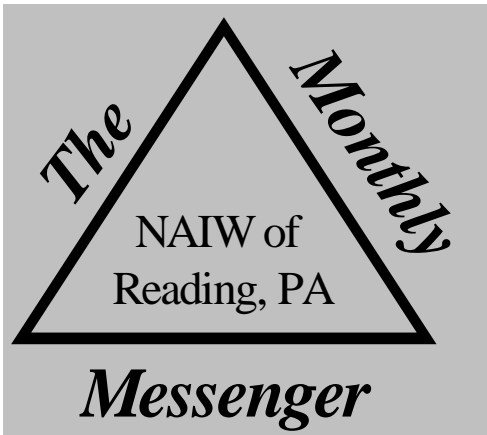


2011 - 2012

January 2012



Newsletter of the National Association of Insurance Women
Reading, PA

<u>2011-2012 OFFICERS & BOARD OF DIRECTORS</u>	
President	Pat Eggles, CISR, CPIW, DAE
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.....	Kathy Burggraf

A Message from our President
- Pat Eggles, CISR, CPIW, DAE

Happy New Year!

I hope everyone had a wonderful and Safe Holiday with your family and friends. With the Holiday Rush over, it is time to focus on our Goals and Resolutions for the New Year. What a great time to focus on planning for new projects and adventures.

The Christmas party was a *huge success*. Thank you to Jennifer Kuhn, Lisa Lavender and Kathy Burggraf for all your efforts in planning this event. The food was great the atmosphere warm and friendly and everyone enjoyed the evening. What Team work! **Kudos for a job well done.**

Thank you to those who volunteered their time at the Berks Greater Food Bank. We found the day to be fun and rewarding.

For those that are interested, the **2012 NAIW Region 1 Conference is being held at the Hyatt Regency Newport, 1 Goat Island, Newport, Rhode Island**, from March 28 – April 1, 2012. If you are planning on attending, please mark your calendars and get your registration forms in early for Conference. Registration forms attached to Newsletter. The **early bird price prior to 2/12/2012 --- \$265. Room Rates \$135 per room (good until 2/27/2012). Plan on sharing travel and rooms to cut down expenses.**

The Regional Conference Committee has started fundraising by offering you a chance to purchase a “Sailing for Success” Sailboat pins in either Gold or Silver for our members. Wear your pin to the Registration desk when you check in and become eligible for a special drawing! Fundraiser form attached to Newsletter.

Regional Scholarship applications are available on PA Council Website, www.naiw-pa.com under the Education Tab. All applications must be received by Friday, January 20th. All Applicants will receive an email confirmation receipt.

This month we will be having a joint meeting with CPCU. The meeting will be held at **Wyomissing Family Restaurant** and I hope that you will join us for an evening of fun and fellowship. Our speaker will be **David J. Imshweiler CIC owner of DJI Insurance Agency, Kutztown**. We look forward to seeing you there.

I would like to take this time to wish you and your families a Happy, Healthy and Prosperous New Year!

In Fellowship,

Pat Eggles CISR, CPIW, DAE



Education

Susan Shober

We will sponsor AU66 classes to begin January 24, 2012 at CNA Insurance. A registration form is included in this newsletter. Please contact me at susan.shober@encompassins.com if you have any questions.

Safety Article

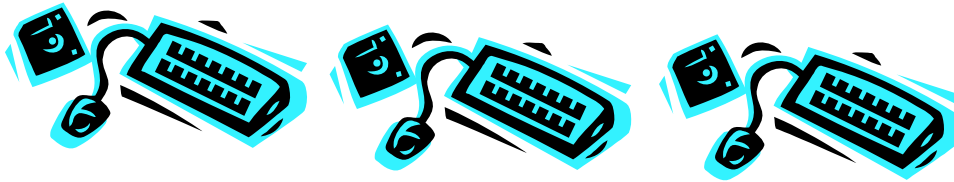
Nancy Dunning

See attached.

Bulletin

Patti Walmer

Please forward all items for the February Newsletter by Monday, January 30th.



NEWS

Subject: Conference Call Schedule
2011-2012 Monthly Conference Call Schedule
Each call is held at 12:00 noon.

Date – January 19th

Topic: Technology

Committee Chair: Mary Hanks

Dates to Remember

January 11, 2012	Joint Meeting CPCU
January 19, 2012	PA Council Conference Call – Technology Chair – Mary Hanks
January 20, 2012	Regional Scholarship Deadline
February 1, 2012	Regional Conference Combined Awards Application Deadline
February 8, 2012	Service Project
March 14, 2012	Business Meeting
March 28 – April 1, 2012	Regional Conference – Hyatt Regency Goat Island, Newport, Rhode Island “Sailing into Success with NAIW”.
April 11, 2012	Business Meeting
April 12, 2012	Reading I Day
May 9, 2012	Appreciation Night
June 6 – 9, 2012	National Convention - 2012 Convention in Dallas, Texas - Omni Hotel Downtown.
July 13 – 15, 2012	Mini Board – Hilton Garden Inn – Freeport, Maine

NAIW OF READING, PA

Spring 2012 Education Class

NAIW of Reading, PA will sponsor the following class taught by Jim Stonaha, CPCU, CIC (Loomis Company)

. All participants are expected to have the first assignment completed prior to the first class.

AU 66 – Commercial Underwriting: Liability and Advanced Techniques

Thirteen Tuesdays 5:00 to 7:00 PM, beginning January 24, 2012. Last class will be April 17, 2012, including two review sessions.

