

North Carolina Association of Insurance Women
69th Annual Convention
October 23, 2010

Amy Craig, NCAIW President, called the meeting to order at 8:35 am and welcomed everyone. Phyllis Wright of the Wilmington Insurance Professionals (WIP) led attendees in the Pledge of Allegiance and the NAIW Collect. Sharon Clay of WIP led everyone as they sang the National Anthem.

Amy introduced the officers: Bonita Carr, Secretary; Angie McClure, Vice President; Anita Williams, President-Elect; Beth Wilkerson, Immediate Past President and Region II Vice President; Carla Moore, Region II Assistant, and Cathy Bowling, Parliamentarian. Treasurer Sharon Davis was unable to attend the meeting.

Amy introduced past State Presidents and past Region II Vice Presidents in attendance: Beth Wilkerson – current Region II Vice President, Nancy Gilbert, Jeanne Hess, Cathy Bowling – past RVP, Glyda Meredith, Pam Grimes - past RVP, Wanda Manning – past RVP, Chris McLeod and Myrtle Lumpkin. Amy recognized Rita Kidd, Past Region II Vice President from West Virginia.

Amy thanked the members of WIP for their hard work to make the convention happen. Janet Crosscup, President of WIP, welcomed everyone to Wilmington.

Amy announced she had appointed the following committees and chairmen to assist in conducting business at the meeting:

Credentials – Nancy Gilbert
Tellers – Kaye Wilson
First Timers – Janet Crosscup
Minutes Approval – Lesa Williams
Timekeepers – Suzi Gardner
CWC – Haley Everett
Pages – Roberta Clodfelter

Amy thanked all the chairs and committee members for their dedication and willingness to serve our organization. Haley Everett conducted the CWC speak-off. We had one contestant who was Judith Hancock of the High Point-Thomasville association.

Amy thanked the sponsors of the educational classes and workshops – the Independent Insurance Agents of North Carolina and ServiceMaster Restoration Specialists.

Nancy Gilbert, Credentials Committee Chairman, provided the credentials report. Eight delegates and one member-at-large were registered and in attendance. The report of the credentials committee was accepted.

Angie McClure presented the NCAIW Convention Standing Rules. The rules were included in the convention program received by all the attendees and were adopted as printed.

Amy introduced RVP Beth Wilkerson. Beth gave a report from the national board of directors, including Every Member Get a Member and Best of the Best.

Geraldine Plott, Chairman of the Nominating Committee, presented the slate of officers for 2011 – 2012:

Angie McClure	President Elect
Janet Crosscup	Vice-President
Alice Keeton	Secretary
Geraldine Plott	Treasurer

Other positions were as follows:

Christie Scott	Chairman of the 2011 NCAIW Nominating Committee
Sharyn Clark	Delegate, Region II Nominating Committee
Nancy Gilbert	Alternate Delegate to Region II Nominating Committee

Roberta Clodfelter, member of the NCAIW Finance Committee, gave the audit report for the records of the 2009 NCAIW Convention which was approved. She reported the 2009-2010 Treasurer's records were found to be in order. The motion to approve them was adopted.

Anita Williams, Chairman of the ByLaws Committee gave her report. There were amendments approved and the updated bylaws will be posted on the NCAIW website.

Amy thanked Anita and the members of the Bylaws Committee for all of their hard work.

Geraldine Plott, Nominating Committee Chair presented the following slate of officers for the 2011-2012 term and Bonita cast a unanimous ballot for the candidates. The following nominees for other positions were elected:

Christie Scott	Chairman of the 2011 NCAIW Nominating Committee
Sharon Clark	NCAIW Delegate to Region II Nominating Committee
Nancy Gilbert	NCAIW Alternate Delegate 2011 Region II Nominating Committee

Amy thanked Geraldine and the members of the committee for all their hard work. She called for nominations for six members to the 2011 NCAIW Nominating Committee and received the following:

Judith Hancock
Todd Jones
Joyce Mills
Betty Callicut
Geraldine Plott
Haley Everett

Katy Willett made a motion to accept the nominees. Carla Moore seconded the motion. The motion was adopted.

