

## Act Two: The Magic of Membership

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### IMPORTANT DATES:

*Region IV Conference*  
*ch 17-20, 2011*

**Regional Conference**  
**Kicking Up Your Heels in the Blue Grass**  
**Lexington KY**  
**March 17-20 2011**  
**Updated class schedule to follow shortly!!**

**National Convention**  
**Las Vegas NV**  
**June 5-8<sup>th</sup> 2011**  
[www.naiw.org](http://www.naiw.org)

### **NAIW Board of Directors:**

International President  
Margaret Wildi, AAM,AIM,CPCU,CPIW,DAE  
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International Secretary  
Jane Densch CPCU AIC ARP ARE CPIW AIS  
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### **Council Directors**

**IN-Sharon Jude CIC, CPSR, CPIW**  
**KY-Lydia Heathman ACSR, CPIW**  
**MI -Linda Gerke API, CPIW, DAE**  
**OH-JenniferBaker AIM ARM CPIW CPCU**

### **Council Directors-Elects**

**IN Miriam Rich**  
**KY Brenda Adams CIC CPIW**  
**MI Linda Gerke API, CPIW, DAE**  
**OH Jennifer Baker AIM ARM CPIW CPCU**

WOW!! I have just finished all of our Council meetings. We have so many talented and dedicated members in Region IV, I couldn't be prouder!!! All award winners and newly elected officers will be listed later in this newsletter along with a reminder about our Challenge!!

We began our travels at Networking Weekend in Fort Wayne IN. Cheryl Blair and I met there and it was so much fun socializing, learning more about each other and how we benefit from NAIW and just having fun with the 40 or so members in attendance. The Fort Wayne association did a great job in keeping us busy and tired!! We golfed, played games, ate, visited the Johnny Appleseed festival, walked a lot, ate again and enjoyed a Genealogy presentation and entertainment!

The next weekend **September 24-25**, Florence and I headed to **Terre Haute, IN** for the Council meeting hosted by the Terre Haute Insurance Women. Tish and her members did a wonderful job for the over 30 members in attendance. They treated us to a great dinner; we had a wonderful presentation by Rebecca Wray, Gongaware Center of Indiana State University. We are looking forward to partnering with Rebecca and her students. We had a great CWC speakoff .

**October 8<sup>th</sup>-9<sup>th</sup>**, my husband, Jim and I traveled to **Louisville** for the **KY State Meeting**. They had over 35 members in attendance. Because he was born in KY, Jim expressed that it felt like going home again. He so enjoyed getting to know the KY members and they were so gracious to both of us. Ruth Ann Hertzog and her members did a great job planning the meeting and Lydia and her officers ran a beautiful meeting with an informative panel of members talking about Workers Comp, Health Care and Legislation. This was another very informational CWC.

**October 15-16 2010** found Florence and I traveling to **Traverse City, MI** to Great Wolf Lodge. The Michigan Council Meeting was hosted by 3 small, but mighty Associations, Greater Kalamazoo Association of Insurance Women, Mid-Michigan Assoc of Ins Professionals and Southern Michigan Insurance Professionals. Linda Britton, Teresa Masternak and Jaime Millikin did a wonderful job teaming up for this Council Meeting. We had several exhibitors on Friday afternoon and because we didn't have any CWC contestants, CD Linda Gerke created a Work Session involving all the members, it was noisy and educational. We had the choice of many classes and their keynote was Marilyn R Beverley, MRB Motivate... Resolve.... Believe... Many of our families came with us either on Friday or Saturday to share in the fun at Great Wolf Lodge Water Park and trick or treating opportunities. It was great fun and another reason to belong to NAIW!!!

Last but not least, November 5-6<sup>th</sup>, Florence and I traveled to **Warren, Ohio**, hosted by the Insurance Women of Trumbull County. This association did a wonderful job with only a few members. They actually had four contestants for their CWC!!! Our own International President, Margaret Wildi was in attendance to host the installation for the newly elected officers. Jennifer Baker did a great job despite some unforeseen challenges. These members loved the M & Ms the most; because they ate them the quickest!! So I am looking for them to bring in the most members!!!

*See the Challenge on the next page.....*

*Our sympathy and prayers go out to any of our members who have lost a loved one.  
Get well wishes and prayers to any of you that are ailing.*

## *Council Meetings Results*

### **Indiana – CD Elect - Miriam Rich**

**Membership:** *Cheryl Blair*

**Secretary:** *Chelle Carey*

**Public Relations:** *Tish Scott*

**Rookie of the Year:** *Lisa Frazetta-Manning*

**Claims Professional:** *Chelle Carey*

**CWC:** *Candy Jacobs*

### **Kentucky CD Elect Brenda Adams**

**Treasurer:** *Sheila Caproni*

**Public Relations:** *Kate Graeter*

**Rookie of Year:** *Callie Dezam*

**Insurance Professional:** *Heidi Lynn*

**Claims Professional:** *Zilda Henson*

**CWC:** *Heidi Lynn*

### **Michigan CD Elect Linda Gerke**

**Membership:** *Nancy Kramer*

**Custodian of Funds:** *Barb Burke*

**Public Relations:** *Kathleen Bianculli*

**Rookie of the Year:** *Rita Easley*

**Underwriter Professional:** *Donna Zauner*

**Client Service Professional:** *Nancy Kramer*

**Claims Professional:** *Melanie Elias*

**Insurance Professional:** *Kathleen Bianculli*

### **Ohio CD Elect Jennifer Baker**

**Membership:** *Betsy Adams*

**Public Relations:** *Penny Duer*

**Awards Chair:** *Sherry Distelhorst*

**Custodian of Funds:** *Angie Schmitt*

**Rookie of Year:** *Cynthia Matus*

**Claims Professional:** *Hope Frost*

**Insurance Professional:** *Sherry Distelhorst*

**CWC:** *Penny Duer*

**Speaking of my challenge, here is a reminder:**

**Regional VP Challenge: July 1, 2010-March 7, 2011**

I would like us to double our numbers as a Region!!!  
Because I know how competitive some of us can be, I  
am really looking forward to these results!!!  
Each member who brings in at least one member will  
receive Recognition in the Regional Conference  
Program and at Conference. Any member who  
brings in 2 or more members will receive recognition  
and a gift from me, 3 or more will receive a gift and  
special seating during the conference. The person  
who brings in the most members will receive all of the  
above and a donation of \$50 to the Charity of their  
choice!!!!

The Association who maintains their current members  
and has the highest increase in new members will  
also receive a donation to the Charity of their choice  
and special recognition!

**Let the Magical Challenge Continue!!!!**

**REMEMBER** -we will be discussing suggested  
change to bylaws that was sent a few weeks ago  
from NAIW corporate centre, regarding only  
electing Secretary and allowing other already  
elected officers to automatically succeed to the next  
office. Please email me your suggestions and/or  
other feedback. I want to know how you feel about  
this possible amendment to our Bylaws!!!

**We want to wish you all a  
Healthy, Safe and Warm  
Thanksgiving Holiday.  
Remember to be Thankful  
We wish you all a Healthy,  
Safe and Warm  
Thanksgiving Holiday.  
Remember to be Thankful  
for our families, our  
veterans and most of all to  
our GOD!!**

**Hugs & Prayers,  
Sue**