

THE VIEW

JUNE, 2007

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CIC, ACM, CRM, AAM, CPIW, DAE

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International Vice-President
Jenelle Duffy
CPCU, CLU, FLMI, HIA, CPIW, DAE

International Secretary
Linda Wilson
AAI, CPIW

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Region IV Vice President  
Mary Stafford  
ACSR, CISR, CPIW, DAE

Assistant to  
Region IV Vice President  
Lorene Friedman



## LOCAL ASSOCIATION OFFICERS

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**LOUISVILLE ASSOCIATION OF INSURANCE PROFESSIONALS**

**PLACE:** BRECKINRIDGE INN HOTEL  
2800 BRECKENRIDGE LANE

**DATE:** **June 19, 2007**

**TIME:** 5:30 PM Social Hour  
6:00 PM Dinner

**PROGRAM:** **“The Year In Review” 2006-07**  
**➤Various Conventions/State Meetings**  
**➤Bunco Fuundraiser**  
**➤Industry Appreciation Night**

**MENU:** Hickory Smoked Ham  
Parsley Potatoes  
Vegetable Medley  
Tossed Salad, Rolls & Butter  
Dessert--Strawberry Shortcake

**COST:** \$14.00 RESERVATION - \$15.00 AT THE DOOR

PLEASE RETURN THE BOTTOM PORTION OF THIS NOTICE BY **6/15/07**

**TO:** LOUISVILLE ASSOCIATION OF INSURANCE PROFESSIONALS  
P.O. BOX 24508  
LOUISVILLE, KY 40224-0508  
Or  
CONTACT BARBI CHARLES  
PHONE: 326-4076  
FAX: 429-5465  
Email: [barbi\\_charles@wellsfargois.com](mailto:barbi_charles@wellsfargois.com)

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**MEMBER'S NAME** \_\_\_\_\_  
**GUEST'S NAME** \_\_\_\_\_



## Wells Fargo Insurance Services

### **JOB OPPORTUNITIES**

A full-time position is available as a Medical Unit Cam (Commercial Lines Rep 2) at Wells Fargo Insurance Services of Kentucky at 950 Breckenridge Lane, Suite 50, Louisville, KY 40207. The job description includes being responsible for servicing and maintaining client accounts, evaluating potential exposures and appropriate coverages, and coordinating work flow.

Duties include: Preparing proposals, ordering and/or processing of binders, policies, certificates of insurance, and endorsements; marketing client accounts and negotiating with company underwriters on client's behalf; checking policy coverages, endorsements, rating calculations; invoicing; completing required checklists and any other mandatory forms or letters; maintaining files and inputting policy detail in computer system; resolving policy and coverage related concerns for clients and carriers; assist producer as necessary.

Minimum qualifications are: P & C license required; knowledge of Microsoft products including Word and Excel.

Preferred Skills: Knowledge of AS400 is a plus. Have or working toward other insurance designation.

Apply on line at [www.wellsfargo.com](http://www.wellsfargo.com). At the bottom of the screen click on Careers; next screen click on Find a Job and enter requisition #3138373; select Kentucky, and then Louisville and click on Commercial Lines Rep 2 and click to apply on line.

66<sup>th</sup> Kentucky State Association of Insurance Women Meeting  
May 19, 2007  
Ashland, Kentucky

We arrived on Friday in Ashland just a little after 7:00 p.m. and were able to meet the Kentucky Association Members in the lobby. Shirley Lowe of the Ashland Association of Insurance Women volunteered to wait on us as we quickly checked into our room and deposited our suitcases. We walked over to the Boston Beanery and had a wonderful dinner with all of the Kentucky members. The air was a little crisp as we walked back to the hotel. We went to Kim's room to continue our fellowship that night.

Our KSAIW council meeting was called to order at 9:05 a.m. by Council Director, Kim McReynolds, ACSR, CPIW, CWCC. The entire membership present read the collect together.

The pledge of allegiance was lead by Margie Lowry, Blue Grass Association of Insurance Women.

Kim lead the introduction of the head table. She asked us all to introduce ourselves telling how long we had been in NAIW. We were excited learning of the 25 year members and the 2-day-old members were attending this state meeting.

Kim introduced Paula Webb, president of the Ashland Association of Insurance Women. She welcomed us and thanked the Ashland Association members for all of their hard work and dedication.

Kim thanked Justice Shamrock Glass for the wonderful breakfast that we enjoyed.

