



## Region 5 Newsletter

Do you see what I see? .....  
Boundless Opportunities, No Limits

Newsletter June 2009  
Volume 1 Issue 3

### Final Message from the RVP

*By Phyllis Gogel - NAIW Region V Vice President*

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#### Farewell Region V Members!

Wow, what a year! Time sure has flown since my last newsletter in January. Many of you heard updates at Regional, however, in this final newsletter I will provide you updates from a Regional level as well as what's going on at an International level. Lots of exciting stuff.

My theme this past year has been "Do you see what I see... Boundless Opportunities, no limits." During my travels this past year, my goal was to help clear your vision by helping you see all the opportunities NAIW has to offer.

*"Leaders continually grow. They embrace and enjoy new things. By growing they thrive and add value" ...Marsha Egan*

Are you continually learning? How often do you try new things?

*"All growth depends upon activity. There is no development physically or intellectually without effort, and effort means work" - Calvin Coolidge*

The more you do, the more you grow. Every time you go out of your comfort zone, you'll grow. I encourage everyone to continue to try new things.

NAIW provides you opportunities to grow in a safe, supportive environment. **Do you see what I see??**

I want to thank all of you for your support this past year. It has been a fast, fun, fulfilling year for me. I have met and formed a lot of new friendships that I will cherish for years to come. I want to thank the Region V Leadership team for their dedication. It's been a great bunch to work with. They listened to you and together we were able to accomplish our goals. I will definitely miss our monthly conference calls.

Good luck to Brenda McDermott and her leadership team. We will all be there to support them in any way we can. Region V Rocks!!

I hope everyone has a wonderful summer!



## 2009 Region V Award Winners

CWC Speak-off	Maureen Georgou Insurance Professionals of Greater Minneapolis
CWC Runner up	Robyn Railsback Insurance Associates of Cedar Rapids
Rookie of the Year	Robyn Railsback Insurance Associates of Cedar Rapids
Claims Professional	Rhonda Olson NAIW Ins. Professionals of Greater Sioux Falls
Risk Management	Rose Tipton Insurance Professionals of Mid Missouri
Prof Underwriter	Kathy Moore-Stark NAIW Ins. Professionals of Greater Sioux Falls
Ins. Professional	Arlene Schwartz Insurance Professionals of Mid Missouri
AAMGA	Maureen Georgou Insurance Professionals of Greater Minneapolis

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*Congratulations to the Regional Conference Award Winners!! It's not too early to be thinking of applying for next year!*

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## 2009 Regional Conference Updates

- 140 in attendance with 23 First timers and 19 Young Prof.
- 121 attended Munch N Mingle Thursday night
- Region V Standing Rules and Award Fund Rules Adopted
- Maggie O'Toole tribute given during Recognition Luncheon - member since 1945.
- IPGM promoted awareness of Life Insurance by offering 2 Life CE classes
- \$265 was collected for Laura Bush Foundation and \$265 was collected for Red Cross Disaster Relief Fund. \$310 was collected for ISFA.
- Thanks to all the First Timers for your participation at Regional.
- Possible record attendance at the Delegates Briefing!!

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***Thanks for everyone's generosity with your donations to these organizations!!***

*You all must have won a the Casino!*

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## International Convention & Board Update

### Small Changes... Extraordinary Results

- Soon you will see new packaging of instructor and student manuals ordered from the online store. No more red binders, no more transparencies!
- Since the introduction of Web CE last fall, there have been a total of 87 classes taken. 6 classes have been taken by Region V members.
- President Elect (soon to be President) Linda Wilson is setting up a task force to develop a Marketing Plan for local associations to use. She will also be setting up a task force to look at our current structure to determine if changes are needed.
- Confidence While Communicating is our new and approved name for the CWC Class. This class is being updated and will be available soon.
- A revised Code of Ethics was approved by the Board.
- Life Insurance Basics iCan class was approved by the board. Will be available soon. Thanks to Region V members!
- LTC101 iCan class was approved by the board. Will be available soon. Thanks to Region V Members!
- SPARK (Sales, Proficiency and Relationship Knowledge) was approved by the board. Will be available soon. This class will apply towards the CPIM/CPIW designations.
- Conflict Resolution Class has been developed and will soon be available to download for FREE!
- Working with Ready Talk for Webinars. Ethics class was held 6/29. Melissa Cobbs conducted a webinar to go over the social networking capabilities of our new web site on 6/30.
- Check out the BLOGS! Many members have created blogs.
- Life/Health 4 Hr CE class is being developed. The development of this class was paid for by the Legacy Foundation. By hiring the development of this class, it will be offered in 6-8 weeks. See how these donation dollars are benefiting all the members!
- Penny Hayworth-Rich was elected International Secretary.
- With the funds donated to the purchase of bricks, Board room table and 16 chairs were purchased. Construction is in the works in building a small brick wall at the Corporate center between the road and the parking lot. It will include our name and the names of the people who donated to the purchase of a brick. What a wonderful use of this money.
- **Region V was the winner** of President Duffy's RVP Challenge for the largest amount of funds raised for the Laura Bush Foundation. Region V collected a total of \$452.00. Congrats Region V!
- iCan Classes are being updated! Will be coming soon.
- Membership Eligibility changes were passed at the January board meeting. Please look them over to determine new recruiting opportunities.
- Membership Contest announced --- From July 1<sup>st</sup> - February 15<sup>th</sup>, a free registration will be given to the member who brings in the most new members!

