to the insurance industry- both for professional and personal knowledge.

Date: February 9, 2010
Time: 6:00 p.m.

Location: Wildfire Atlanta
94 Perimeter Center West
Atlanta, GA 30346

Cost: \$25.00

Please let us know you are coming. Contact Joy Goolsby at ipatlanta@yahoo.com by the end of the business day on February 5, 2010 if you were unable to respond to the Evite.

Reservations are guaranteed. If you make a reservation and can not attend, you will still be responsible for the cost.

Mark Your Calendars!

February 2, 2010

8 Hour CE Class
Hosted by IPA
8:30 AM
1117 Perimeter Center
West, Atlanta, GA
30338 first floor
conference room
*Registration Form is
attached to the end of
this newsletter

February 9, 2010

IPA Meeting
6:00 pm
Wildfire-Perimeter
“Issues Surrounding
Asset Protection and
Home Inventory”

February 20, 2010

Deadline for
submission of Region
III elected candidate
form.*Information
concerning the elected
2010-2011 positions is
attached to this
newsletter.

February 24, 2010

Deadline for confirmed
hotel rate for Region
III Conference
*Information on
booking a room is
attached to this
newsletter

February 25, 2010

Deadline for Region III
Conference
Registration with no
late fee.*Conference
registration form is
attached to this
newsletter.

Nominees for Regional Office

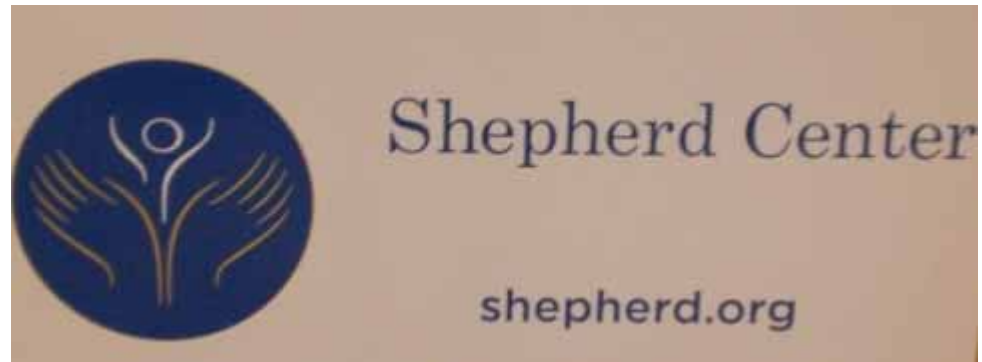
At the end of this newsletter you will find a note Marjorie Bear, AIC, CPIW, DAE, PIAM, 2010 Region III Nominating Committee Chairman and the application to run for an elected office for Region III for the upcoming term. Our region is a very influential region on the international level. We need strong candidates to lead our region and represent us.

Please consider running for office. The deadline for filing the application is February 20, 2010.

NAIW President's Challenge

The Bridge Builders Form is at the bottom of this newsletter. You only need 45 points to qualify, Start checking boxes today! You can get credit for activities completed as of July 1, 2009 through May 10, 2010.

Photos from the Thanksgiving Project at the Shepherd Center



Left to Right Insurance Professionals of Atlanta

March 9, 2010
IPA Meeting
6:00 pm
Wildfire-Perimeter
Program TBD

March 25-28, 2010
2010 NAIW Region III
Conference
Bayside Inn, Destin FL
*Conference
information is attached
to this newsletter.

members: Amara Bennet,
Elise M. Farnham, *CPCU, ARM, AIM, CPIW,*
Linda Mihyar, Sara Cerny,
Jan Murray, *PIAM, CPIW, DAE,* Tanya Harrelson



Table full of desserts for the patients of the Shepherd Center.



Continuing Education Program Registration Form

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

Date: **February 2, 2010** **8 Hours CE**

Time: **8:30 a.m. – 12:05 p.m. “Leading with Integrity” 4 Hrs. Ethics – GA & TX**
1:00 p.m. –4:35 p.m. “Workers Compensation: Principles and Practices”
4 hrs. GA#35782

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. “Leading with Integrity” 4 hrs CE GA#36793 TX#29239 Insurance professionals who are able to master the skills of the job and approach the challenges they face with integrity are destined for success. This program explores what it means to be ethical and how leaders with integrity differentiate themselves.

8:30am to 12:05pm _____ @ \$50.00= _____

2. “WC: Principles and Practices”, 4 hrs. Casualty GA#35782. In this seminar, we will examine the major features of the workers compensation system and the key role it plays in returning injured workers to gainful employment.

1:00 pm to 4:35 _____ @ \$50.00 = _____

OR Both Seminars (8 hours CE) _____ @ \$85.00 = _____

NOTE: NAIW members receive \$5 discount for each program

NAME: _____ **License #** _____

e-mail address _____ **Phone #** _____

TOTAL: \$ _____ via check *or* credit card: Visa MC Discover AMEX

Credit Card # _____ **Exp Date** _____

Security Code:

Billing Address & Zip: _____

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

Price includes: *Continental breakfast sponsored by: Crawford & Co.*
Afternoon snack sponsored by: Donan Engineering
Lunch sponsored by: S.E.A., Ltd. And Interstate Restoration
Additional Sponsors: The Glass Doctor
Electronic filing of CE credits & Certificate of Completion

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

Questions? Call Elise Farnham at 770-367-3148

Feel free to copy or forward this announcement to invite others. www.elisefarnham.com



Jewels of the Emerald Coast

Dear Region III Member,

We invite you to attend the Region III Conference to be held on March 25th to the 28th in Destin, Florida. The Insurance Professionals of the Emerald Coast along with several Florida Associations are working diligently organizing educational opportunities, networking and events for our NAIW family and friends.