Class Location: CNA Insurance, 401 Penn Street, Reading, PA 19601

Exam: Given by Institute with computer format

CE Credits: Offered through the Institute after passing the exam

To register, please return this form by email to susan.shober@encompassins.com or call Sue at 610-401-2387 if you have any questions.

Name (from license, if applicable) _____

E-mail address _____

Employer _____

Home Phone _____ Work Phone _____

____ AU 66 Tuition \$150

Registration deadline January 13, 2012

The class may be cancelled if less than seven register.
Late registrations may be accepted by contacting Sue Shober.

NAIW MONTHLY MEMBERSHIP MEETING

WEDNESDAY, JANUARY 11, 2012

WYOMISSING FAMILY RESTAURANT
1245 PENN AVENUE
WYOMISSING, PA 19610

SPEAKER:

Mr. David J. Imshweiler, CIC
Owner of DJI Insurance Agency, Kutztown

BOARD MEETING: 5:15 PM DINNER: 6:00 PM

SHREDDED POTATO HADDOCK
OR
COUNTRY FRIED STEAK
OR
MARINATED CHICKEN BREAST

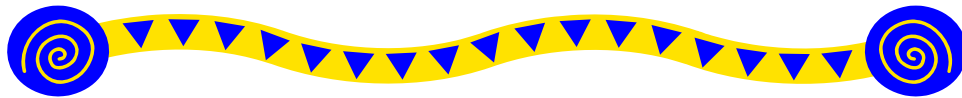
THESE ENTRÉE'S INCLUDE:
ONE SIDE, SOUP & SALAD BAR
CHOICE OF ONE DESSERT – EITHER CAKE OR ICE CREAM
SODA / COFFEE / TEA

COST: \$20.00

IF YOU WILL BE ATTENDING, PLEASE CONTACT **MARY ANN OWENS** VIA EMAIL AT MAOSTORYTELLER@DEJAZZD.COM OR CALL **(610) 987-6465** TO MAKE YOUR RESERVATION. RESERVATIONS MUST BE MADE TO GUARANTEE YOUR MEAL.

RESERVATIONS WILL NOT BE ACCEPTED AFTER FRIDAY, JANUARY 6, 2012 @ 3:00 PM. PLEASE UNDERSTAND THAT WE CANNOT GUARANTEE A REFUND FOR ANY LAST MINUTE CANCELLATIONS.

NAIW of Reading Corporate Partners



Berks Fire Water Restorations, Inc.
350 Bern Street
Reading, PA 19610
Lisa Lavender

Enterprise Rent-A-Car
125 Morgantown Road
Reading, PA 19611
Daniel Gills

Hitchcock Enterprises, Inc.
PO Box 200
Blandon, PA 19510
Lu Ann Seyler

SAFETY ARTICLE

I verified this on snopes.com

Subject: Visa and Mastercard scam – beware

Just a heads up for everyone regarding the latest in Visa fraud. This happening in the Midwest right now and moving. This one is pretty slick since they provide YOU with all the information, except the one piece they want.. Note, the callers do not ask for your card number; they already have it. This information is worth reading. By understanding how the VISA & MasterCard telephone Credit Card Scam works, you'll be better prepared to protect yourself. One of our employees was called on Wednesday from 'VISA', and I was called on Thursday from 'MasterCard'.

The scam works like this:

Person calling says - 'This is (name), and I'm calling from the Security and Fraud Department at VISA. My Badge number is 12460, Your card has been flagged for an unusual purchase pattern, and I'm calling to verify. This would be on your VISA card which was issued by (name of bank). Did you purchase an Anti-Telemarketing Device for \$497.99 from a marketing company based in Arizona ?' When you say 'No', the caller continues with, 'Then we will be issuing a credit to your account. This is a company we have been watching and the charges range from \$297 to \$497, just under the \$500 purchase pattern that flags most cards. Before your next statement, the credit will be sent to (gives you your address), is that correct?' You say 'yes'.

The caller continues - 'I will be starting a Fraud Investigation. If you have any questions, you should call the 1- 800 number listed on the back of your card (1-800-VISA) and ask for Security. You will need to refer to this Control Number. The caller then gives you a 6 digit number. 'Do you need me to read it again?'

Here's the IMPORTANT part on how the scam works - The caller then says, 'I need to verify you are in possession of your card'. He'll ask you to 'turn your card over and look for some numbers'. There are 7 numbers; the first 4 are part of your card number, the last 3 are the Security Numbers that verify you are the possessor of the card. These are the numbers you sometimes use to make Internet purchases to prove you have the card. The caller will ask you to read the last 3 numbers to him. After you tell the caller the 3 numbers, he'll say, 'That is correct, I just needed to verify that the card has not been lost or stolen, and that you still have your card' Do you have any other questions?'

After you say no, the caller then thanks you and states, 'Don't hesitate to call back if you do', and hangs up. You actually say very little, and they never ask for or tell you the card number. But after we were called on Wednesday, we called back. Within 20 minutes to ask a question. Are we were glad we did! The REAL VISA Security Department told us it was a scam and in the last 15 minutes a new purchase of \$497.99 was charged to our card.

We made a real fraud report and closed the VISA account. VISA is reissuing us a new number.. What the scammers want is the 3-digit PIN number on the back of the card. Don't give it to them. Instead, tell them you'll call VISA or MasterCard directly for verification of their conversation.. The real VISA told us that they will never ask for anything on the card as they already know the information since they issued the card!

