

October 2011

REGION IX

Special points of interest:

- **Legacy Foundation Funds**
- **Marketing Funds**
- **Region IX Specific Awards**

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# REGION IX



## AWARD CRITERIA - FORMS TO FOLLOW IN NOVEMBER

**Insurance Member of the Year**

A continuous record of involvement and participation in NAIW, especially on the local and regional levels.

A continuous record of insurance-related education.

A continuous record of activities within the insurance industry.

Loyalty to our association as well as to the insurance industry

**S.P.I.C.E. (Seasoned Professional Involved in Commitment and Education)**

Attended Region IX Conferences.

Served as a chair on a Region IX committee (as defined by the bylaws).

Served as a member on a Region IX committee (as defined by the bylaws).

Attended at least 1 Region IX Delegates Briefing in the past 5 years.

Completed at least 1 NAIW program.

Recognized by the members of Region IX as a resource and has knowledge of current issues.

Actively participates at Region IX conferences

**Young Insurance Professional of the Year**

Member shall have belonged to one or more Regions for at least 24 months and less than 10 years

Member shall be 40 years of age or younger

Member shall have been actively involved in NAIW

Member shall be recognized as a leader

Member shall be recognize as one who exemplifies the spirit of NAIW

## EDUCATION AND MARKETING FUNDS AVAILABLE

Funds from the Legacy Foundation are being made available to local associations or councils for the use of education including speaker fees. There is a short 1 page request form to apply for the funds that should be submitted to the International Vice President and RVP 30 days in advance of when the funds would be needed. No set amount has been made for how much will be awarded but funds are limited to the amount that is in the Foundation.

Also available are funds to be used for marketing by a local association or council. A separate 1 page request form needs to be completed and submitted to the International President Elect and RVP 30 days in advance of when the funds would be needed. An amount between \$15,000—\$18,000 has been set aside in the 2011-2012 budget for funding these requests.

Copies of both fund request forms may be obtained from your Council Director or from your RVP.



Billings:

Montana's

Trailhead

Downtown Billings

Crow Fair

Yellowstone River

Yellowstone National

Park



## Upcoming Council / Regional Meetings

<u>OREGON</u>	<u>Washington</u>	<u>Region IX Conference</u>
October 7-9, 2011	October 28- 29, 2011	March 15-17, 2012
Location: Salishan Spa & Golf Resort	Location: Leavenworth	Location: The Crowne Plaza
Contact: naiwor.org for info	Contact: naiwwa.com for info	Billings, Montana
		"BE ALL YOU CAN BE IN NAIW"

## 2012 Regional Sponsorship Opportunities

### *Platinum Level* **\$1000:**

- \*Recognition throughout the conference including signage.
- \*5-10 minutes at podium for Friday lunch
- \*Two free registrations for Thursday night dinner and Friday lunch

\*Listed as a Platinum Sponsor in the Region IX program.

\*Ability to place your flyers or brochures in member packets.

\*Opportunity to network and make business connections with industry professionals

\*Vendor booth for Thursday evening and Friday morning

### *Gold Level*

#### **\$500:**

\*One free registration for Thursday night dinner and Friday lunch

\*Listed as a Gold Sponsor in the

Region IX program.

\*Ability to place your flyers or brochures in member packets.

\*Opportunity to network and make business connections with industry professionals

\*Vendor booth for Thursday evening and Friday morning

### *Silver Level*

#### **\$250:**

\*One free registration for Thursday night dinner

\*Listed as a Silver Sponsor in the Region IX program.

\*Opportunity to network and make business connections with industry professionals

\*Vendor booth for Thursday evening and Friday morning

### *Other sponsorship opportunities:*

Hospitality Suite with snacks and

drinks \$500

Award Plaques \$250

Keynote speaker \$2600

Breakfast/Lunch/Dinner/Snack-prices vary

Door prizes- at your discretion

Welcome bag stuffers- at your discretion

Retail vendor booth for Thursday night \$35 + donation of a door prize at your discretion

**Please do not hesitate to contact one of our conference chairs with any questions:**

Angie Atkinson, Chairperson

406-373-8618

Joy Sanchez, Co-Chairperson

406-373-8603

Sherrie Murray, Treasurer

406-696-4981

**WELCOME NEW MEMBERS & REGION IX MEMBERSHIP #S**

NEW MEMBERS:

INSURANCE  
PROFESSIONALS OF  
ANCHORAGE

KRISTEN ELLIOT

ASHLEY CLARK

JACKIE HANSEN



MEMBERSHIP AS OF  
SEPTEMBER 30TH:

Alaska: 29  
British Columbia: 9  
Idaho: 62  
Montana: 17  
Oregon: 116  
Washington: 183

Total membership for  
Region IX: 471

NAIW  
LEGACY  
FOUNDATION  
*Formed in 2006*  
*Is a 501c3*  
*Insurance*  
*Trust*

**PACE SETTER & TREND SETTER CAMPAIGN**

The 2011 Pacesetter & Trendsetter Campaign will run from September through December.

Each member contributing \$25-\$99 will be recognized as a Pacesetter. Each member contributing \$100 or

more will be recognized as a Trendsetter.

Funds from the Pacesetter & Trendsetter campaign will be used to:

- \*Develop education courses
- \*Fund educational semi-

nars, workshop and keynote speakers for use by IAIP members

Donations can be made online or mailed to 9343 E. 95th Court South, Tulsa, OK 74133



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PROTEGES

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TO LEARNING

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(3 HOUR CE)

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Www. Internationalinsuranceprofessionals.org for course information



## The Association of Choice

IAIP REGION IX RVP  
WENDY ABEL-HATZEL  
AAI, CIC, CPIW, CRM, DAE

PO BOX 1780  
COOS BAY, OR 97420  
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COOS BAY, OR 97420

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### 2011- 2012 REGION IX LEADESHIP TEAM

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Washington: Andrea L Davidson, ACSR, CPIW, CISR

[adavidson@wsi-insurance.com](mailto:adavidson@wsi-insurance.com)

## Region IX Goals



**Win together  
Grow together  
Shoot for the stars!**

### Ultimate objective:

Retain and grow membership by utilizing the WIIFM strategy.

If an individual member is having their needs met, they are more likely to renew their membership and invite others.

### Local Level:

Before the Council meeting, each local association president needs to have identified what the #1 WIIFM is for each member of their association. (WIIFM = What's In It For Me)

### Three Areas of WIIFM:

Contribution – Give Back to  
Community / Mentoring  
someone

Networking – (specify if social or  
career driven)

Personal development

At Council meeting, each local association needs to have outlined what they are doing for the rest of the 2011-2012 year to meet each of the three WIIFM areas while staying within the overall objectives and guidelines for the purpose of the association.

Council meeting attendance goal: local association who has the highest % of their members in attendance will receive \$ towards a speaker or program for an association meeting.

By Regional meeting, each local association member needs to have:

shared information about the association with their employer and another potential member

invited a supervisor or employer to attend a meeting

invited another potential member to attend a meeting

Donation to the Legacy Foundation.

@ Regional meeting, each local association that has met their goals will receive recognition and awards for all members.

