

North Carolina Association of Insurance Women
Pre-Convention Board Meeting
Friday November 4, 2011

The Pre-Convention Board Meeting of the North Carolina Association of Insurance Women was called to order at 2:32 pm by Anita Williams, CIC, CISR, CIIP, DAE, NCAIW President.

Anita Williams, NCAIW President, announced that we will dispense with the reading of designation at this meeting and asked that those with cell phones to please place them in silent mode.

Alice Keeton, NCAIW Secretary, called the roll and gave the authority for the meeting. There are eight (8) associations in attendance. The majority needed for a quorum is six (6). The total number of associations is ten (10).

NCAIW President Williams welcomed all to the Pre-Convention Board Meeting.

NCAIW President Williams introduced the Board of Directors: Geraldine Plott, NCAIW Treasure; Alice Keeton, NCAIW Secretary; Janet Crosscup, NCAIW Vice President; Angela McClure, NCAIW President Elect; Amy Craig, Immediate Past President and Region II Vice President; Jeanne Hess, Region II Assistant; Bronda Coleman, NCAIW Parliamentarian; Lisa Brewer, Convention Co-Chair and Glyda Meredith, Convention Co-Chair.

NCAIW President Williams recognized the Past State Presidents and Past Region II RVP's in attendance and thanked them for their commitment to NCAIW and for taking time to be with us and being our leaders and mentors.

NCAIW President Williams stated the minutes from the May 7, 2011 Board Meeting are on the website. Being no corrections, the minutes are approved as printed.

NCAIW President Williams called for the 2011-2012 State Committee Chairmen reports and advised that Susie Gardner and Kelly Leishman would serve as timekeepers as each Chairman was allowed 2 minutes for their reports.

NCAIW President Williams thanked each Committee Chairman for their report.

NCAIW President Williams announced that the NCAIW 2012 Board Meeting will be held on Saturday, May 12, 2012, at 9:30 am, at IIANC, Cary, NC. Current and incoming NCAIW Officers, Local Association Presidents, NCAIW State Committee Chairmen are

encouraged to attend as this will be a time to exchange ideas and experiences from the past year and discuss ideas and projects for the coming year.

NCAIW President Williams announced the NCAIW State Committee year end reports and local association year end reports will be due to her no later than June 30, 2012, and will be included in the convention program and/or on the NCAIW website.

NCAIW President Williams called on Tracy Cotton of the Western NC Insurance Professionals, to discuss the 2013 Region II Conference being held in Ashville, NC, on March 20-24, 2013, at the Crown Plaza Resort. Previous concerns were the costs of registration to include the Biltmore House tour and the awards dinner to be held on the grounds of the estate. Registration would be \$215 and would include the tour of Biltmore Estate and the awards dinner at the estate. Room rates start at \$96. Comparing this with the 2012 Region II Conference in Delaware, we find these prices are in line.

Tracy moved that the activities in the schedule for the Region II Conference regarding the Biltmore contact with proposed changes to the name (from NAIW to NCAIW), the number of attendees (changed to 125) be accepted by the North Carolina Association of Insurance Women. The motion was seconded and the motion passed.

NCAIW President Williams called for further business.

NCAIW Secretary, Alice Keeton, indicated there were no announcements.

NCAIW President Williams adjourned the meeting at 3:14 pm.

Alice Keeton
NCAIW Secretary

**North Carolina Association of Insurance Women
70th Annual Convention
Friday, November 4th, 2011**

First Business Session Minutes

NCAIW President Anita Williams, CIC, CISR, CIIP, DAE, called the meeting to order at 4:01 pm.

NCAIW President Williams welcomed everyone to the 70th Annual Meeting of the North Carolina Association of Insurance Women. NCAIW President Williams advised that for the duration of the convention she would dispense from reading individual designations, as the designations are listed in the program. She also asked that all cell phones be placed on silent mode.