If you give the scammers your 3 Digit PIN Number, you think you're receiving a credit; however, by the time you get your statement you'll see charges for purchases you didn't make, and by then it's almost too late and/or more difficult to actually file a fraud report. What makes this more remarkable is that on Thursday, I got a call from a 'Jason Richardson of MasterCard' with a word-for-word repeat of the VISA Scam. This time I didn't let him finish. I hung up! We filed a police report, as instructed by VISA. The police said they are taking several of these reports daily! They also urged us to tell everybody we know that this scam is happening. I dealt with a similar situation this morning, with the caller telling me that \$3,097 had been charged to my account for plane tickets to Spain, and so on through the above routine.

It appears that this is a very active scam, and evidently quite successful. Pass this on to all your family and friends

2012 NAIW/IAIP Region I Conference

March 29 ~ April 1, 2012

Hyatt Regency, Goat Island, Newport, Rhode Island

Fundraiser



1 for \$14 or 2 for \$25

These lovely pins are 1 ¼ inches with a full pin catch on the back.

We have them in Gold and Silver, with or without the writing.

Be sure to wear yours on when you check in at the registration desk

In Newport at the 2012 NAIW/IAIP Conference to be eligible for a special drawing!

Don't be caught without one!!

Please indicate number desired:

Gold with Writing _____ Gold without Writing _____

Silver with Writing _____ Silver without Writing _____

Add \$1.00 per pin for S&H _____

Total _____

Name: _____

Address: _____

Phone: _____ Email: _____

Make out checks to "NAIW of RI - 2012 Region 1 Conference"

Mail to:

Donna Varin

3 Fair Oaks Ct N

Greenville, RI 02828

2012 NAIW/IAIP Region I Conference

March 29 ~ April 1, 2012

Hyatt Regency, Goat Island, Newport, Rhode Island

Dear Region I Members:

The holidays have passed, our state days are behind us and the New Year brings new excitement for NAIW/IAIP's Regional and National Conferences! In the next few months, we hope that you will begin to plan to attend the 2012 NAIW/IAIP Region I Conference. The members of NAIW of Rhode Island are pleased to be hosting this special event. We hope you will be "Sailing into Success with NAIW". **(If you have purchased a Sailing into Success Sailboat pin – be sure to wear it when you check in to be entered into a special drawing!)** When you read the attached flyers and see our plans, we know you will want to be part of this wonderful conference.

If you arrive Thursday night, don't miss out on the Welcome Dinner at Newport Playhouse. If we have 75 or more in attendance, not only will you have a spectacular buffet dinner and see an awesome play, but you will have the opportunity to see a special performance of the Cabaret! So make sure you plan to attend this extraordinary experience.

Can't make the Newport Playhouse? Want to stay at the hotel Thursday evening? No problem! We will have Kevin Durigan, DJ Extraordinaire, spinning tunes in the Hospitality Suite from 7-10. Please stop by.

In addition to having our awesome leader, Region I Vice President, Debra C. Kuhne, AAI, CPIW, AIC, AIS, PWCA, DAE, CELS, CRIS at the helm for the weekend, we have other special guests that will be joining us. It is with great excitement that we have learned our International Representative for the weekend will be International Vice President, Jane Densch, CPCU, AIC, ARe, ARP, AIS, CPIW. We also have a special keynote speaker on Friday night who is Meagan Johnson who will speak on "Zap the Gap".

The insurance professionals of Region I will come together for education, the business of the organization, recognition awards, networking, fellowship and FUN! Once you have attended a Regional Conference, we know you will return year after year.

The stars will be shining in Newport and we will be there to welcome you to the great state of Rhode Island. Make it your GOAL to attend this year's conference.

Other items you need to know:

- **Registration Dates** – We will be using the **postmarked** date to determine Early Bird and late Registration fees.
- **Information table** – For those free spirits among us who want to explore on their own, we will have an information table near the Registration desk. Look for our "Fun in 15 minutes" flyer for ideas. We will have extra copies at the desk and in the Hospitality Suite.
- **Tours** – the committee has prepared several opportunities for your enjoyment. They are all limited in seating, so book early! We require payment in advance for all tours.
- **Registration Cancellation Policy** - Requests received in writing **BEFORE** February 13, 2012 will receive a full refund. Cancellation Requests received in writing between February 13 and March 1, 2012 - a \$50 charge will be assessed. **NO REFUNDS after March 1, 2012 – NO EXCEPTIONS!**

In fellowship,

Donna A. Liro, AIS, CPIW

Donna L. Varin, AIT, CIIP

2012 NAIW/IAIP Region I Conference Co-chairs

2012 NAIW/IAIP Region I Conference

March 29 ~ April 1, 2012

Hyatt Regency, Goat Island, Newport, Rhode Island

For your information....

Travel Instructions & Directions to Newport

Please refer to the Hotel registration form for complete travel information.

What to bring

Don't forget your "Sailing into Success" Sail boat pin! – Be sure to wear it to registration check in!

Business Cards for Exhibitors raffles and networking (at least 50).

A sweater for those often too chilly conference rooms.

Camera – Newport is a very unique and picturesque location.

Dress

Attire for the conference will be business casual (see flyer on page 10 for dress down option)

Tours and dinner at the Newport Playhouse will be casual.