Amy called for nominations for two alternates to the Nominating Committee and received Gail Longbottom and Tamara Bednarik. Debbie Miller made a motion to accept the nominations and Roberta Clodfelter seconded. The motion which was adopted.

The following annual meetings were confirmed by representatives of the local associations hosting the conventions:

2011 – Greensboro Insurance Professionals – November 3-5, 2011
2012 - High Point-Thomasville Association of Insurance Women
2013 – Wilmington Insurance Professionals

Geraldine Plott gave a report from the ISFA and Amy gave her president's report. Nancy Gilbert performed the installation of officers.

Bonita read the announcements and Amy adjourned the meeting at 12:25 pm.

**North Carolina Association of Insurance Women
Bylaws Report
October 22, 2010**

We have had two of our local associations amend their names and they are as follow:

Charlotte Association of Insurance Professionals and
Durham Association of Insurance Professionals

Some of our associations have amended their Bylaws eliminating offices and reassigning the tasks to other officers due a decline in membership. Some associations have deleted committees and added the duties to other committees.

The majority of the associations are waiting to make changes to their bylaws after the first of the year.

Respectfully submitted,

Anita Williams, CIC, CISR, CPIW, DAE
NCAIW President Elect

NCAIW Education Committee Report 2010 – 2011

Each association responded and most were active in some way with sponsoring a CE Class, NAIW class or an educational program. The highlights from various associations are:

Charlotte Association:

We have plans to offer an I Can! Series class in January during our membership meeting. At least one member is working on the ARM designation.

Durham Association:

We give three scholarships each year, one in Durham County, one in Orange County and one at Appalachian State University. No plans as yet for educational classes.

Greensboro Insurance Professionals:

Our President Lisa Brewer's focus this year is Education. Every month there will be an Educational Tip in our monthly newsletter. Every other month we are having the senior members put their bio in the newsletter, giving our new members the opportunity to know their years of dedication to GIP and their involvement in NAIW. November is going to be the history of NAIW, Regional, NCAIW and GIP for our new members. November we have 6 hr CE class scheduled: How to Survive DOI Audit and E&O Survey and Management. January we will be having Educational class at our meeting. We are also participating in the Reach Out and Read-Military for children.

High Point-Thomasville Association:

The High Point-Thomasville Assn is planning a series of classes for next spring including Flood & Ethics in January as well as CISR William T. Hold classes for Personal and Commercial Lines with Chris McLeod as instructor in February. We will also have 2 days of general insurance classes in March, 2011 presented by Jim Sholar of Southern Insurance Training, Dunn, NC. We are also planning to have a full day of Life and Health classes with Walter Batista as the instructor in March of April as well.

Raleigh Association of Insurance Professionals:

The Raleigh Association of Insurance Professionals will be holding (2) CE classes on 12/15/10. Dr. Dave Wood from Appalachian State University will be conducting the first class called "Understanding Surplus Lines in North Carolina". This class is filed for three (3) CE hours. Chris McCleod of IIANC will be conducting the 2nd class called "E&O Survey & Management". This class is also filed for three (3) CE hours. We are working with Chris on a couple of other classes for next year. We are hoping to finalize things shortly. We have some members working on new designations. We hope to have a good year with educational opportunities.

Unifour Association of Insurance Professionals:

UAIP plans to get Lesa Williams certified to teach a UAIW course so that some of our members can get their CPIW/DAE. Also, UAIP plans to hold an NAIW class. Several of their 15 members are working on new designations: RPLU-1, CIC – 3, DAE – 1, CBIA – 1, CRIS – 1, ASLI-2, CPIW – 2

Western NC Association of Insurance Professionals:

Our association is meeting quarterly now and isn't planning any CE or NAIW classes for the group since we're now so small – however we are bringing in industry speakers, such as this month's meeting we had a work comp attorney come in and speak on current laws. Stephanie Crone and Tracy Brown are going to be doing the "I Can" series online in order to get our CPIW designation. Tracy also just finished her CIC designation and will be conferred in November. Stephanie is working on her CIC designation and has just two more classes to go.

