

REGION IX NOVEMBER 2011

THE ASSOCIATION OF CHOICE

COUNCIL MEETINGS REMIXED



Montana:

Patty Kercher

Oregon:

Tami Doryland

Washington:

Gail Welfringer

Delegates to the 2012 Regional Nominating Committee

Alaska:

Sandra Holmes

British Columbia:

Linda Petrin

Idaho:

Jessica Baird

Montana:

Vicki Chapman

Oregon:

Lorna white

Washington:

Nancy Lewright

Alternate Delegates to the 2012 Regional Nominating Committee:

Alaska:

Lisa Sindorf

British Columbia:

Stephen Tobias

Idaho:

Cheri DeWall

Montana:

Pam Oberweiser

Oregon:

Noel Paul

Washington:

JoBeth Zerb

Special points of interest:

- **2012-2013 Council Directors**
- **2012 Alternates and Delegates to the Regional Nominating Committee**
- **CWC winners**
- **International Awards**

2012-2013 Provincial/Council Directors

Alaska:

No one elected

British Columbia:

Susanne Schurer

Idaho:

Kelley Macpherson & Kristi Jensen

INTERNATIONAL AWARDS—NOVEMBER 15TH DEADLINE

Submit applications to RVP by 11/15/2011

Each local association can submit 1 applicant for each award at the Regional Level

Regional winner's application is immediately forwarded to National by the RVP and the winner

@ National receives:

Rookie of the Year: \$500

Claims Professional of the Year: \$500

Insurance Professional of the Year: \$1,000

Risk Management Professional of the Year: \$500

Professional Underwriter of the Year: \$500

See forms section of web page for applications & chapter 6 of the comprehensive manual for eligibility criteria

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2012 Regional Highlights



Billings:
Montana's
Trailhead
Downtown
Billings
Crow Fair
Yellowstone
River
Yellowstone
National Park

HOST: MONTANA COUNCIL

THEME: "BE ALL YOU CAN BE IN NAIW"

DATE: MARCH 15—17,

LOCATION: CROWNE PLAZA, BILLINGS MONTANA

ROOM RATE: \$99 (plus tax)

REGISTRATION: \$130 (before cut off date)

*****TENATIVE AGENDA*****

THURSDAY: March 15

8:00-11:00 Ethics-CE

11:00-12:00 MT Law-CE

9:00-4:00 NAIW Mentors & Protégés

DAE and CIIP qualifier

9:00-12:00 Council Director & Leadership Training

12:00-1:00 Lunch with paid registration

1:00-4:00 National Flood Services - CE

1:00-4:00 Nominating

1:00-5:00 Garage Keepers Coverage-CE

1:00-3:00 Carstar-CE

3:00-4:00 Billings Carpet & Restoration

5:30 First Timers, Meet the Candidates & Delegates Briefing

4:00-8:00 Exhibitors

6:00-9:00 Welcome Party w/Chamber of Commerce

FRIDAY: March 16

7:30-8:15 Registration and Continental Breakfast

8:30-12:00 1st Business Session including CWC

12:00-1:00 Lunch w/Vendor Appreciation

1:15-4:15 Keynote speaker and Interactive Workshops

5:30-7:30 Awards Dinner and Comedy Show

7:30-? Enjoy Billings on your own!

SATURDAY: March 17

8:00—11:30 Breakfast with Keynote Speaker & Final Business Session

VOLUNTEERS NEEDED!

Montana has a total of 17 members and they are hosting a regional conference!

There is a core group that is already doing an amazing job planning & coordinating but additional help will be needed as the conference gets closer.

If you plan on attending, please let your RVP know so that we can plug you in to help on a committee.

Your contribution is very appreciated!

****Airline note****

We are planning on being done on Saturday morning by 11:30 so that members can make the afternoon flight out of Billings

2012 International Convention Info



Dates: June 6th—9th

Location: Dallas, TX

Hotel: Omni

Motel Room Rates:

\$124 = single/double

\$144= triple/quad

Registration Cost:

Education only: \$300

Business only: \$250

Both Education and Business sessions: \$500

\$100 late fee if registration submitted after cut off date

Golf tournament on June 6th

Education on June 7th & 8th

Welcome Party on Thursday night, June 8th

Business meeting on June 9th

Registration form will be in Winter edition of *Today's Insurance Professional*

WELCOME NEW MEMBERS

NEW MEMBERS:

Gamma Iota Sigma:

Sarah Marziali
London, ON

Spokane Insurance Associates:

Stephanie Eckrich
Sarah Pinkerton

Insurance Professionals of Yakima:

Chanda Johnson
Amy Cathey

Washington Member-At-Large:

Tom Bout

Insurance Professionals Of Portland:

Andrew McCabe

Region IX Membership Count at end of 1st Quarter for 2011-2012:

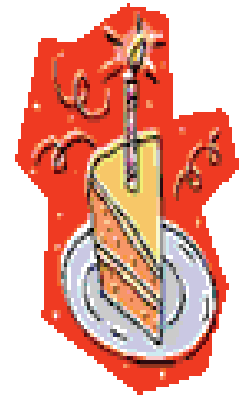
416

End of 2010-2011:

473

Additional new members needed by June 30, 2012 to break even :

57



CIIP/CPIW/CPIM QUALIFICATIONS

Designation is granted for life (except for ethical violations)

- 1) 3 Nonconsecutive years of membership
- 2) 5 Years minimum employment in

the insurance industry

- 3) Dues paid
- 4) **Completion of an approved course
- 5) **Hold an approved industry

designation

- 6) Complete official application
- ** see application or comprehensive manual for list of "approved" courses or designations

DAE QUALIFICATIONS

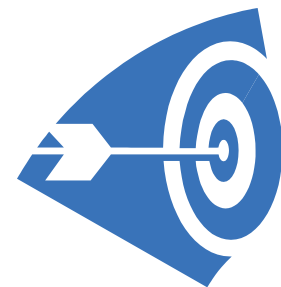
Must be renewed every 5 years

- 1) Hold CIIP/CPIW/CPIM designation for minimum of 3 years
- 2) Dues paid
- 3) Ethics course; either state certified or association

- 4) Meet education, program and participation standards **
- 5) Pay \$75 fee for new, \$30 fee for renewal
- 6) Renewal must be made 60 days prior to 5 year anniversary
- 7) For Renewal, mem-

bership must be continuous from point of receiving CIIP/CPIW/CPIM designation

** see DAE application



The Association of Choice

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

2011- 2012 REGION IX LEADSHIP TEAM

Alaska: Pat Grakia
pgraika@ak.net

British Columbia: Linda Petrin
lindapetrin@nakamun.com

Idaho: Kelley Macpherson & Kristi Jensen
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kristi@callpauldavis.com

Montana: Janet R. Zaccagnini, CISR
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Oregon: Tamara Doryland
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Washington: Andrea L Davidson, ACSR, CPIW, CISR
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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.