

NAIW (International) 69th Annual Convention
Washington, D.C.
June 9-12, 2010



Complimentary Convention Registration



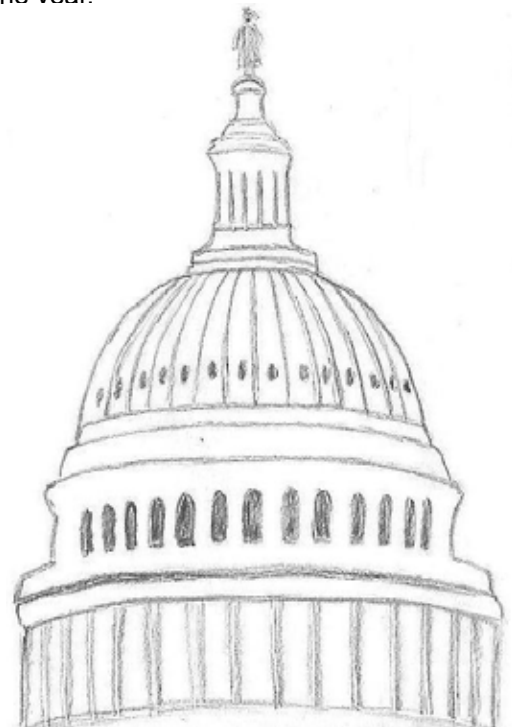
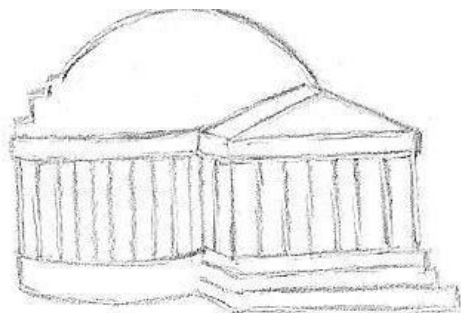
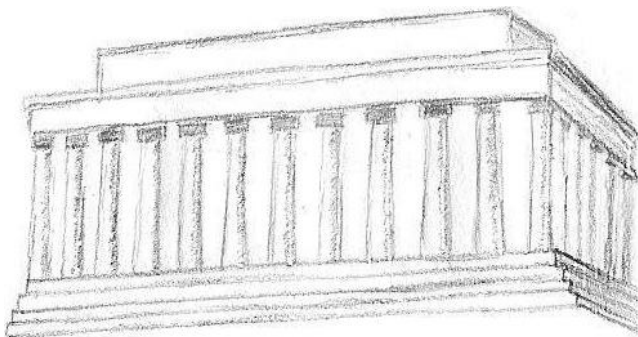
Washington D.C.



In Washington, DC, you'll enjoy access to fascinating, FREE attractions and historic sights. Touch a moon rock, marvel at the Hope Diamond, view Dorothy's Ruby Red slippers or explore Native American culture at the Smithsonian Institution's fifteen Washington, DC area facilities. Discover treasures like the Gutenberg Bible at the Library of Congress, the only da Vinci painting in North America at the National Gallery of Art and historic documents like the Declaration of Independence at the National Archives.

Away from these celebrated federal sites, Washington, DC unwinds into a fascinating network of neighborhoods where visitors discover trendy boutiques, hip bars and restaurants, plus art galleries, historic homes and lush parks and gardens. Shoppers love the store-lined streets of Georgetown, while jazz music fans won't want to miss a trip to U Street, where Duke Ellington played his first notes. The city's international character shines through in its Adams Morgan and Dupont Circle neighborhoods, two prime destinations for eclectic dining and nightlife and the historic center of the city's embassy community.

The arrival of several new eateries has made the nation's capital a prime destination for dining out, with many of the city's top tables located in the downtown Penn Quarter neighborhood. DC is also earning new recognition as a thriving performing arts town, with 65 professional theatre companies based in the metropolitan area presenting edgy world premieres and celebrated Broadway musicals throughout the year.





Washington D.C.

5 Things You Must Do in Washington D.C.

Visit the Smithsonian

Start at the Smithsonian Institution Building where you can pick up a map and information on all of the museums. These national treasures cover a wide range of subjects from art to space exploration. Plan to explore those you are most interested in, but don't try to see everything at once. Be sure to save time to see an IMAX movie at the Natural History Museum or the National Air and Space Museum.

Tour the National Monuments and Memorials

Our national monuments are truly spectacular. The best time to see them is at night when they are illuminated, less crowded and parking is easier. During daytime visits, take a tour bus. Listen to informative park ranger talks and you won't have to negotiate congested city traffic.