The Greensboro Fire Department presented the colors. Angela McClure, NCAIW President-Elect and Alice Keeton, NCAIW Secretary, sang the National Anthem. Janet Crosscup, NCAIW Vice President, led the members in the Pledge of Allegiance.

Janet Crosscup, NCAIW Vice President, gave the Collect.

NCAIW President Williams introduced the Board of Directors and special guests: Geraldine Plott, NCAIW Treasurer; Alice Keeton, NCAIW Secretary; Janet Crosscup, NCAIW Vice President; Angela McClure, NCAIW President Elect; Amy Craig, NCAIW Immediate Past President and Region II Vice President; Jeanne Hess, Region II Assistant; Bronda Coleman, NCAIW Parliamentarian; Lisa Brewer, NCAIW Co-convention Chairman and Glyda Meredith, NCAIW Co-Convention Chairman.

NCAIW President Williams recognized the past NCAIW Presidents that were in attendance; Amy Craig, Brenda Webster, Nancy Gilbert, Jeanne Hess, Cathy Bowling, Glyda Meredith, Pam Grimes, Chris McLeod, Diane Sudderth and Myrtle Lumpkin.

NCAIW President Williams also recognized the past Region II Vice Presidents in attendance; Cathy Bowling, Pam Grimes and Dianne Sudderth.

NCAIW President Williams recognized past NAIW President, Billie Sleet.

NCAIW President Williams expressed her thanks to all of these members for their continued service to NAIW, Region II and NCAIW.

NCAIW President Williams gave a special thank you to the convention co-chairman, Lisa Brewer and Glyda Meredith, for their hard work in planning the convention and to the members of Greensboro Insurance Professionals for making this convention a success.

NCAIW President called on Glyda Meredith, Co-Chairman, to welcome NCAIW members to the 70th Annual Convention.

NCAIW President called on Lisa Brewer, Co-Chairman, to come forward as well to welcome NCAIW members to the convention on behalf of Greensboro Insurance Professionals. She advised that Greensboro Insurance Professionals could be recognized by their green name badges.

NCAIW President Williams called on Haley Everett to conduct the Confidence While Communicating Speak-off. Once again, Johnson & Johnson, Inc. is sponsoring this event. This year there was only one contestant, Betty Callicutt, of the High Point Thomasville Association of Insurance Women. Betty presented a wonderful speech and we look forward to seeing her compete at the Region II Conference in Dover, DE, in March of 2012.

NCAIW President Williams recognized the following committees who were appointed to assist in conducting the business of this meeting:

Credentials:	Geraldine Plott, Chairman
Tellers:	Jeanne Hess, Chairman
First Timers:	Todd Jones, Chairman
Minutes Approval:	Lizette Felde, Chairman
Time Keepers:	Suzi Gardner, Chairman
CWC:	Haley Everett, Chairman
Pages:	Phyllis Butcher, Chairman, Kelly Whitener and Brandi Lightner

NCAIW President Williams called on Geraldine Plott, Chairman of the Credentials Committee and NCAIW Treasurer, to give the Credentials Committee report. There are ten (10) local associations in NCAIW. There are nine (9) associations with delegates registered for the meeting and no members at large. The total voting strength is nine (9). A motion was made to adopt the Credentials Committee report. The report of the Credentials Committee was adopted.

NCAIW President Williams called on Janet Crosscup, NCAIW Vice President, to present the Convention Standing Rules. All members received a copy of the Convention program with the convention Standing Rules printed on pages 10 and 11. Janet moved that the Convention Standing Rules be adopted as printed. The motion passed.

Janet Crosscup advised that the printed program had one correction to be made to show Jeanne Hess as Chairman of the Teller Committee. A motion was made to accept the printed program as the official order of business and to instruct the NCAIW Secretary to make any editorial or clerical changes to the program. The motion passed.

Nancy Gilbert, Chairman of the Nominating Committee, was called on to give the Nominating Committee report.