“Jewels of the Emerald Coast” will be held at the Bayside Inn, Sandestin, FL. The hotel is located in Sandestin Golf and Beach Resort, which is a 2400 acre resort. The resort boasts more than seven miles of gulf and bayfront beaches, four championship golf courses, 15 world class tennis court, 19 swimming pools, a fitness center and spa. Resort guests can shop to their hearts content from one end of the resort to the other, with an array of specialty boutique and retails shops housed in The Village of Baytowne and The Market Shops at Sandestin. The resort offers restaurants from casual to fine dining, guests are certain to find something to satisfy everyone’s cravings.

Silver Sands Factory Stores, the nations largest designer outlet center, with over 150 stores is located 2 miles from the hotel. There is a regularly scheduled tram service between the hotel and the outlet center.

For those of you working on your PIAM and CPII designations, be sure to register early and attend the PIAM Liability course and the CPII Commercial Auto course to be held on Thursday March 25th from 8:00 AM to 3:00 PM.

Our keynote speaker for the conference is Dr. Lawrence Helms, who will be discussing “Tough times don’t last...tough people do!!” You don’t want to miss this important message.

We will email and post on the web site the agenda for the conference. The hotel information is included on the registration form. Please note the cutoff date for reserving a room with the hotel is February 24, 2010. If you have not already made reservations call today.

We are all excited about the conference and we hope to see you all March 25th to the 28th, 2010 in Sandestin, Florida.

Kathleen R. Turley, CEBS, CPIW, HIA
Conference Chairman
P#850-687-9938
kathyturley@yahoo.com

Kathy J. Warson, CIC, CPIW, DAE
Conference Vice Chairman
P# 850-496-3437
kwatson.light05@insuremail.net



Dear Region III Members,

The 2010 Region III Conference is approaching quickly. It will be held March 25-28 in beautiful Destin, FL.

Attached you will find the application to run for elected office for Region III for the upcoming term. Our region is a very influential region on the international level. We need strong candidates to lead our region and represent us.

If you are interested in running for one of the elected positions, please complete the application and return it to me by email, tedbear17@earthlink.net. The deadline for filing the application is February 20, 2010. Your interview time will be scheduled during the upcoming regional conference and you will be notified before getting to Destin of your interview time.

Those running for national nominating delegate or alternate need to remember that they are making the commitment to attend the NAIW International Convention in Washington DC in June. At this meeting, we will elect our international officers for the coming year and there are three candidates running for International Secretary.

The future of NAIW International and Region III will be dependent upon the leadership we elect. Make the commitment to give back to NAIW. This is "Your Association of Choice" and Region III needs YOU!

In fellowship,

Margie

Marjorie Bear, AIC, CPIW, DAE, PIAM
2010 Region III Nominating Committee Chairman
tedbear17@earthlink.net

NAIW Candidate Form for: Region III Positions—term 2010 to 2011

√	REGIONAL POSITIONS	
	<i>Deadline for submission is February 20, 2010</i>	
	Regional Vice President	
	Regional Delegate to International Nominating Committee	
	Regional Alternate to International Nominating Committee	
Name		
Employer		
Mailing Address		
Home Phone		Work Phone
Fax Number		Email Address
Region		Date Joined NAIW
Local Association Affiliation (Name of Assn.)		Member-At-Large _____
Insurance Education / Designations		
Council / Region / International Meeting Attendance		
# Council Meetings Attended _____	Date of last Council Meeting Attended _____	
# Regional Conferences Attended _____	Date of last Regional Conference Attended _____	
# International Conventions Attended _____	Date of last International Convention Attended _____	
Indicate prior Committee service to NAIW (Council, Region, International)		

What qualifications and/or qualities do you have that would make your service valuable to NAIW? (Include employment responsibilities, if applicable)

NAIW ACTIVITIES / INVOLVEMENT / RECOGNITION

(Included Attachments as desired or necessary)

Local Association

Council/Provincial

Regional

International

Other Insurance

Civic Activities



BRIDGE BUILDERS

Check the items that apply to you from the dates July 1, 2009 through May 1, 2010. You will receive 5, 10 or 25 points for your participation in the areas of growth and recognition. You will need a total of 45 points to qualify.

- Participated in CWC Speak-off Competition at the Council or Regional level (5)
- Helped charter a new association (10)
- Served as a Member-At-Large delegate on the Council or Regional level (10)
- Brought an inactive member to a meeting (5)
- Collected 5 business cards at a meeting (5)
- Brought a potential member to a meeting (5)
- Recruited that guest to join (10)
- Registered for Council, Regional or International Convention (10)
- Served as a Committee Member or Chair at any level (10)
- Attended at least 5 Local Association meetings (5)
- Applied for an NAIW (International) award at any level (5)
- Purchased \$30 or more in NAIW (International) products (10)
- Took an NAIW (International) Webinar class (10)
- Recruited a sponsor at the International level (25)
- Recruited a Corporate Partner at the Local level (10)
- Recruited a Corporate Partner at the International level (15)
- Talked to the Industry about NAIW (International) (10)
- Distributed a "Prospective Member," "Corporate Partner" or "Employer" packet (5)
- Donated to The Dictionary Project Initiative (10)
- Received CPIW/CPIM or DAE Designation (10)
- Talked to an employer about NAIW (International) (5)
- Recruited a sponsor at the Council or Regional level (10)
- Participated in an NAIW (International) education class (5)
- Recruited a non-renewing member (10)
- Sat with someone new at a meeting (5)
- Served as an Officer at any level (10)
- Mentored a new member (10)
- Donated to NAIW's Legacy Foundation (10)

NAME (PRINT) _____
MEMBER # _____
REGION _____