Tour the Three Houses of Government

Explore the U.S. Capitol Building, the White House and the U.S. Supreme Court and you will gain a fuller understanding of the division of power within our democratic government. Plan ahead and note that some tours must be scheduled in advance through your Congressional Representative.

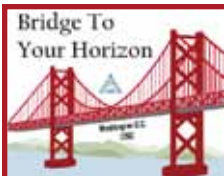
See a Show or Concert at the Kennedy Center

Live theatrical productions at the John F. Kennedy Center for Performing Arts are entertainment at its finest. Purchase tickets in advance for performances ranging from musicals to concerts by the National Symphony or see a free show at the Millennium Stage.

Explore Mount Vernon

With the recent addition of the new museum and education center, Mount Vernon is now a full day excursion. Explore the state of the art galleries and theaters, visit the 500-acre estate of George Washington and his family, tour the 14-room mansion that is beautifully restored and furnished with original objects dating back to the 1740's. Be sure to plan enough time to tour the outbuildings, including the kitchen, slave quarters, smokehouse, coach house and stables. The estate is located in Northern Virginia, just minutes from Washington, DC.





69th Annual Convention

Join us for the 2010 NAIW (International) Annual Convention, held at the Crystal Gateway Marriott in Arlington, VA, June 9-12. The education and product information presented during this convention will definitely attract insurance and risk management professionals from all over. It will truly be the place where the insurance industry comes together to learn, network and gain invaluable insight for the course of your company's – and your own – future success!

The convention will host several of your favorite activities including a festive Welcome Reception, Box Lunch in the Tradeshow Hall, Awards Luncheon and the ever popular Closing Night Event. This year, the cost of the Box Lunch is included your registration fee!

Be sure to make plans to take the evening tour of Washington D.C. we are offering this year. There is nothing like seeing the D.C. sites lit up at night! This tour will include a stop for shopping and dinner on your own (cost for meal not included).

Please keep checking the NAIW website for workshop updates. We are planning some great sessions!

Should you have any questions or need additional information, please contact Amy Dane, Director of Meetings via e-mail at conventions@naiw.org or by calling (800) 766-6249 ext 15.

We look forward to seeing you in Washington D.C.!

SCHEDULE OF EVENTS

(All times subject to change)

Wednesday, June 9:

8:00am - Noon

1:00pm - 5:00pm

3:00pm - 5:30pm

6:00pm - 10:30pm

Exhibitor Set Up

Pre-Conv. Exhibit Time

Registration & Credentials

Washington D.C. Evening Tour

Thursday, June 10:

7:00am - 11:00am

8:00am - 5:00pm

12:00pm - 5:00pm

2:00pm - 4:30pm

5:00pm - 7:00pm

7:30pm - 10:00pm

Registration & Credentials

Workshops

Exhibit Hall Open

Registration & Credentials

1st General Session

Welcome Reception

Friday, June 11:

7:00am - 8:00am

8:00am - 10:00am

7:00am - 8:00am

8:00am - 12:00pm

12:00pm - 2:00pm

2:00pm - 4:30pm

Grab-n-Go Breakfast w/ Exhibitors

Final Exhibit Time/Exhibitor Tear Down

Registration & Credentials

2nd General Session

Awards Luncheon

Workshops

Saturday, June 12:

8:30am - 12:00pm

2:00pm - 4:30pm

7:00pm - 10:00pm

3rd General Session

Workshops

Closing Night Event



Workshop Schedule

Thursday Workshops

T1 Professional Ethics – Not Just for Agents - Paul Winn *4 Hour CE provided by NAIW*

A 4-hour continuing education contact course addressing the topic of professional ethics for insurance producers. Participants analyze the situations depicted in the scenarios, identify the ethical concerns and prescribe appropriate agent actions.

8:00am - 12:00 pm

T2 Water Damage - Basic - Kathy Marshall *3 Hour CE provided by Paul Davis Restoration*

Upon completion of this seminar, the attendee will learn the types of water damage sources, the risks associated with these types of situations, and the steps necessary to restore affected materials to a pre-loss condition. ***PLEASE NOTE: If you intend to take this class, you must sign up by MAY 14th to be eligible for CE credit***

1:00 pm - 5:00 pm

Friday Workshops

F1 How to Lead an Irresistible Board Experience for Your Volunteer Leaders - Cynthia D'Amour

Today's volunteers view time as a premium. They have high expectations for their involvement on your board. Cynthia D'Amour will teach you how to be the leaders members can't wait to volunteer with. You will learn strategies for leading dynamic teams as well - as how to deal with all the characters at your table. Your meetings will never be the same after this session.

