



# IPA Newsletter

NOVEMBER 2007

INSURANCE PROFESSIONALS OF ATLANTA

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## Calling all Readers!

If you are interested in becoming a member of IPA, please contact Vice-President, Melissa Peak.

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

November 1, 2007

Dear Members & Friends,

IPA recognizes one person, each year, who, through hard work, dedication, and professionalism is IPA's "Insurance Professional of the Year". The recipient of the IPA's Insurance Professional of the Year award for 2007 -- 2008 is Brenda Peterson, Program Manger, Sedgwick CMS. She truly deserves this award for her hard work and dedication in IPA and NAIW. She served as President of IPA for two consecutive terms, 2005-2006 and 2006—2007. Brenda has served on several committees at State and Regional meetings, has supported fundraising efforts at NAIW and IPA. She is currently working on obtaining her ARM designation. Our congratulations to Brenda for her hard work and a job well done! Brenda Peterson, will be presenting "Tax- Free Income Roth IRA\$ " at our next meeting on Nov. 13, 2007.

It is the time of year that often prompts us to start taking stock of what we have accomplished during the year and what is still on the proverbial 'To Do' list. Our accomplishments during the year are often linked to our goals and our goals help each of us to grow personally and professionally. Education is one of my personal and professional goals each year and I look to IPA and NAIW to help me meet that goal. You see I believe that regardless of what the licensing requirements may be education is a worthy goal that should always be included on my 'To Do' list. The knowledge gained and people I meet during classes foster growth as an insurance professional and stimulates thinking. It also provides great networking opportunities. This year IPA challenged members to learn new insurance related subject matter and present it to the members and guests during the monthly meetings. As always, IPA seems to bring out the best in the members and they are meeting the challenge every month.

I challenge each of you to look at the goals you have set for 2007 and see where you are...did you get that designation that you resolved to get? If not, there is still time to work toward, and perhaps, reach it during the 4<sup>th</sup> quarter of the year. Have you completed your continuing education hours for 2007? There is still time to do that, too. In fact, IPA is sponsoring a continuing education class on Nov. 28, 2007. Be a part of a great organization that can help you meet your goals – come join us at our next meeting for education, networking, and fellowship.

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!**

November 13, 2007  
6pm-IPA Meeting at Aldo's

November 15, 2007-  
Regional Award Submissions are due by end of the business day

November 22, 2007-  
Thanksgiving Day

December 5, 2007-  
Hanukkah

December 11, 2007-  
IPA Christmas Social-  
Details to Come

December 22, 2007  
Winter Begins

Share Thanksgiving with The Shepherd Spinal Center

Insurance Professionals of Atlanta has been contacted by Alan Roof, one of the Chaplains at Shepherd Center, asking for our help with supplying desserts for their annual Thanksgiving Luncheon, which is scheduled on November 16, 2007. Insurance Professionals of Atlanta has assisted Shepherd Spinal Center in their annual Thanksgiving luncheon for several years by providing both homemade and purchased desserts for patients and families. This is one of the ways that we are able to give back to the community and support the work being done by The Shepherd Center. There will be approximately 400 people at this luncheon. The patients would be given their lunch in their rooms and then would come to the auditorium for the program. Their program will start at 1:30. He has requested our help in providing some soft desserts for those who have trouble swallowing, such as mousse as well as pumpkin pies and brownies. We will need to be able to pick up desserts on Thursday, Nov. 15. If you can assist IPA in this very worthy endeavor, Judy Hughes is coordinating this effort and she can be reached at:

- Judy Hughes
- (770) 471-6655-Home
- (404) 550-6655-Cell
- [judyjdyss@aol.com](mailto:judyjdyss@aol.com)

Regional Award Submissions are Due

If you plan to apply for a Region III award, please submit your applications to Jan Murray no later than the end of the business day November 15, 2007. Please send via email to Jan Murray in Word format to [Janmurr1@aol.com](mailto:Janmurr1@aol.com). The award applications can be found on the NAIW website, [www.naiw.org](http://www.naiw.org) under "Resources" and then "NAIW Forms". If you have any questions, you can contact Jan Murray.

Check Out IPA's New Website

IPA's new website address is [www.ipanaiw.org](http://www.ipanaiw.org). While it is still under construction, what has been completed is a huge step for IPA. We have some new features, such as a website contact form and photo gallery. We are open to suggestions and comments from our members. Please contact Melissa Peak at [mpeak@amsafety.com](mailto:mpeak@amsafety.com) with your comments, questions, or concerns.

December 24, 2007-  
Christmas Eve

December 25, 2007-  
Christmas Day

December 31, 2007-  
New Year's Eve

# Member's Spotlight



## **JAN S. MURRAY, PIAM, CPIW, DAE**

Jan has more than 30 years in the insurance industry and her experience is with agencies, brokers and major global companies where she held positions as a corporate manager and officer for business development, marketing, underwriting and sales.

Results-oriented with an extensive background in business planning and execution, she is skilled in technical and risk analysis, marketing, consultative sales, strategic planning, communication and team dynamics, program design, customer relations and utilization of creative solutions.

Her strong skills enabled her to develop and teach a variety of courses based on her successful experiences. It also resulted in her most memorable experience: being invited to sit in the syndicate box at Lloyds of London while her broker finalized details on an 8 figure account.

Appointed by successive governors, she served 27 years (retiring in 2004) as a Trustee for the Second Injury Fund, a \$100 million fund for second injuries in the State of Georgia.

A member of NAIW since 1973, she is active and involved at all levels. National service includes serving on the board twice, chairing the National Nominating Committee three times and chairing and serving on numerous committees, including International, Bylaws, Membership and Horizon. An RVP in 1987/88, she has served three times as an Assistant to the Region III Vice President. She is currently the 2007-2008 Region III Vice President.

She believes strongly in the individual member and gives her time, energy and expertise to help others develop and reach their goals. Her experiences, personally and professionally, have taught her many life lessons she freely shares with the members. Her theme for 2007-2008 is "NAIW is YOU ....Members Matter Most".

Jan is semi-retired doing free lance Global Risk Management consulting for multinational firms.

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## Insurance Professionals Of Atlanta



### Tax-Free Income Roth IRA\$

A Professional Development Seminar from the  
NAIW I Can! Series

Presented by IPA's Insurance Professional of the  
Year  
Brenda Peterson

This seminar does not provide continuing education credit.

Date: November 13, 2007  
Time: 6:00 pm  
Location: Aldo's Italian Restaurant  
6690 Roswell Road  
Atlanta (Sandy Springs), GA  
Cost: \$23.00

Please let us know you are coming. Contact Melissa Peak at  
[mpeak@amsafety.com](mailto:mpeak@amsafety.com) or 770-485-4340

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**Continuing Education Program  
Registration Form**

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

**Date:** **November 28, 2007**      **7 Hours CE (Inc. 3 Hours Ethics)**

**Time:** 8:30 a.m. to 12:05 p.m. – and -- 1:15 p.m. to 4:05 p.m.

**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. "Professional Liability" #31604 – **4 hours CE** 8:30a.m. to 12:05pm \_\_\_\_ @ \$45.00= \_\_\_\_\_
2. "Choosing the High Road" #31126 – **3 hours Ethics** 1:15 – 4:05pm \_\_\_\_ @ \$35.00= \_\_\_\_\_  
*OR* Both Seminars (7 hours CE) \_\_\_\_ @ \$70.00 = \_\_\_\_\_

**Price includes:** *Continental breakfast sponsored by: **Enservio***  
*Afternoon snack sponsored by: **S.E.A., Limited***  
*Lunch sponsored by: **Evans Garment Restoration***  
*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)