

# NEW HORIZONS

INSURANCE PROFESSIONALS OF MID-MISSOURI NOVEMBER 2009

[WWW.IPMMONLINE.COM](http://WWW.IPMMONLINE.COM)



## PRESIDENT'S MESSAGE:

Making a difference

Change, the word is everywhere. From the president of the United States to the local café, I hear "We must have change". Change can be good when you know all the facts and have a clear idea of where you are going. Change can be bad too, if you change the core competencies of a business or organization.

Core competencies are what an organization or business does better than any other. I encourage each member to think about what we do better than any other organizations or groups and where we need to improve. Write down your ideas and propose solution to those areas that you think we can make some changes too. E-mail them to me. I will compile a list to see where IPMM has the most work to do and what we think our core competencies are. I will share the combined list with everyone, so we can start to think about ways to improve. I would love to bring this list before the board meeting in February.

The dynamics of IPMM are changing as we grow and move forward. The words compromise, listen, and understand are becoming part of our normal vocabulary. We will need to be able to open ourselves up to the idea of change, so we can continue to be the organization of choice and attract new members.

As we grow we have more and more new ideas and some ideas that have already been tried may come up again. We need to be open to all ideas that might change they way we do things currently. All sides should have a voice and as a group we should decide on the direction we are going.

Have you ever wanted to change something, but did not know where to start?

At IPMM change is through discussion and the willingness to listen to each other, so if you want to make a change or have your ideas heard you must participate in the conversation.

Speak your mind and share with others.

We want to hear your ideas.

*"Being willing to change allows you to move from a point of view to a viewing point--a higher, more expansive place, from which you can see both sides."*

*Thomas Crum*

In Friendship and Fellowship,  
Rebecca Hart  
IPMM President

### **NEXT MEETING November 16, 2009 Columbia Insurance Group 6:00 PM**

Tom Klenke, Home Office Claims Manager at Shelter Insurance, will present our November program titled Shelter's Catastrophe Response. He will describe the preparation involved in responding to catastrophes.

**Reminder** – Refreshments will be provided by:

Christy Ford – Kayde Holton – Arlene Schwartz

## MEETING MINUTES:

### **Insurance Professionals of Mid-Missouri Monthly Meeting – October 19, 2009 Columbia Insurance Group**

President Rebecca Hart called the meeting to order at 6:03 pm. There were 13 members and 3 guests in attendance. Kelly Hawkins read the collect.

Terri Stambaugh, Education Chair, then introduced Buddy Guinther and Rebecca Hart as contestants in the Confidence While Communicating speak-off. She also introduced our judges, Mark Fine from Columbia Insurance Group and Amanda Andrade and Lisa Gardi from Shelter Insurance.

Buffy and Rebecca then gave a prepared speech and an impromptu speech. The judges were then led out of the room to judge the two speakers.

Minutes from the September meeting were approved as printed in the October newsletter.

In the absence of Treasurer Jennifer Koenig, Rebecca presented the Treasurers Report. The report indicated a deposit of \$204.00 for new member dues and disbursements of \$108.31 for postage, speaker gift, and membership supplies. Balance on hand is \$9,859.79. The treasurer's report was approved.

#### Committee Reports -

Christy Ford, Horizon Plan Committee Chair, passed out IPMM's new Horizon plan to members. She asked that all members read the plan. She thanked her committee members Kayde Holton, Lori Meyer and Terri Stambaugh for helping put together the plan.

Diane Kidwell, Holiday Committee member, reminded everyone of the December meeting, to be held on December 7, 2009 at Chris McD's. We will adopt a family from the Voluntary Action Center and this will be a wrapping meeting. A list of items for the family will be distributed to members prior to this meeting.

Rebecca reminded everyone of the upcoming Missouri Council Meeting. Alexis reported that there were 31 registered attendees. Kayde asked if anyone had new or gently used items to donate for hospitality gifts, she would appreciate the donation.

#### Unfinished Business – NONE

#### New Business -

Kelly Hawkins, Membership Chair, introduced our new member, Tammy Bailey of Columbia Insurance Group. We also have a new member from Shelter Insurance, Kim Degn.

Terri Stambaugh, Education Chair, then presented a program on NAIW designations and educational opportunities. She described the CPIW/CPIM (Certified Professional Insurance Woman/Man) and the DAE (Diversified Advanced Education) designation and the educational and participation requirements. She also had applications if anyone is interested in applying for one of these designations.

#### Announcements -

Lori then announced the next meeting would feature Tom Klenke of Shelter Insurance Company. His topic will be claims preparation for and handling of catastrophes.

The results of the Confidence While Communicating speak-off were then announced by Lori Meyer. Rebecca Hart was named as first runner-up and Buddy Guinther was named the winner of the speak-off. Buffy will now compete at the Missouri State Council Meeting in November.

The meeting adjourned at 6:55 pm.

Respectfully Submitted,

Christy Ford, Secretary

### UPCOMING EVENTS:

November 13-14, 2009 – Missouri Council Meeting, Isle of Capri Hotel in Boonville, MO

November 16, 2009 – IPMM Monthly Meeting; wear your NAIW apparel

December 7, 2009 – IPMM Holiday Dinner; Chris McD's

The committee is excited about some changes to the evening. First of all, plan to arrive at 5:30 if you would like drinks before dinner, which will be served at 6pm.