2:00pm - 3:15pm

F2 Agents E&O Losses - Causes & Loss Prevention Methods - Douglas Ruml

Designed for agents in both smaller personal lines agencies and larger commercial lines agencies, this workshop will teach participants where losses come from. We will then go on to learn how to better prevent claims before they can even occur – saving both clients and agents from the grief and hassle of lawsuits.

2:00pm - 3:15pm

F3 Marketing That Matters - Kim Chapman

This course will examine our market and membership in terms of growth, retention and development. We will take a new perspective with our membership and learn to really know our members, understand what they want and need from NAIW, and then discuss ways to provide for our members in a way that should exceed their expectations. Based on this, we will present the avenues available for delivery of these products and services. Additionally, the strategies which promote recognition of your association, and ultimately improve it's image, will be addressed. Finally, we will provide a brief overview of ways to successfully communicate your brand and your benefits to your target audience.

2:00pm - 3:15 pm



Workshop Schedule

F4 Personal Branding for “Smarties” - Ann Gallagher

No room for dummies in this highly-interactive session that focuses on your favorite subject – YOU! In this highly-interactive workshop, you will discover how a dynamic personal brand can propel you and your professional efforts to the next level. GCG president Ann Gallagher will lead you through an overview of how to create your personal brand. You will also learn:

- * The five vital characteristics of a strong brand
- * How to apply branding concepts of prosperous companies like Volvo™ and Coca-Cola™ to raise your personal stock
- * The ins and outs of achieving your personal and organizational goals by leveraging your brand.

3:30pm - 4:45pm

F5 Young Professionals and NAIW Today - The NAIW Executive Committee

The EC will discuss four areas of concern to Young Professionals, including, but not limited to, working with other members and information about designations and educational opportunities.

3:30pm - 4:45pm

Saturday Workshops

S1 Who Are YOU? - Sean Neumayer

Take this opportunity to learn more about yourself and your strengths as a leader. You will learn more about who you really are, your strengths and weaknesses, your leadership traits. This includes how you communicate and manage other and how to “handle” different types of employees. This will be the most enlightening session you attend!

2:00pm - 3:15pm

S2 Investment Management & Asset Allocation Strategies - James Lindner, CFP, CLU, ChFC

Have you ever wondered what makes up a mutual fund holding or how to design your own investment portfolio? In this program we will review investment definitions and concepts as well as asset allocation strategies. You will learn the basics of Stocks, Bonds and Mutual fund vehicles. Lastly we will analyze tools available for mutual fund research and learn techniques in creating an asset allocation portfolio.

2:00pm - 3:15pm

S3 Creating Loyal Clients - Kathleen Bianculli, CIC, CPIW, DAE

You can create loyal clients utilizing superior customer service! As the cost of placing new business increases, it is imperative that we retain and grow our current client base. Customer loyalty is invaluable and requires superior service. This workshop offers strategies on active listening, owning your clients concerns, identifying service opportunities and encouraging every member of your team to provide quality service.

2:00pm - 3:15pm



Workshop Schedule

S4 Insurance Fraud Basics - *Kim E. Kuster*

In this workshop you will discuss fraud trends, develop basic fraud recognition skills and review red flag indicators. The purpose of the workshop will be to provide you with an introductory overview of Insurance Fraud from an agent's perspective.

3:30pm - 4:45pm

S5 Licensing 101 - *Barbara Donnar*

Due to recent activities in the financial services industry, all aspects of insurance are under scrutiny. This includes insurance licensing. Attendees of this session will learn terminology and best practices for basic individual and agency licensing. The session will cover licensing, appointing, terminations, renewals, address changes and disciplinary actions.

3:30pm - 4:45pm

S6 Local President Training - *Chris Kelly-Storebeck*

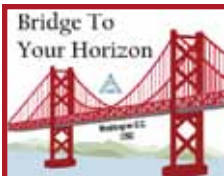
This course is designed for local association officers and those that aspire to be in local leadership roles. Current Council Directors should also plan to participate. You will learn how to use membership demographics and budgets to create a Horizon Plan. Membership, marketing and committee involvement and/or assignments for your organization will also be covered.