The 2012 -2013 Nominations are as follows:

President-Elect	Janet Crosscup
Vice President	Geraldine Plott
Secretary	Roberta Clodfelter
Treasurer	Brenda Webster

Chairman of the 2012 NCAIW Nominating Committee	Sharyn Clark
NCAIW Delegate to Region II Nominating Committee	Judy Hancock
NCAIW Alternate Delegate to Region II Nominating Committee	Roberta Clodfelter

There were no nominations from the floor. Nominations were closed until the Second Business Session on Saturday November 5th, 2011. At that time, nominations will be opened prior to the election.

NCAIW President Williams called on Todd Jones, Chairman of the First Timers Committee. Todd Jones introduced the nine (9) First Timers in attendance at this year's convention: Laura Scott, Tina Rogers, Brandi Lightner, Holland Bradley, Kelly Whitener, Jackie Fowler, Kelly Leishman, Kristie Danner and Norell Myers. First Timers were reminded to take advantage of the First Timer' Bill of Rights that are listed in the Convention program on page 7.

NCAIW President Williams called on Cathy Bowling, of the Durham Association of Insurance Professionals, to review with the members the IAIP/NCAIW website. Our goal is to help members to come more familiar with the IAIP website and the tool available for us to use.

NCAIW President Williams called on Amy Craig, Region II Vice President, to give her report and greetings from Joi Wilson, IAIP President.

NCAIW President Williams invited Dianne Sudderth to conduct a Memorial Service to honor past members of NCAIW. This year, NCAIW lost three (3) members: Carol Greer, Janie Bradford and Wendy Warren.

NCAIW President Williams expressed her thanks to the Exhibitors and Contributors for their continued support to NCAIW for without their support we would not be able to hold this convention. Special recognition was given to Greg London, of AmTrust North America, for sponsoring the lunch today and the hospitality suite. Also, special recognition went to Doug Watkins, of First Aid Restoration, for sponsoring the entertainment for tonight's dinner.

NCAIW Secretary, Alice Keeton, made the final announcements.

NCAIW President Williams adjourned the meeting until 9:00 am on Saturday, November 5th, 2011.

Alice Keeton
NCAIW Secretary

**NORTH CAROLINA ASSOCIATION OF INSURANCE WOMEN
70TH ANNUAL CONVENTION
SATURDAY, NOVEMBER 5, 2011**

SECOND BUSINESS SESSION

NCAIW President Anita Williams, CIC, CISR, CIIP, DAE, called the Second Business Session to order at 9:05 am.

NCAIW President Williams introduced the Board of Directors and special guests in attendance: Geraldine Plott, NCAIW Treasurer; Alice Keeton, NCAIW Secretary; Janet Crosscup, NCAIW Vice President; Angela McClure, NCAIW President-Elect; Amy Craig, NCAIW Immediate Past President and Region II Vice President; Jeanne Hess, Region II Assistant; Bronda Coleman, NCAIW Parliamentarian; Lisa Brewer, Convention Co-Chair and Glyda Meredith, Convention Co-Chair.

Angela McClure, NCAIW President Elect, gave the Collect.

NCAIW President Williams called on Geraldine Plott, Chairman of the Credentials Committee and NCAIW Treasurer, to give the Credentials Committee report. There are ten (10) local associations in NCAIW. There are nine (9) associations with delegates registered and no members at large. The report of the Credentials Committee was adopted.

NCAIW President Williams advised membership that Nancy Gilbert, Chairman of the Nominating Committee, presented the following slate of officers for the 2012-2013 year at the first business session. The slate of officers was as follows:

President-Elect	Janet Crosscup
Vice-President	Geraldine Plott
Secretary	Roberta Clodfelter
Treasurer	Brenda Webster

Chairman of the 2012 Nominating Committee	Sharyn Clark
NCAIW Delegate to Region II Nominating Committee	Judy Hancock
NCAIW Alternate Delegate to Region II Nominating Committee	Roberta Clodfelter

There were no nominations from the floor and the above candidates were elected.