Lots going on with Education across North Carolina! Congratulations to all the associations for promoting Excellence through Education!

Respectfully submitted,

Jeanne M. Hess, CPIW, CISR, DAE, AAI, AIS
NCAIW Education Chairman

As the Public Relations Chair, I would like to take this time to report to our membership what each association has, or is planning to contribute to their communities by way of their local chapters.

Durham Association

The Durham Association of Insurance Professionals will host a Fireman of The Year Dinner in honor of a Durham Firefighter and a Durham County Firefighter. This is an annual event for them.

The Fire Chief from Durham City and Durham County is contacted and they advise the person they choose to receive this award. They present the winning Firefighters with a plaque and a free dinner. The families of the fireman can attend the dinner as well. This is a really special night .

They will collect food for a local food pantry at our November meeting. They also adopt a family at Christmas and buy gifts and food items for the family and deliver the items to Social Services before Christmas.

The May meeting has been set aside to visit one of their past members who are in nursing homes. A "Sunshine Basket" is prepared and delivered to the nursing home. This is a new outing that we did last year and we want to make it an annual visit.

Charlotte Association

This association will be participating in the following Public Relations and Charitable events this year:

- Dress for Success drive for their local Charlotte Location.
- Salvation Army – giving time and donations to the Center of Hope, School Supply Collection and Christmas Stockings
- Friendship Trays

Greensboro Association

The month of August GIP took up collection for school supplies and gave to a local school that was in need. In October they are having a crop walk. In November they plan on Sharing the Warmth by giving blankets to shelters.

In December they will be having a food drive and taking up donations for the Salvation Army.

Their association is exploring an opportunity to participate in Habitat for Humanity in the Spring.

Western NC Association

They participate in the EDITH fire safety program (just donated a bunch of stuff to the Skyland Fire Dept for this cause) They also do a canned/dry goods food donation for local homeless shelters every Christmas.

High-Point Thomasville Association

This association has a monthly schedule and will be contributing to their community by doing the

following:

August - collected school supplies for High Point area Communities in Schools

Sept - collected donations of dress clothes for "Leslie's Closet" to go along with the "Dress for Success" theme

Oct - walking & raising funds for Alpha Pregnancy Alliance, Lexington, NC

we work the Safety Fest along with Thomasville Fire Dept, to raise awareness of fire safety (this is part of our safety project, too)

Nov - collecting canned food & non-perishables for local food bank

Dec - collecting items to "Fill a Bucket" for Hospice

April - walk & raise funds for Juvenile Diabetes cure

walk & raise funds for Relay for Life

May - Drunk Driving Awareness Program for our local high schools

Unifour Association

The Unifour Association has a busy year ahead! Operation EDITH Materials were just distributed in honor of Fire Prevention month. Several raised money and participated in the Susan G Komen Walk for the cure just this month in Hickory raising money for breast cancer. As the Christmas Season approaches, the members will be volunteering at Samaritans Purse in Boone to assist in the Shoebox Drive as well as donating shoeboxes themselves. The members again this year will be adopting a family at Christmastime to provide some basic essentials the family is in need of. The first part of the year will be time for their book drive for literacy in February and also their Dress for Success clothing drive in March.

Thank you madame president, this concludes the Public Relations Report for community involvement.

Due to the decrease in funding from sponsors and decrease in demand for ad space as well as the increasing popularity of the internet we did not actually print the Helm this year. It is printed on the website and can be physically printed on your own paper if you feel it necessary, however, please remember trees are a precious resource and we should conserve whenever possible. A large portion of the information previously printed in The Helm was out of date before it was distributed to membership and with the information being on the website now, it can be changed within a few hours instead of waiting a whole year to update it and can be changed with a simple email.

We did contact 15 potential sponsors and only got 4 interested parties, therefore, the cost to print would be greater than the ad revenue. We have given these interested sponsors the option of advertising on our website and supporting our annual meeting instead.

We hope you will visit our website as well as the NAIW corporate website to keep in touch with your fellow members and support our sponsors and trust that you will advise NAIW and the NCAIW website committee if any of your contact information changes.