Saturday evening's 2012 Sailing into Success banquet will be very dressy.

Weather in Newport is normally in the 40s and 50s with the chance of spring showers, but you never know what March in New England will bring!

Meals

Please indicate any dietary restrictions on the Conference Registration Form.

Banquet Table Registration

You may pre-register for Saturday's banquet seating. Ask for information at the Conference Registration Desk.

Conference Registration Desk Hours

(Follow signs located in the hotel lobby to the Conference Registration Desk)

Thursday 2:00 PM ~ 9:00 PM

Friday 7:30 AM ~ 5:00 PM

Saturday 7:30 AM ~ 8:45 AM

When you arrive...

Check into your room, visit the Conference Registration Desk to pick up your registration packet and tote bag, make your banquet seating reservations, check out the Conference Bulletin Board for breaking news and messages, and then visit the Hospitality Suite!

The Hyatt Regency has a beautiful spa ~ treat yourself to a massage or a pedicure, relax in the sauna, work out in the fitness room, or take a dip in the pool!

Take a tour of Newport – there's shopping, sightseeing and fine food to enjoy!

If you have any questions:

Call or contact either Conference Co-Chair:

Donna Liro (800) 343-3375 X770 DLiro@nbic.com

Donna Varin (800) 652-6422 X23540 dvarin@amica.com

Visit our Facebook Group – **2012 NAIW Region I Conference** or our Web Site <http://naiwri.com/2012-region-conf.html> for a copy of the Registration Form and information.

2012 NAIW/IAIP Region I Conference

*****Thursday Welcome Party*****

Thursday, March 29, 2012

The Newport Playhouse & Cabaret Restaurant

102 Connell Highway • Newport • Rhode Island

www.newportplayhouse.com

On Thursday, March 29, 2012, at 6:00 p.m., our guests will be delivered to The Newport Playhouse.

The Newport Playhouse was established in 1983 and has been a favorite with locals and tourists ever since it first opened their doors. They are a family-run business and cater to your needs as if you were a member of their family.

The dinner theatre is unique...enjoy a great buffet--a wonderful play and a fun-filled cabaret. The extensive, hearty buffet does not skimp on quality or selection. Everything is prepared on the premises. They offer a large variety of hot and cold foods, main entrees, side dishes, beverages and homemade desserts. A full liquor service is available either tableside or at the comfortable bar. You will not be disappointed!

The intimate theatre is just a short stroll from the dining room. There you will have reserved seating to enjoy some of the finest entertainment available. Professional actors will delight you with a wonderful play worthy of Broadway.

With 75 or more in attendance..... Cabaret

It is back to your original table...or you may enjoy the view from the bar...where the dining room has been transformed into a delightful Cabaret where our Company Members continue to entertain you with songs and laughter.

A great night out! Just as you would expect it to be!

**ENJOY A GREAT BUFFET • A WONDERFUL PLAY
A FUN-FILLED CABARET!**

<http://www.newportplayhouse.com/>

**To register, please indicate on Page 2 of the Registration form:
“Item 8. Thursday Night Welcome Dinner”.**

**Member Cost - \$50
Non-Member Cost - \$60**

2012 NAIW/IAIP Region I Conference

*** SEMINARS AND CONTINUING EDUCATION***

Friday, March 30, 2012

Title: **HO 2011 – This is not the Same Old HO Policy!**

Instructor: Robin Federicci

Description: This program is an intermediate course that reviews the HO 2011 contract including a side by side comparison of the differences between the HO'01 and the HO'11 contracts.

Time: 8:00 AM – 11:00 AM

CE: CT, MA, RI (will be filed in ME, VT, NH, NY, NJ and PA)

Title: **Cloud Computing and SaaS**

Instructor: Mike Anselmo

Description: Find out who's being "SaaSy" and why... Small carriers often have very limited IT resources or budget; large carriers frequently find themselves trapped on inflexible, monolithic legacy systems that make it difficult, time consuming, expensive, and/or impossible to get a new product out the door; SaaS may give both an alternative option to get a product out quickly.

Time: 11:15 AM – 12:00 PM

CE: None

Title: **Management Protection**

Instructor: Katherine Zalios Wood/Nelda Cronin

Description: This seminar focuses on coverage highlights and claims scenarios of the Management Liability coverage lines (Directors & Officers Liability, Employment Practices Liability, Fiduciary Liability, Crime, Kidnap & Ransom, and Professional Liability) as well as the Management Liability Coverage terms and conditions.

Time: 1:00 PM – 4:00 PM

CE: CT, MA, RI, ME, VT, NH

Title: **Legal Issues Facing The Insurance Industry**

Instructor: Andria Coletta, Heather Kilmartin & Kristen Whittle

Description: Review the main policyholder challenges and discuss how best to overcome obstacles to enforcing arbitration clauses. Review insurance coverage issues presented under Personal and Advertising Injury coverage of CGL policies where policyholders tender a new generation of claims under an old generation of insurance policy.

Time: 8:00 AM – 11:00 AM

CE: (will be filed in CT, MA, RI, ME, VT, NH, NY, NJ and PA)

Title: **Long Term Care – A Complete Picture**

Instructor: Paulette E. Jones

Description: This program defines Long Term Care, the cost of Long Term Care, how to pay for it, what Long Term Care should cover, types of facilities and policy triggers.