As our holiday project this year, IPMM will be adopting a family through the Voluntary Action Center. This is our first year of participating in this charity event. We are especially excited and hope you are too! After dinner we will have a group session to wrap the gifts that we have collected for our family. Bring some of your most festive paper and ribbons and help make Christmas brighter for someone who needs some holiday cheer!

Please be watching for upcoming emails, as the family's wish list will be sent the first of November, and we will get that list circulated, for volunteers to purchase the gifts. See you December 7<sup>th</sup>!

Margot Ma, Chair  
Diane Kidwell and Jennifer Koenig, members.

### CONGRATULATIONS TO:



Terri Stambaugh – Shelter Insurance Company – for successfully completing ACS 100, Foundations of Customer Service. She has completed the ACS program.

Buffy Guinther and Rebecca Hart – for successfully completing the CWC program.

### DID YOU KNOW?

November is Pancreatic Cancer Awareness Month, National Novel Writing Month, Alzheimer's Disease Awareness Month, American Diabetes Month, Lung Cancer Awareness Month, National Homeless Youth Awareness Month, Crohn's & Ulcerative Colitis Awareness Month, and the month dedicated to the Holy Souls in Purgatory in the Roman Catholic Church.

It is quite common for some males in Australia (especially in the city of Melbourne), and New Zealand to sport a moustache during the month of November. The custom being known as Movember (Movember is a portmanteau of the words 'Moustache' and 'November'.), and being a fundraising event for men's health issues. One's fashionable appearance often comes second to the calling of Movember. A similar observance in the United States, called No Shave November, involves a full beard as opposed to a mustache.

November woods are bare and still;  
November days are clear and bright;  
Each noon burns up the morning's chill,  
The morning's snow is gone by night..

- Helen Hunt Jackson

### 2009-2010 OFFICERS:

President – Rebecca Hart  
President Elect – Lori Meyer  
Secretary – Christy Ford  
Treasurer – Jennifer Koenig

### REMINDERS:

- **YOU** probably qualify for the CPIW designation. Attached to this newsletter is an application for your convenience. Contact Terri Stambaugh if you have any questions.
- Please bring non-perishable food items for the Food Bank to our monthly meetings. Contributions to this organization are an ongoing project for IPMM.
- Remember to visit our website at [www.ipmmonline.com](http://www.ipmmonline.com) for updated information and a calendar of events.

### NEWSLETTER DEADLINE:

Information for the next newsletter is due BEFORE NOVEMBER 30, 2009. Please be sure to send any news items you would like to include in the next newsletter, such as completion of industry education. You can send them to Christy Ford at [cford@shelterinsurance.com](mailto:cford@shelterinsurance.com).

Our Father, fill our hearts, we pray,  
With gratitude Thanksgiving Day;  
For food and raiment Thou dost give,  
That we in comfort here may live.

- Luther Cross



Revised 07/00

**Certified Professional Insurance Woman (CPIW)**  
National Association of Insurance Women (International)

<b>National NAIW Use Only</b>	
Cand. # _____	Assn # _____
NAIW Join Date _____	
Date Cert. _____	

Application Form (Please type or print clearly.)

**Candidate Information** (Name to appear on certificate)

Name \_\_\_\_\_

Mailing Address \_\_\_\_\_ (Daytime Phone #) \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Employer \_\_\_\_\_

Local Association \_\_\_\_\_ Region \_\_\_\_\_

**Education Requirements** Refer to the back of this form for a list of eligible programs. Indicate below your qualifying programs and completion dates.

A. Non-NAIW Program \_\_\_\_\_ Completion Date \_\_\_\_\_  
If program was completed under a name other than your present name, please indicate such name. \_\_\_\_\_

Evidence of qualification – such as copy of final grade sheet, copy of certificate – must accompany application. If this is not available, it is the candidate's responsibility to contact the program's sponsoring organization and request a letter giving evidence and date of program completion.

B. NAIW Program \_\_\_\_\_ Completion Date \_\_\_\_\_  
If program was completed under a name other than your present name, please indicate such name. \_\_\_\_\_

Evidence of completion for NAIW programs, must accompany application. Only Certificates of Completion Issued by NAIW National are accepted. State CE forms are not accepted. Completion of an NAIW program is required only of those members joining NAIW on or after July 1, 1994.

**Business Requirement** Number of years employment in insurance industry \_\_\_\_\_

Would you like a letter acknowledging your accomplishment sent to your employer?  yes  no

If yes, Please print or type employer's name, title and full address (Note: If there is no employer name and title, a letter will not be sent) \_\_\_\_\_

**Membership Requirement** Number of years membership in NAIW (International) \_\_\_\_\_

If a portion of this membership was held in an NAIW local association other than your present association, please indicate such association. \_\_\_\_\_

If a portion of this membership was held under a name other than your present name, please indicate such name. \_\_\_\_\_

Please send my certificate:  Directly to me  To my local association president

*I hereby certify that the information provided on this application is true and correct.*

Candidate's Signature \_\_\_\_\_ Date \_\_\_\_\_

If a special presentation of the certificate is planned and the certificate is to be mailed to other than the recipient, please complete the following:

Presentors name and mailing address: \_\_\_\_\_  
\_\_\_\_\_ (Daytime Phone #) \_\_\_\_\_

Date of Presentation \_\_\_\_\_

Please send the following:	1. Completed, signed application	3. \$25 matriculation fee (US Dollars)
	2. Documentary evidence of completion of education requirements.	4. Mail to: NAIW (International) Department 2214 Tulsa, OK 74182