NCAIW President Williams called for nominations for six (6) members for the 2012 NCAIW Nominating Committee. The following were nominated to serve on this committee:

- Todd Jones ~ Greensboro Insurance Professionals
- Kelly Leishman ~ Wilmington Insurance Professionals
- Tammy Bednarik ~ Charlotte Association of Insurance Professionals.
- Phyllis Butcher ~ High Point-Thomasville Assoc. of Insurance Professionals
- Robin Bennington ~ Durham Association of Insurance Professionals
- Pam Grimes ~ Raleigh Association of Insurance Professionals.

Cathy Bowling, Durham Association of Insurance Professionals, moved to accept these nominations. The motion was seconded and passed.

The floor was opened for nominations for two (2) Alternates to the Nominating Committee. The following were nominated to serve as alternates:

- Christie Scott ~ Wilmington Insurance Professionals
- Brandy Lightner ~ Charlotte Association of Insurance Professionals.

Cathy Bowling, Durham Association of Insurance Professionals, moved to accept these Nominations. The motion was seconded and the motion passed.

Geraldine Dent, NCAIW Finance Committee Chairman, gave the 2010-2011 Finance Committee report stating that all was found to be in order. The motion was adopted.

Geraldine Dent, NCAIW Finance Committee Chairman, gave the 2010 NCAIW Convention Audit report stating that all was found to be in order. The motion was adopted.

NCAIW President Williams called on Tracy Cotton, Region II Conference Chairman, to give a report on the 2013 Region II Conference in Asheville, NC. Tracy reported that the date of the conference is March 20-24, 2013, at the Crown Plaza Resort in Asheville, NC. NCAIW will be hosting this event with Western NC Insurance Professionals. Special activities include touring the Biltmore Estate and Antler Hill Village with the awards dinner at the Biltmore Estate. Room Rates at the Crown Plaza Resort start at \$96 and registration is \$215.

NCAIW President Williams called on Judy Hancock, of the High Point-Thomasville Association of Insurance Professionals, to install the 2012-2013 officers.

NCAIW President Williams introduced our guest speaker, Denise Ryan. Denise uses chocolate to motivate as well as inspire us to take life with a sense of humor, renew our passion and live life each day to the fullest.

NCAIW President Williams called on Angela McClure, NCAIW President-Elect and Chairman of the Bylaws Committee, for her report. The Bylaws committee presented the following proposed amendments. (See attached 2011 NCAIW Bylaws and Standing Rules proposed changes.)

Proposed Bylaws and Standing Rules change number 1 (see attached) to add "DBA IAIP" after each NAIW listed in the Bylaws and Standing Rules. The motion passed.

Proposed Bylaws and Standing Rule change number 2. (see attached) to amend North Carolina Association of Insurance Women to read North Carolina Association of Insurance Women DBA North Carolina Association of Insurance Professionals in the Bylaws and Standing Rules. The motion passed.

Proposed Bylaws and Standing Rule change number 3. (See attached) to amend the Bylaws and Standing rules by inserting DBA NCAIP after each NCAIW listed. The motion passed.

Proposed change number 4, NCAIW Standing Rule #7 (see attached) to add IAIP before the name of the Comprehensive Manual. The motion passed.

Proposed change number 5, NCAIW Standing Rule #9 (see attached). Cathy Bowling, of the Durham Association of Insurance Professionals, moved to amend the proposed amendment for Standing Rule #9 to read: The Annual meeting registration fee and lodging for all NCAIW officers and appointed Parliamentarian shall be paid for by NCAIW as they serve without compensation. The motion was seconded and passed.

Proposed change number 6 to NCAIW Standing Rule #15 (see attached) to include an Individual Excellence Award given annually by the President to a member who has exhibited exemplary participation in NCAIW. The motion passed.

Proposed change number 7 to NCAIW Standing Rule #15 (see attached) to add the new award to the list of awards and to amend the numbering of the awards. The motion passed.