Our education speaker for the meeting was Suzanne Gilmore, N.P. from Kings Daughter Medical Center. She gave a wonderful presentation regarding healthy lifestyles, diet, heart attack related deaths and some of the preventive measure each of us can take to help improve our health.

The Roll Call was completed by Barbara Higgs, CPCU, CPIW, Southern Kentucky Association of Insurance Women. There were five delegates present with no member at large. It was voted to accept the delegates presented as the official roll of delegates at 10:25 a.m..

The minutes were reviewed and approved.

The custodian's report was reviewed and approved.

Correspondence - Jackie Seaton, CPIW, Southern Kentucky Association of Insurance Women read the correspondence. She read a thank you note to KSAIW from the Council Director Kim McReynolds for her gift.

Standing Committee Reports were given by the various chairs with reports.

Website addresses were given for the following:

|                      |              |
|----------------------|--------------|
| Regional 4's website | naiwreg4.org |
| KSAIW                | ksaiw.org    |
| Louisville           | laip-ky.org  |

Each association president gave their report. The Louisville President's report is attached.

New Business

The nominating chairman and its committee were nominated and approved. The committee is as follows:

|          |                                      |
|----------|--------------------------------------|
| Chairman | Deborah Wade, CPIW, CTM - Louisville |
| Member   | Jackie Seaton - Southern             |
| Member   | Hanna Sherpard - Ashland             |

The next state meeting will be held in Lexington on November 17<sup>th</sup>. The meeting is being moved from the normal October date due to Keenland being opened and the UK football games. This will drive the hotel prices up unreasonable.

The next May meeting will be held in Louisville.

Recommendations from committees:

Ways and Means - recommended that we continue the peel and save cards as a fund raiser

Horizon Plan - recommended education and updating the plan.

Bylaws - will be presented in November. The committee for Bylaws is Sandy Blain, Jackie Seaton and Michele Mattingly.

Martha Woodside, acting as the parliamentarian, thanked Kim for letting her serve and congratulated her on all that she has accomplished as Council Director.

We adjourned the Kentucky State Association of Insurance Women's meeting at 11:17 am. We then left the hotel to walk to the Pendleton Arts Center to have lunch. The Pendleton Arts Center is a wonderful place. We had lunch in the open area and then all along the hallways were artists shops where we could go in, talk with the artist and purchase their wears. We had a great time!

We left Ashland at 1:30 pm and headed home again!

Respectfully submitted,

Deborah Wade, CPIW, CTM  
President of  
Louisville Association of Insurance Professionals

June's flower is The Rose.....



Happy Birthdays to two lovely Roses  
From LAIP  
Kathy Copas 17<sup>th</sup>  
Mary Kost 29<sup>th</sup>

Did we miss your birthday? If so, then that means you have not updated that information in our Membership Roster. If you would like to have your birthday recognized in our monthly newsletter, please get with your membership chairman for a roster update!

THANKS!

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Note from the "Website Committee".....if anyone has any reports, articles, news of any kind for future website bulletins, please contact.....

Ruth Ann Herzog [ruthann\\_herzog@wellsrgargois.com](mailto:ruthann_herzog@wellsrgargois.com)

Michelle Mattingly [mmattingly@vzecins.com](mailto:mmattingly@vzecins.com)

Submission deadline is the 3rd Thursday of each  
month

Other NAIW websites

[www.naiw.org](http://www.naiw.org)

[www.naiwreg4.com](http://www.naiwreg4.com)

[www.ksaiw.org](http://www.ksaiw.org)

## Membership Information

Is your information published in the Membership Roster correct?

Has your company had a merger?

Please fill out the Change of Information form so you do not miss out on any of the LAIP e-mailings or any snail mailings.

Date of Change: \_\_\_\_\_

Name: \_\_\_\_\_

Home Address: \_\_\_\_\_

Employer: \_\_\_\_\_

Business Address: \_\_\_\_\_

Home Phone: \_\_\_\_\_

Business Phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Birthdate: \_\_\_\_\_

Preferred Mailing Address: Home: \_\_\_\_\_ Office: \_\_\_\_\_

If changing name, please indicate former name: \_\_\_\_\_

**Please complete and submit to:**

President-Elect  
Virginia Ditsler AU, CPIW  
502-429-0477  
[vditsler@schmidtinsurance.com](mailto:vditsler@schmidtinsurance.com)