1:00pm - 5:00pm

My workshop selections for Thursday are:

My workshop selections for Friday are:

My workshop selections for Saturday are:



Registration Form

**Separate form required for each registration. Registration will not be processed without completing all pages.*

REGISTRATION OPENS JANUARY 15, 2010

Please type or print legibly

Male Female NAIW Member Number Region

Please check all that apply:

MAL New CPIW New DAE Young Professional (Under 40)
(Since 4/30/09) (Since 4/30/09)

First Name _____ MI _____

Last name _____

Badge Name (if different than first name) _____

Local Association _____

Designations _____
(First 3 are on Badge)

Employer _____

Mailing Address _____

City _____ State _____ Zip _____

Daytime Phone _____-_____-____ Office Home Cell

Fax _____-_____-_____

E-mail (e-mail WILL BE included in the attendee list if listed below)

Please initial here if you **DO NOT** want your contact information on the attendee list
(Only your name will appear on the list.)

Emergency Contact Information: Name _____

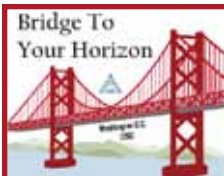
Phone Number _____

3 EASY WAYS TO REGISTER!

ONLINE on the NAIW web site after January 15th at: www.naiw.org

FAX your completed registration and credit card information to: 918-294-3711

MAIL your completed registration and payment to:
NAIW (International)
Dept. 2214
Tulsa, OK 74182



Registration Form

Items included in Registration Fee: 1 Welcome Reception Ticket
 1 Awards Luncheon Ticket
 1 Box Lunch Ticket - **NEW!**
 1 Closing Night Event Ticket
 Admission into ALL Business Sessions
 Admission into any Workshops Indicated

Please Note: Purchasing of ONLY individual meal tickets (i.e. Welcome Reception, Awards Luncheon, Closing Night Event) will not allow you access to the Business Sessions or any of the workshops offered.

Member Registration	Early Bird	Effective 4/24	Effective 5/15	Amount
Full Registration	\$500	\$550	\$600	_____
Thursday (Includes Welcome Reception)	\$275	\$300	\$325	_____
Friday (Includes Awards Luncheon)	\$250	\$275	\$300	_____
Saturday (Includes Closing Night Event)	\$225	\$250	\$275	_____

Non-Member Registration	Early Bird	Effective 4/24	Effective 5/15	Amount
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To join now and register at member rates, contact Member Services at membership@naiw.org or 800-766-6249 x26

Full Registration	\$550	\$600	\$650	_____
Thursday (Includes Welcome Reception)	\$300	\$325	\$350	_____
Friday (Includes Awards Luncheon)	\$275	\$300	\$325	_____
Saturday (Includes Closing Night Event)	\$250	\$275	\$300	_____

Convention Pin, Tour, and Extra Guest Tickets	Quantity	Amount
2009-2010 International President's/Convention Pin (will receive at convention)	_____	\$10
2010-2011 International President's/ Convention Pin (will receive at convention)	_____	\$10
Boxed Lunch (Tickets will <u>NOT</u> be sold onsite) INCLUDED IN REGISTRATION	_____	\$10
Welcome Reception	_____	\$75
Awards Luncheon	_____	\$85
Closing Night Event	_____	\$95
Tour	_____	\$45

TOTAL AMOUNT ENCLOSED \$ _____

Member Ribbons (Please indicate the ribbons for your badge)

- | | | |
|---|--|--|
| <input type="checkbox"/> First Timer for an Annual Convention | <input type="checkbox"/> New DAE (since April 30, 2009) | <input type="checkbox"/> 2009-10 Local President |
| <input type="checkbox"/> 25 + Total Annual Conventions attended | <input type="checkbox"/> DAE | <input type="checkbox"/> 2009-10 RVP Assistant |
| <input type="checkbox"/> Member At Large | <input type="checkbox"/> Past National/International President | <input type="checkbox"/> Voting Delegate |
| <input type="checkbox"/> New CPIW/M (since April 30, 2009) | <input type="checkbox"/> 2009-10 Council Director-Elect | <input type="checkbox"/> Voting Alternate Delegate |
| <input type="checkbox"/> CPIW/M | <input type="checkbox"/> 2009-10 Council Director | <input type="checkbox"/> Young Professional (under 40) |

Payment Information: Registration will NOT be processed without the fee attached. All fees are to be paid in U.S. Dollars and payable to NAIW (International). **NO convenience charges are added.** Cardholder agrees that, by providing payment information, payment will be honored. Registrant acknowledges registration is desired and subject to cancellation rules.

Enclosed is my check # _____ OR Please charge my: Visa Mastercard Discover AMEX

Card No: _____ Exp. Date: _____ CVV: _____

Billing Address: _____
 (must match credit card billing address)

Signature: _____

Cardholder's Signature Required