Respectfully submitted,

Kelly Bryant
Helm Editor

Durham Association of Insurance Professionals Annual Report

The Durham Association of Insurance Professionals began the year in July with our planning meeting.

The month of August was our annual picnic and white elephant sale which was held at Judy Adcock's home again this year.

September Meeting our speaker was a Breast Cancer survivor. Our business meeting was a discussion on the goals that NAIW President Margaret Wildi had set for our association. To accomplish the first goal Each Member get a Member, we decided to have a Speed Networking Event on November 4th. Flyers have been distributed to the membership and we are both talking it up and handing out flyers to insurance professionals in our area in hopes to peak the interest of prospective new members. At the Networking Event, we plan to have various stations to provide education to prospective members on the benefits of belonging to NAIW. Our second goal of providing two NAIW Programs this year, we are scheduling these classes the first quarter of 2011. Our third goal of donating \$100 to the Legacy Fund, we have decided to pass the hat around at each meeting and have already started collecting this money. We are feeling confident and hopeful that we will be able to accomplish all three of these goals this year.

Our October Meeting was the Fireman of the Year Awards Dinner. We handed out two awards to two very special young local Firefighters.

Greensboro Insurance Professionals

Greensboro Insurance Professionals is shining a spotlight on our association, NCAIW and NAIW this year in the Piedmont Triad Area. Our focus this year is Education, motivation and community involvement.

Our year began with an outing to a Greensboro Grasshoppers Baseball Game where our name was shown in lights on the big board. We are advertising ourselves and our accomplishments in a local paper in hopes of refreshing our organization in the minds of our communities.

In September we hosted our annual membership drive, a visit from NCAIW State President, Amy Craig, and The High Point Thomasville Association of Insurance Women. During our meeting we welcomed our 2nd new member of the year! As of today, we have added 3 new members to NAIW as we work towards the ultimate goal, every member get a member.

One of our new members, Kelly Whitener was honored as the 2010 National Outstanding CSR of the Year as presented by the National Alliance for Insurance Education and Research and we all congratulate her on that outstanding accomplishment.

In October members from GIP participated in Greensboro's Crop Walk to raise funds to end hunger at home and around the world. Members donned GIP t-shirts and enjoyed an afternoon of fellowship and exercise.

We have many service projects in store for membership throughout the year including a food drive for the Salvation Army, and contributions to the Reach Out and Read-Military for children. We are also exploring an opportunity to participate in Habitat for Humanity in the spring of 2011.

We are taking time this year to re-educate our membership about the opportunities within NAIW and the many benefits that membership in this organization affords. We encourage the use of the NAIW website as a window to those opportunities and a home base to gather momentum and ideas to succeed in our goals to Educate, Motivate and get involved!

North Carolina Association of Insurance Women

2010-2011 Local Association
President's Report

High Point-Thomasville Association of Insurance Women

The High Point-Thomasville Association of Insurance Women has started our year off on a fast pace.

We have been very involved in the community distributing Operation Edith brochures, coloring books and stickers to various schools, fire departments and also handing them out at our annual Safety Fest in Thomasville. We walked in the Juvenile Diabetes walk and also for Alpha Pregnancy.

We had our annual golf tournament to raise money for scholarships to 2 local high school seniors. In addition to our golf tournament our ways and means committee has also raised money through a raffle, rada knife order and CE classes.

Also in our plans for this year is a food drive for a local food pantry. We are also going to be giving gifts to a local hospice care center during the Christmas holidays this year.

We donated school supplies to our local Communities in Schools.

We collected clothing for a local woman's shelter to help them with clothing for job interviews, etc.

One of our members went on a Mission Trip to Guatemala and we took up items for her to take to the local people such as hygiene items and small toys and books for the children.

We will be doing programs on drunk driving awareness again this year in the Spring around prom time. We have fatal vision goggles that we use in conjunction with a golf cart to teach about drinking and driving.

We have had several continuing education classes in the past year and have several already set up for 2011.

We are also working hard planning for our First ever convention to be hosted by HPTAIW in 2012.

We hope to have a very successful year.