Time: 2:30 PM – 5:30 PM

CE: (will be filed by IAIP in CT, MA, RI, ME, VT, NH, NY, NJ and PA)

2012 NAIW/IAIP Region I Conference

*** SEMINARS AND CONTINUING EDUCATION***

Title: Making Change Work

Instructor: Kim Cabral

Description: *Making Change Work for You* is an NAIW (International) workshop designed to help you manage the changes in your life.

Time: 12:30 PM – 2:30 PM

CE: None

Title: Listening Leads to Learning

Instructor: Brenda Miller

Description: Effective communication exists between two people when the receiver interprets and understands the sender's message in the same way the sender intended it. Effective listening demands that you pay attention to what is said. This course will provide tools that you can use to improve your interpersonal effectiveness in your career and in your personal life.

Time: 12:30 PM – 2:30 PM

CE: None

Title: Water Damage – Mitigating the Loss

Instructor: Frank Van Zant

Description: This course will cover Water Damage Inspection including how water enters a building and the types of damage. The course will also cover the water damage restoration, carpet fiber content and construction and secondary damage to contents and structures.

Time: 8:00 AM – 11:00 AM and 2:30 PM – 5:30 PM

CE: CT, MA, RI, ME, VT, NH, NY, NJ and PA

Title: Flood Insurance Saavy

Instructor: Paula Keith

Description: This course provides a basic understanding of the National Flood Insurance Program including how the program works with regards to the guidelines, regulations, coverages as well as underwriting information and much more.

Time: 8:00 AM – 11:00 AM

CE: CT, MA, RI, ME, VT, NH, NY, NJ and PA

Title: Inland Marine

Instructor: Jim Luis

Description: Discussion of definition, regulation, rating methodologies and first party vs. third party forms. This class will also cover the concepts of legal liability within Inland Marine forms and will review specific and specialty forms.

Time: 12:30 PM – 3:30 PM

CE: (will be filed in CT, MA, RI, ME, VT, NH, NY, NJ and PA)

Title: Clean Technology

Instructor:

Description: Discussion of the various risk factors that influence renewable energy and Clean technology products/services

Time: 3:30 PM – 5:30 PM

CE: CT, MA, RI, ME, NH, NY, and PA (to be filed in NJ and VT)

2012 NAIW/IAIP Region I Conference

Saturday Afternoon Tours

Saturday, March 31, 2012

To reserve your seat on a tour (as space is limited), please indicate on Page 2 of the Registration form: “Item 10. Saturday Afternoon Tours”.

TOUR #1

The Breakers Grand Mansion Tour Members \$37, Non-Members \$42

Return to the early 20th century and the elaborate period of “America’s Gilded Age” on this comprehensive tour. You’ll travel through Ocean Drive and Bellevue Avenue area with its famous mansions, the “summer cottages” of the country’s elite in the early 1900’s. Your journey includes a stop for a guided tour through the largest of these magnificent estates; The Breakers. Commissioned by Cornelius Vanderbilt in 1895, the mansion was designed by noted architect Richard Morris Hunt. Hunt directed an international team of artists and craftsmen to create a 70 room Italian Renaissance style palazzo. The design was inspired by the 16th century palaces of Genoa and Turin. The estate is a fine example of the opulent lifestyle of Newport society during the “Gilded Age”. After your visit to the mansion, enjoy time on the grounds before continuing your tour of Bellevue Avenue.

This bus will leave the Hyatt at 2:30pm, returning at approximately 5:00pm
Maximum 54 passengers



TOUR #2

Newport Vineyard Tour and Tasting Members \$15, Non-Members \$20

Newport Vineyards was originally planted in 1977 on a hill overlooking Rhode Island Sound with the goal of producing fine wines and as a way of preserving beautiful agricultural land from rapid development. Since the original vineyard plantings in the 1970s, Newport Vineyards, under the ownership of John and Paul Nunes, has grown to 60 vineyard acres.

Your tour will begin outside with a close-up view of the vineyard. The guide will explain how grapes are grown and harvested. Next, you will learn the step-by-step winemaking process using state-of-the-art equipment, guests will also be provided with an in-depth explanation of how wines are aged in oak barrels.

Following the tour, guests of Newport Vineyard will enjoy a tasting of five selected wines. You will also have the opportunity to shop for award winning wines such as Newport Vineyard’s “Great White”, Riesling and Ice Wine as well as wine accessories and gourmet foods.

This bus will leave the Hyatt at 2:30pm, returning at approximately 4:30pm
Maximum 54 passengers



2012 NAIW/IAIP Region I Conference

Saturday Afternoon Tours

(CONTINUED)

TOUR #3

Newport Grand

Cost \$5 per person

Boasting over 1,000 of the latest Video Slots including line and reel games, poker, keno, & Virtual blackjack tables, Newport Grand Slots is the place to be for all the action. There are hundreds of games to choose from including: Wheel of Fortune, Double Diamond and Cleopatra. You can bet 1¢, 2¢, 3¢, 5¢, 10¢, 25¢, 50¢, \$1.00, \$5.00 & \$10.00 credits, with \$1,000, \$2,500, \$6,000, and the top \$25,000 prizes on a single spin! **Guests will receive a \$5 FREE PLAY for slots upon arrival.**

You can also enjoy thoroughbred, harness and greyhound racing as well as Jai alai in Newport Grand's state-of-the-art simulcast theater.

Or relax in the lounge with the martini that took 3rd place at the 2011 Newport Winter Festival Martini contest, The Chocolate Raspberry Truffle Martini!