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### CONGRATULATIONS

to

***Robyn Railsback***

*from the*

*Insurance Associates  
of Cedar Rapids, Inc.*

*for winning the  
National Rookie of the  
Year Award!!*

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### CONGRATULATIONS

to

***Michael Rice***

*from the*

*Insurance Association  
of the Ozarks for  
winning the Young  
Professional  
Scholarship!!*

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## Region V Accomplishments

- 6 Great Council Meetings!
- Mailed 90+ Council Meeting Participation letters to employers
- NAIW Expense form is a fillable form- available on the web site
- NAIW Week Flyer (template)available on the web site
- Mailed Regional Conference Participation letters to employers
- Developed iCan class called "Life Insurance Basics" - will be available soon.
- Developed iCan class called 'LTC-101" - will be available soon.
- Developed Recruiting Presentation - will be submitting to board for review to be available on web site
- New members received note from RVP
- Regional Conference Committees primarily filled with newer members
- 2 Life Insurance CE Classess offered at Regional
- Life Ins CE class offered at National (taught by Denise Hamlett)
- Development of Award/Scholarship Quick Reference (coming soon)
- Distributed list of Meeting Topic Ideas (coming soon)



## Region V New Member Stats (as of 3/31/09)

67 new members for Region V

12 new members - Chicago Association of Insurance Professionals

11 new members - Insurance Association of the Ozarks

9 new members - Insurance Associates of Cedar Rapids, Inc.

6 new members - NAIW Insurance Prof of Greater Sioux Falls

6 new members - Kettle Moraine Insurance Professionals

## Region V Membership Stats (as of 3/31/09)

541 total members for Region V

62 members - Kettle Moraine Insurance Professionals

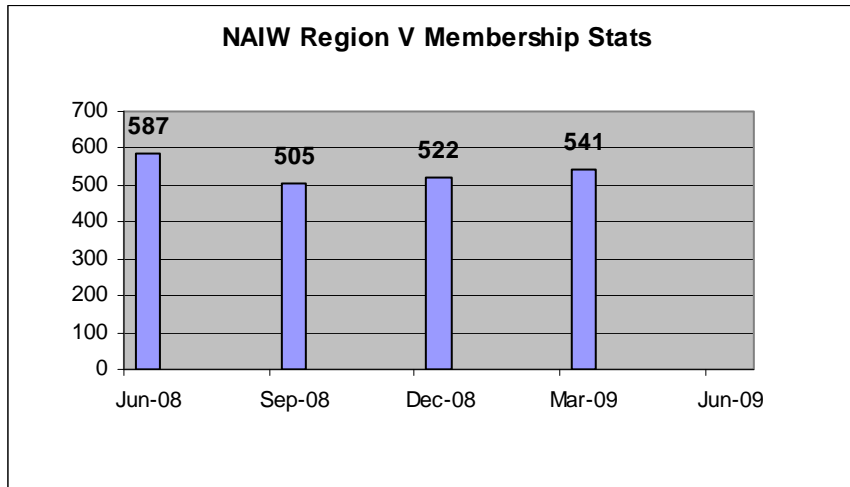
47 members - Insurance Association of the Ozarks

35 members - NAIW Insurance Professionals of Greater Sioux Falls

35 members - Insurance Association of Greater Des Moines

## Region V Membership - 541

As of 03-31-2009




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*“Recruit, Recruit,  
Recruit..*

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Total NAIW membership	7,488
Region V CPIW/CPIM	191/4
Region V DAE	27

### Did You Know.....

- The NAIW website has a business card template? Check it out.
- The 2010 National Convention is in Washington DC?
- The Legacy Foundation is a 501(c)(3) public charity? Consider donating.

### Upcoming Events

- 09/18 - 09/20 - Region V Fall Weekend - Wisconsin Dells