Proposed change number 8 to NCAIW Standing Rule #15 (see attached) amending to include the awarding of plaques to all individual award recipients. The motion passed.

NCAIW President Williams recognized convention confirmation for the following:
2012 ~ High Point-Thomasville Association of Insurance Women ~ October 25-28
2013 ~ Wilmington Association of Insurance Professionals ~ October 4-6
2014 ~ Charlotte Association of Insurance Professionals ~ TBD

NCAIW President Williams called on newly elected 2012-2013 NCAIW President, Angela McClure to give her acceptance speech.

NCAIW Secretary, Alice Keeton, made the final announcements.

NCAIW President Williams adjourned the meeting at 11:31 am.

Alice Keeton
NCAIW Secretary

**North Carolina Association of Insurance Women
CPIW/CPIM/CIIP Luncheon
November 5, 2011**

NCAIW President Anita Williams, CIC, CISR, CIIP, DAE, welcomed everyone to the Awards Luncheon.

Angela McClure, NCAIW President-Elect, gave the Collect, and lunch began.

NCAIW President Williams called on Billie Sleet to present the ISFA Report.

NCAIW President Williams asked Kimberly Shattuck, Georgia Council Director and an employee of AmTrust North America to come forward and speak to our membership. AmTrust North America sponsored the luncheon. Kimberly along with Greg London of AmTrust North America gave door prizes to the members.

NCAIW President Williams presented Amy Craig, NCAIW Immediate Past President, with a plaque noting her year of service to NCAIW.

Christie Scott, Education Chairman, recognized our new CPIW, Tracy Cotton, of the Western NC Insurance Professionals. Christie led all the CPIW's in the CPIW Code of Ethics. Christie also recognized our members who had earned the DAE designations: Lisa Brewer, of the Greensboro Insurance Professionals; and Kristi Lail, of the Unifor Association of Insurance Professionals.

NCAIW President Williams also recognized members who had earned other designations this year.

NCAIW President Williams presented the NCAIW Rookie of the Year for 2011, to Kelly Whitener, of the Greensboro Insurance Professionals.

Angela McClure, NCAIW President-Elect, Claims Professional of the Year for 2010, presented the 2011 NCAIW Claims Professional of the Year to Fran Brown, of the High Point-Thomasville Association of Insurance Women.

Sharon Clark, 2010 Professional Underwriter of the Year for 2010, presented the 2011 Professional Underwriter of the Year to Lizette Felde, of the High Point-Thomasville Association of Insurance Women.

NCAIW President Williams presented the 2011 Risk Management Professional of the Year to Robin Bennington, of the Durham Association of Insurance Professionals.

Geraldine Plott, 2010 Insurance Professional of the Year, presented the 2011 Insurance Professional of the Year to Brenda Webster, of Wilmington Insurance Professionals.

Haley Everett, Public Relations Chairman, presented the Confidence While Communicating Award on behalf of Jim Bost, of Johnson & Johnson Inc., to Betty Callicutt, of the High Point-Thomasville Association of Insurance Women.

NCAIW President Williams presented the Excellence Awards as follows:
Membership 10 or less members – there was no entries
Membership 11 to 26 to High Point-Thomasville Association of Insurance Women
Membership over 26 to Charlotte Association of Insurance Professionals

NCAIW President Williams presented the AAMGA Award to Glyda Meredith, of the Greensboro Insurance Professionals.

NCAIW President Williams congratulated all the award recipients.

Amy Craig, Region II Vice President, made a special presentation of a free registration to the 2012 Region II Conference to one of the First Timers, Laura Scott of Greensboro Insurance Professionals.

Kaye Wilson, Chairman of the Exhibitors Committee, gave out door prizes.

Alice Keeton, NCAIW Secretary, made the announcements.

NCAIW President Williams adjourned the meeting.

Alice Keeton
NCAIW Secretary