Respectfully Submitted,

Phillis Butcher, HPTAIW President 2010-2011

Raleigh Association President's Report

The Raleigh Association of Insurance Professionals (RAIP) is looking forward to a great year. The association currently has 18 members. We hope to boost our numbers by 5 new members this year. Our September meeting was a membership picnic with 12 guests attending. We will continue to campaign for new members for the duration of the year.

RAIP will be holding (2) CE classes on 12/15/10. Dr. Dave Wood from Appalachian State University will be conducting the first class called "Understanding Surplus Lines in North Carolina". This class is filed for three (3) CE hours. Chris McCleod of IIANC will be conducting the 2nd class called "E&O Survey & Management". This class is also filed for three (3) CE hours.

Our safety project for the year is Project Edith. Those materials are well received and appreciated by schools that received the items.

We are continuing our fund-raisers this year of pecan sales and RADA knives sales. We are also currently checking into several public relation projects and ideas to educate the public and employers about our Association. We hope this might also help increase membership.

We plan to have our annual Christmas party in December at IIANC and our Associates' Night in June 2011. We hope to have a very busy and rewarding year.

Respectfully submitted,

Beth Crouch Blackwell, AAI, CPIW

President, RAIP

Madam President –

The Unifour Association of Insurance Professionals is pleased to announce that our membership is up this year from 13 to 15 members. We have also officially changed our name to the Unifour Association of Insurance Professionals and pleased to have Mr. John Hughes with IFG join our association.

Oct 16 we will be walking in the Susan G Komen – Race for the Cure – Breast Cancer Fundraiser. We are planning on having 9 members walk and 3 kids. Our goal is to raise \$1,000.

Some of our other Community Service involvements for the year include:

- Volunteer to help with Operation Christmas Child with Samaritans Purse in December
- Dress for Success Drive in February
- Book Drive for the Literacy Foundation in March

We are planning on providing an educational class to our members and others in our area the first quarter of 2011.

For Safety awareness this year we have distributed Operation Edith information the first week of October in time for Fire Safety week. We are also planning on doing a Firearms in the Home Safety Class.

We have 2 fundraisers currently going one, one is Butter Braids and the other is the Belk Charity Sale.

Each month at our meeting we have a speaker. The topics range from Insurance related, to personal health. At our last meeting in September we had a great speaker who spoke on the upcoming Health Care Reform.

Thank You,

Danielle Wade
President, UAIP

Wilmington Insurance Professionals

We started the year off with visits from State President Amy Craig, our first guest speaker Ed Umberger on Art Restoration, and Hurricane Earl - which caused us to postpone our first meeting one week. We also finalized the plans to host the NCAIW convention.

Our Education committee has continued sponsoring AAI classes begun in January with Chris McLeod. AAI 83C will be held on Nov 13 and AAI 81 and hopefully an AIS class will be scheduled starting in Jan 2011. When these classes are completed five of our members will have earned their AAI designations and hopefully the AIS designation. We are working on our 2 NAIW courses to meet the goal set for local associations.

Our Bylaws and Horizon plan are scheduled to be reviewed and updated shortly, as we awaited the decision on the NCAIW bylaw changes as proposed.

The Safety Committee is working to have a child car seat inspection day co-hosted with the local fire department. Our committee is reviewing additional safety information that can be added to this event.

We have several guest speakers scheduled for our monthly meetings and our annual banquet in March 2011. At the November meeting members will bring their clothing donation for the Phoenix ministry –A local group similar to dress for success in our area. Future plans for RIF and Relay for Life are still in discussion and some members just participated in the Heart Walk.

Last year we recruited from local agencies, this year we are concentrating our membership recruitment on the insurance service related fields. We are planning meet and greet events as well as individual recruiting by the members. We have several prospective members and just added one new member.

In addition to our Newsletter, the Wilmington Wave, a web site was recently launched and a Facebook page created to help keep our members and guests informed. We are working hard to create an environment of welcome to our guest, provide interesting insurance related discussion/education and enjoy the interaction with other insurance professionals with the goal of growing into a more active association.

Respectfully submitted,

Janet Crosscup CIC CISR CBIA CPIW
President Wilmington Insurance Association