This bus will leave the Hyatt at 3:30pm, returning at approximately 5:30pm

Maximum 54 passengers



2012 Conference Mini Agenda
Thursday March 29
Conference Registration & Credentials
Nominating Committee
Exhibitor Setup
Hospitality w/ DJ Spinning tunes
Welcome Dinner – off site (Newport Playhouse)
Friday March 30
Open Exhibitor Showcase
Association Fund Raising Tables
Breakfast w/Exhibitors
First Timer's Breakfast
Conference Registration & Credentials
Morning CE Seminars and Workshops
Members-at-Large meeting
CDE (Council Director-Elect) Training
Luncheon
PRO's Luncheon - off site (White Horse Tavern)
Afternoon CE Seminars and Workshops
Young New Professional Meeting
PROs Meeting
CWC Speak-off Rehearsal
Delegates Briefing & Meet the Candidates
First Business Meeting & Dinner
Keynote Speaker – Meagan Johnson
Hospitality Suite
Saturday March 31
Exhibitor Showcase
Association Fund Raising Tables
Breakfast w/Exhibitors
CWC Contestants Breakfast
Conference Registration & Credentials
CWC Speak-off
Second Business Meeting
Memorial Service
Reconfirmation of Bids
Awards Luncheon
Tours - Breaker Mansion, Newport Vineyards, Newport Grand
RVP-Elect meeting with Council Directors-Elect
2012 Sailing into Success Banquet ~ Dinner & Dancing
Group Photographs (during dinner)
Hospitality Suite
Sunday April 1
Non-Denominational Service
Third Business Meeting & Breakfast
Adjournment

Hyatt Regency Newport
1 Goat Island Newport, RI 02840
(401) 851-1234 Fax – (401) 846-7210

Room rate **\$135** per room – single or double (**good until 02/27/2012**)

https://resweb.passkey.com/Resweb.do?mode=welcome_ei_new&eventID=3409718

Reservation code: **NAIW** or **National Association of Insurance Women**

Parking – Overnight parking is \$20 per night/Valet parking \$25 per day

Wi-Fi - \$10.95 per day

Check-In / Check-Out

Check-In Time: 4:00 p.m.
Check-Out Time: 11:00 a.m.

Stillwater Spa

Spa Hours: 9am - 7pm daily
Spa Tel: 401 851 3225
Resort Tel: 401 851 1234
Fax: 401 851 3201

From T. F. Green Airport (Approximately 28 miles)

Follow I-95 South toward Newport RI and turn left onto Exit 9. Follow Route 4 South for 10 miles. At the end of Route 4, follow Route 1 South and take the first Exit to Route 138 East. Continue over the Jamestown Bridge, then over the Newport Bridge (\$4.00 toll). Take the Scenic Newport / Route 238 Exit, which is the first exit after leaving Newport Bridge, and turn right at the stop sign at the end of the exit ramp. Proceed straight to the second traffic light, and then turn right onto Route 238 / America's Cup Avenue. Take a right at the next traffic light onto Goat Island Connector Road / Gladys Carr Bolhouse Road and proceed for one block. This road becomes the causeway. At the stop sign, continue straight over the causeway to our Newport, RI luxury hotel.

From Points East:

Follow Route 138A / Memorial Boulevard West through Newport toward Goat Island. Turn left onto Route 238 / America's Cup Avenue. Turn right at the next traffic light onto Gladys Carr Bolhouse Road / Goat Island Connector Road and proceed one block. This road becomes the causeway. At the stop sign, proceed over the causeway to Hyatt Regency Newport.

From Points West:

Follow Mass Pike / I-90 East to Route 146 South / Providence via Exit 10A. Merge onto I-295 South toward Warwick. At the end of 295, merge onto I-95 South and stay in the left lane to turn onto Exit 9. Follow Route 4 South for 10 miles. At the end of Route 4, follow Route 1 South and take the first Exit to Route 138 East. Follow Route 138 East toward Jamestown / Newport / Bridges (portions are toll). Continue over the Jamestown Bridge, then over the Newport Bridge (\$4.00 toll). Take the RI-238 South ramp toward Scenic Newport. Turn right onto JT Connell Highway / RI-138A / RI-238 and continue for 0.3 miles. Turn right onto America's Cup Avenue / RI-138A / RI-238 and continue for 0.2 miles. Turn right onto RI-238 / Goat Island Connector Road and follow for 0.2 miles. This road becomes the causeway. Proceed over the causeway to our Newport RI resort.

From Points North:

Follow I-93 to Route 24 South toward Fall River, Massachusetts. Continue on Route 24 across the Rhode Island border. At the end of Route 24, merge onto Route 114 South and proceed approximately 11-12 miles to Newport. Proceed one mile past the Newport city line. Take the first right turn after the Newport Police Station onto Marlborough Street. Continue straight to the traffic light. Make a right turn onto America's Cup Avenue. At the next light, turn left at the Goat Island Connector Road / Gladys Carr Bolhouse Road. This road becomes the causeway. At the stop sign, proceed over the causeway to Hyatt Regency Newport.

From Points South:

Follow I-95 North to Exit 3A / Route 138 East toward Rhode Island. Follow the signs to reach Newport. Continue over the Jamestown Bridge, then over the Newport Bridge (\$4.00 toll). Take the first exit after bridge, Scenic Newport / Route 238. Turn right at the stop sign at the end of exit ramp. Proceed to the second traffic light. Turn right onto Route 238 / America's Cup Avenue. Turn right onto RI-238 / Goat Island Connector Road and follow for 0.2 miles. This road becomes the causeway. Proceed over the causeway to Hyatt Regency Newport.

