



# Insurance Professionals of Atlanta

SEPTEMBER 2008

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

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## 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

September 5, 2008

Dear Members & Friends:

September has arrived and it is again 'back to school' time. It is also a great time to get back to NAIW and IPA. We have planned a series of informative presentations for our meetings this year and continue to host classes for great continuing education opportunities. Education & professional development are part of the core values for NAIW and IPA and there really isn't a summer vacation from them.

A tremendous THANK YOU goes out to Melissa Peak, Veronica Spellman, Brenda Peterson, Jan Murray and all who worked so diligently at the IPA booth during the Insurance Expo on August 8—9, 2008. It was a great success; so much so, we are already looking forward doing it again next year. Many thanks to Elise Farnham for once again hosting 'Taste of Grantville' -- our annual IPA cookout on August 11, 2008. It was a wonderful afternoon of great food, fun, laughter and best of all fellowship.

The 2008 Georgia Council meeting is September 26—27, 2008. Please get your registration as soon as possible to avoid any late fees. The theme is through the years. Make this the year that you come to the council meeting and get more involved in NAIW and the Georgia Council. In the meantime, I hope to see you at the September meeting!

Connie 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!**

**September 1, 2008**  
Labor Day

**September 9, 2008**  
IPA Meeting, Aldo's Restaurant  
Sandy Springs, 6:00pm  
"Business Etiquette"

**October 02, 2008**  
IPA Continuing Education Classes  
1117 Perimeter Center West, Atlanta, GA

**October 14, 2008**  
IPA Meeting, Aldo's Restaurant  
Sandy Springs, 6:00pm  
Fire Safety Month  
Emergency Organization Planning



*Insurance Professionals of Atlanta*



Presented by IPA Vice President Melissa Peak

**Date:** September 9, 2008  
**Time:** 6:00pm

**Location:** Aldo's Italian Restaurant  
6690 Roswell Road  
Atlanta (Sandy Springs), GA

**Cost:** \$23.00

Dinner includes salad, entrée, garlic rolls, coffee, tea or soda.

Please let us know you are coming. Please contact Melissa Peak at [mpeak@amsafety.com](mailto:mpeak@amsafety.com) or 770-485-4307. If you are uncertain and decide to come at the last minute, please feel free to join us.

### **Special Announcements**

Congratulations to IPA Member Sara Cerny (now Seiter) on her marriage to Aaron Seiter. They were married on May 10<sup>th</sup>, 2008 at The Vines Botanical Gardens in Loganville, GA. Sara is from LaGrange, GA and went to the University of Georgia. She works for Zurich Insurance Company in Atlanta, GA. Aaron is Vice President of Risk Management for SunTrust and is also a Georgia graduate. Sara and Aaron met through a mutual friend in the insurance industry. They just purchased a home in Sandy Springs.

**November 11, 2008**

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

**November 27, 2008**

Thanksgiving

**December 9, 2008**

Aldo's Restaurant  
IPA Christmas Social

**December 25, 2008**

Christmas Day

## **Fundraiser Basket**

IPA is preparing a Fundraiser basket for the State Conference in Helen, GA. The theme is "Collecting Memories through the Years". If you have anything you wish to donate to the basket, please bring it to the September 9<sup>th</sup> meeting. We have received the following items:

Basket

Teapot & teas

Watch

Picture frames

Scrap Booking Materials

**Please continue forward for registration information for the  
next continuing education class**

# 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 2, 2008** **8 Hours CE**

**Time:** 8:30 a.m. – 12:05 p.m. “The Dirty Dozen-12 Factors Impacting Ins. Contracts”  
#32301, 4 hours Life, Accident & Sickness.; P&C  
1:00 p.m. – 2:40 p.m. “Ethics: Top Ten Issues & How to Respond”  
#31355, 2 hours Ethics  
2:50 p.m. - 4:35 p.m. “Business & Professional Ethics – Why Bother?”  
#32406, 2 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. “The Dirty Dozen: 12 External Factors Impacting Insurance Contracts” #32301; Insurance coverage can be impacted by factors external to the contract which leads to grey areas. In this seminar, we will examine 12 factors external to the insurance contract that must be considered when analyzing coverage afforded by a policy contract 8:30am to 12:05pm @ \$45.00=\_\_\_\_\_
  2. “Ethics: Top Ten Issues and How to Respond” #31355 This seminar looks at the ethical challenges facing insurance professionals. We will review and discuss several case studies of day to day situations and find ways of dealing with problematic issues. 1:00pm – 2:40 pm @ \$25.00 =\_\_\_\_\_
  3. “Business & Professional Ethics – Why Bother?” #32406 Are there different types of “ethics?” Why differentiate “business” ethics from “professional” ethics from “personal” ethics? We will explore these questions and more. 2:50 p.m. – 4:35 p.m. @ \$25.00=\_\_\_\_\_
- OR All 3 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: *Black Diamond Transportation and CorVel*  
Additional Sponsor: *The Glass Doctor*  
Electronic filing of CE credits & Certificate of Completion

**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)