



Insurance Professionals of Atlanta

OCTOBER 2009

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October 5, 2009

Dear Members & Friends:

I can not believe that we are already into October. Fall is here and 2009 is almost over. Now that we are closing approaching the holidays, IPA will begin planning upcoming charity projects. Each year, IPA donates and serves desserts to the families and patients of the Shepherd Spinal Center in Atlanta, GA during their annual Thanksgiving luncheon. Further details concerning this project will be published in future correspondence.

IPA has also arranged to deliver some new NAIW programs. Past President, Connie Herrin, AIC, ARM, CIC, CPIW, will present a 30 minute program on the risk management process. Also, IPA is also in the process of coordinating the delivery of NAIW's Advanced Communications Skills course. If you have successfully completed NAIW's Confidence While Communicating ("CWC") course, it is time for you to move forward to achieve optimum public speaking and communication skills. A student of the 6-hour Advanced Communication Skills course will learn how to prepare presentations that hold the attention of an audience. Some topics include understanding the audience, appropriate use of visual aids, group interaction, and proper handling of unexpected interruptions and technical difficulties. Additional details concerning this class will be published in future correspondence.

I am very proud to announce that IPA member Connie Herrin, AIC, ARM, CIC, CPIW, won the Confidence while Communicating speak-off competition at the Georgia Council Annual Conference in Stone Mountain, GA on Saturday, September 26th. She will represent the Georgia Council and compete in the Region III speak-off at the 2010 Region III Conference.

I also would like to mention that I was proudly presented with the PIA Education Achievement Award at the Georgia Council Conference for outstanding educational achievement for the 2008-2009 term.

Please plan to attend IPA's upcoming meeting on October 13, 2009. Gerry Purcell will be our guest speaker. He will be presenting a program concerning healthcare reform and other insurance issues. Please take note that we have changed our meeting location to Wildfire near Perimeter Mall in Atlanta, GA. We look forward to seeing everyone there!

Sincerely,

Melissa G. Peak, CISR, CPIW, DAE
President
Insurance Professionals of Atlanta, Inc.

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.

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: \$23.00 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

Healthcare Reform & Other Georgia Insurance Issues

Presented by

Gerry Purcell

Date: October 13, 2009

Time: 6:00pm

Location: Wildfire
94 Perimeter Center West
Atlanta, GA

Cost: \$23.00

Please let us know you are coming. Contact Joy Goolsby at ipatlanta@yahoo.com by October 9, 2009.

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Mark Your Calendars!

October 13, 2009

IPA Meeting
Aldo's Restaurant
Sandy Springs, GA
6:00pm

October 15, 2009

IPA CE Classes
1117 Perimeter Center
West, Atlanta, GA
"What you need to
know about Flood
Insurance" 4 hours
"Ethics and the
Insurance Professional:
Making a difference"
3 Hours

Interested in Health Care Reform?

October 13th IPA has a great speaker!

Gerry Purcell Speaking on Health Care Reform

Gerry is a native Georgian, born in Toccoa. He served in ROTC at Truett-McConnell College, and graduated from Chaminade University, where he earned the General George C Marshall Leadership Award. At 26 years old, he accepted \$200 million dollars of responsibility in the Army where he served as a Military Intelligence Officer for 7 years.

He worked for Mobil Oil, where he turned around several multiple million dollar businesses from money losers to profitable businesses.

At 29 years old, he was diagnosed with cancer, and received the best health care in the world. He was inspired to help others receive similar service, and started his own company that advised legislatures and large companies on how to save money on health care without sacrificing service or quality.

Gerry is a nationally recognized health care expert, and is married to Julianne Sant Purcell, and currently resides in Alpharetta, GA.

Gerry's speaking topics:

Health Care reform on a national level, and how it can translate to the state level.

Other insurance issues, and how they affect Georgia
His ideas on how legislatures and large companies can decrease health care costs without sacrificing service or quality.

Attached below is the NAIW President's Challenge. Members should complete the form and if they qualify, completed forms should be faxed to NAIW at 918-294-3711 or e-mailed to editor@naiw.org. Additional instructions are on the form.

Please invite friends and coworkers to the educational opportunity on October 15th

Sign up information follows the newsletter.

Please scroll forward for attachments



Continuing Education Program Registration Form

Hosted by: *The Insurance Professionals of Atlanta*
Presented by: *Elise M. Farnham, CPCU, ARM, AIM, CPIW, Illumine Consulting*
Date: **October 15, 2009** **7 Hours CE**

Time: **8:30 a.m. – 12:05 p.m. “What You Need to Know About Flood Insurance” #33841**
4 Hrs. Ethics
1:00 p.m. – 3:50 p.m. “Ethics and the Insurance Professional: Making a Difference”
3 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. “What You Need to Know About Flood Insurance” #33841; 4 hrs Ethics Attendees will examine basic guidelines to determine when flood insurance is necessary and how to respond to questions from consumers about the National Flood Insurance Program. 8:30am to 12:05pm @ \$45.00=_____

2. “Ethics and the Insurance Professional: Making a Difference” #25668, 3 hours Ethics. In this course, attendees will look at companies who have created initiatives to improve their ethical culture and the results attained by focusing on ethical values. 1:00 pm to 3:50 @ \$45.00 = _____

OR Both Seminars (7 hours CE) _____ @ \$80.00 = _____

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

NAME: _____ **License #** _____

e-mail address _____

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: *Black Diamond Transportation and CorVel*
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



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 _____