Transportation Options

Airport Shuttle – Cozy Cab Call: 800-846-1502 or <http://cozytrans.com/> \$25 per person each way

Rainbow Cab 401-849-1333 **1st Class Limousine** 401-846-1190 **Newport Limousine** 800-365-6713



HERE'S YOUR DRESSCODE PASSPORT FOR REGIONAL CONFERENCE

A message from the RVP

Greetings! The dress code is business casual, but dressy for the banquet on Saturday night. However, I'm offering the option of wearing jeans with your blazers this year! Let's all be comfortable and professional all while giving back to those a little less fortunate.

I approached the committee with the idea of offering you the opportunity to wear jeans in return for a \$10 donation to the charity of my choice – One Simple Wish.

I was introduced to One Simple Wish at the NJ Council Meeting this year. The founder of the organization was the speaker and after learning about this organization, what can I say but they won my heart! Although not a Regional or National organization, I'm sure you will all agree that helping children anywhere is important to all of us.

One Simple Wish has been making small miracles happen for foster children and vulnerable families since December 2008. This can be something as small as a new pair of sneakers to “fit in at school”, to music lessons or a trip to a museum. Each donor can select the actual wish they wish to grant!

Please check out their website at www.onesimplewish.org/ for additional information.

Be comfortable and help a needy child – wear your jeans and contribute \$10.00!

Donations should be mailed to: Carrie Mott, 12 Pogmore Dr., Wallingford, CT 06492 with your name and the indication that this is a “Jean donation for Regional Conference”.

Please use your own good judgment if you are seated at the head table, presenting an award or participating in the CWC speak-off.

See you at Regional Conference!
Debbi

Keynote Speaker – Meagan Johnson

Program Description

ZAP THE GAP!

How to Maneuver and Make Your Way in a Multi-Generational World

Job applicants are plentiful and unemployment is high but the threat remains the same. Making the wrong generational choice can cost organizations hundreds of thousand dollars a year. Failure to create a multi-generational team that is effective, productive and profitable is putting a company's future growth and sustainability at risk. Ignoring the drastically diverse ways generations learn and communicate with each other is tantamount to turning your back on a tsunami.

In this highly charged, participatory presentation, Meagan Johnson outlines the dominant generational forces in the workplace and how each generation's "generational signposts" drive motivation, influence company loyalty and delivery of customer service. Based on pre-conference audience member interviews, Meagan will deliver a roadmap that will enable members to tackle their specific generational challenges.

Key issues covered include:

- Generational Signposts
- Source of generational conflict
- Capturing Baby Boomer brainpower before it walks out the door
- Tapping into Gen Xers' self-reliant and often autocratic attitudes
- Creating a connectivity breeding ground for Generation Y

Meagan takes on generational issues with an insider's perspective. She spent years in the corporate world working for companies like Quaker Oats and Kraft Foods. At each organization she became frustrated by the blinders her own managers seemed to have when it came to career development and training. Meagan began to research small and large businesses to debunk generational myths and uncover the most effective way to solve the multi-generational clash. Meagan does not just explain the differences between the generations; she demonstrates how to move from conflict to collaboration.

Value to Members: Members will walk away with a clear understanding of the source of generational conflict, the cost of hoping it will just go away and a clear cut path to multi-generational productivity. Members will also leave armed with De-Coder cards that work as a quick refresher and a guide they can share with others.

Biography: Meagan is known as the Generational Humorist. Since 1997 she has entertained and educated thousands of audience members from all over the globe. She is the co-author of *Generations Inc. From Boomers to Linksters, Managing the Friction Between Generations at Work*. Her clients include: Harley-Davidson Motor CO, Dairy Queen, Burger King, American Express, Pepsi CO, Cadillac, The C.I.A. and Bubba Gump Shrimp Company.

Meagan lives in Phoenix, Arizona with four dogs that have a total of 15 legs. You do the math!

“Sailing into Success with NAIW”

NAIW/IAIP Region I Conference – Newport, Rhode Island

March 29 – April 1, 2012

Registration Form

1. Registration information – Please Print Clearly

Name: _____ Designations: _____
 Mailing address: _____ Name to be shown on Badge: _____
 City/State/Zip: _____ Employer: _____
 Is this your office or home mailing address? Local Association: _____
 Daytime Phone: _____ Ext: _____
 E-mail: _____ NAIW Member since: _____

Email will be used for confirmation and updates.

All above information will be placed on the printed Conference Roster and distributed to attendees.

Please check here if you do not want your email included on the Roster.

Full registration includes: Admission to Friday, Saturday and Sunday meals, *all* general sessions and non-fee educational programs.

Daily registration includes: Admission to general session, no fee educational programs and specified meal function.

Single event tickets may be indicated in #5 below.

2. Member Registration Fee:

- Early bird registration – prior to 2/12
- Registration after 2/12, prior to 3/1
- Registration after 3/1

\$265 _____
 \$290 _____
 \$325 _____

3. Non-Member Registration Fee:

- Early bird registration – prior to 2/12
- Registration after 2/12, prior to 3/1
- Registration after 3/1

\$300 _____
 \$325 _____
 \$350 _____

1-Day Registration Fee: (check day(s) attending)

- Fri. – Includes non-fee education & all 3 meals \$200 _____
- Sat. Business meeting and Awards luncheon \$100 _____
- Sat. Banquet \$75 _____

4. Special Needs

In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any request for accommodation for that disability. Your request should be submitted in writing as far as possible in advance of the conference.

- Dietary Needs:** Diabetic Vegetarian Shellfish Allergy Other _____

5. Extra Guest Tickets may be purchased for (member must be registered)

- Friday Breakfast \$25 _____
- Friday Business Meeting/Dinner \$55 _____
- Saturday Awards Luncheon \$35 _____
- Sunday Buffet Breakfast \$40 _____
- Friday Lunch \$30 _____
- Saturday Breakfast \$25 _____
- Saturday Closing Banquet \$85 _____

6. Please tell us:

I will will not be staying for Sunday Buffet Breakfast

Received your CIIP/CPIW/CPIM or DAE since the last Regional Conference? Yes-CIIP/CPIW/CPIM Yes-DAE

7. Member Ribbons

- | | | | |
|--|---|--|---|
| <input type="checkbox"/> Delegate | <input type="checkbox"/> Alternate | <input type="checkbox"/> First Timer | <input type="checkbox"/> Current RVP |
| <input type="checkbox"/> Assistant to RVP | <input type="checkbox"/> Speaker | <input type="checkbox"/> Exhibitor | <input type="checkbox"/> Past Regional Officer |
| <input type="checkbox"/> CWC Contestant | <input type="checkbox"/> Council Director | <input type="checkbox"/> Council Director Elect | <input type="checkbox"/> National Officer |
| <input type="checkbox"/> Past National Officer | <input type="checkbox"/> DAE | <input type="checkbox"/> Awards Candidate | <input type="checkbox"/> CPIW |
| <input type="checkbox"/> ISFA | <input type="checkbox"/> CPIM | <input type="checkbox"/> Current Local President | <input type="checkbox"/> Member-at-Large |
| <input type="checkbox"/> Past Council Director | <input type="checkbox"/> Guest | <input type="checkbox"/> 25+ year member | <input type="checkbox"/> Young New Professional |
| <input type="checkbox"/> CIIP | <input type="checkbox"/> Host Association | | |

9. Thursday Night Welcome Dinner (see flyer on page 3)

Newport Playhouse (please indicate # of tickets) Member \$50_____ Non-Member \$60_____ \$_____

8. Seminars/Workshops:

Please mark the sessions you wish to attend. Retain a copy of your choices for your reference.

Friday, March 30, 2012

Material Costs:

Water Damage: Mitigating the Loss	<input type="checkbox"/> 8 AM – 11 AM	Included	
Legal Issues Facing the Insurance Industry	<input type="checkbox"/> 8 AM – 11 AM	Included	
Flood Insurance Savvy	<input type="checkbox"/> 8 AM – 11 AM	Included	
HO 2011 Program	<input type="checkbox"/> 8 AM – 11 AM	Included	
Cloud Computing and SaaS	<input type="checkbox"/> 11:15 AM – 12:00 PM	Included	
NAIW Listening Leads to Learning	<input type="checkbox"/> 12:30 PM – 2:30 PM	(\$15.00)	\$_____
NAIW Making Change Work for You	<input type="checkbox"/> 12:30 PM – 2:30 PM	(\$15.00)	\$_____
Inland Marine Coverages and Concepts	<input type="checkbox"/> 12:30 PM – 3:30 PM	Included	
Management Protection	<input type="checkbox"/> 1:00 PM – 4:00 PM	Included	
Water Damage: Mitigating the Loss	<input type="checkbox"/> 2:30 PM – 5:30 PM	Included	
NAIW Long-Term Care	<input type="checkbox"/> 2:30 PM – 5:30 PM	(\$18.75)	\$_____
Clean Technology	<input type="checkbox"/> 3:30 PM – 5:30 PM	Included	

10. Saturday Afternoon Tours (see flyer on page 4 & 5) ***Because of the overlap in time, you will only be able to attend 1 tour!***

The Breakers Grand Mansion Tour (indicate # of tickets) Member \$37_____ Non-Member \$42_____ \$_____

Newport Vineyard Tour and Tasting (indicate # of tickets) Member \$15_____ Non-Member \$20_____ \$_____

Newport Grand (indicate # of tickets) \$5 per person_____ \$_____

11. Payment Information

By submitting the registration form, I agree that I have read the information on Page 1 regarding payment information, and to abide by the terms therein.

Registration (items 2 & 3) \$_____

Guest Tickets for meals (item 5) \$_____

Material costs for Education (item 8) \$_____

Thursday Night Welcome Dinner (Item 9) \$_____

Saturday Afternoon Tours (Item 10)
The Breakers Grand Mansion Tour \$_____

Newport Vineyards Tour and Tasting \$_____

Newport Grand \$_____

My check is enclosed in the amount of \$_____. Please make checks payable to: **NAIW of RI 2012 Region I Conference**

Please mail completed registration and payment to:	Questions?
Brenda Miller	800-652-6422 X24889
Donna Varin	800-652-6422 X23540
Brenda Miller	Donna Liro 800-343-3375 X770
65 Zachariah Place	
Warwick, RI 02889	

Reminder: Hotel Reservation must be made separately.

**Any cancellation received by March 1, 2012 will incur a \$50 processing fee.
No refunds after March 1, 2012.**