

Georgia Council Planning Meeting

Meeting Minutes

Saturday, May 7, 2011 – Allstate Insurance Co, Atlanta, GA

CALL TO ORDER

Jill Hasnain, Georgia Council Director called to order the 2011 meeting of the Georgia Council of NAIW at 8:15 AM on Saturday, May 7th, 2011 in the Allstate Insurance Company conference room, located 5660 New Northside Drive, Atlanta, Ga.

27 member attendees were welcomed. The following persons were present: Jill Hasnain, Council Director; Kimberly Shattuck, Membership Development Chair and Council Director – Elect; Tracy Pato, Council Treasurer; Lara Nelson, Public Relations Chair; Connie Herrin, Safety Liaison; Melissa Peak, Education Chair; Connie Rose, Legislative Liaison; Mica Johnson, Georgia Young Professional Representative to Region III; Karen Archer; Debbie Sanders; Linda Brown; Jan Murray; Colleen Cartee; Michael Fulwood; Marie Gravley; Gizelle Grable; Kate Thalacker; Roberta Faulk; Pamela Stefano; Gloria Weston; Annette McMichael; Linda Mihyar; Karen Ray; Nancy Futrell; Dee Horne; Rose Browning.

Upon arrival each member was asked to select either a horseshoe shaped or bar shaped metal object in order to play “Meet your Match”. Once the members found their match, they took a few moments to find out more about each other and then introduced their “match” and all of the new information they had learned about them to the group. This led to some interesting conversation and insight.

REPORTS

Jill Hasnain, Council Director, reported that Kimberly Shattuck would be moving forward with her bid as Rookie of the Year at the National Convention in Las Vegas in June 2011.

Following the theme set by Margaret Wildi, President NAIW International “Connecting, Partnering, Leading”, each Council Director was given a Council goal to offer an NAIW Course, donate \$250 to the Legacy Foundation, and recruit a \$500 National Corporate Sponsor. The Georgia Council offered the Advanced Communication Skills course at the State Council Meeting in Rome, completed the \$250 donation to the Legacy Foundation and is currently in talks with a potential National Corporate Sponsor. In turn, each association was challenged with a goal of offering an NAIW Course, making a \$100 donation to the Legacy Foundation and having every member get a new member. At this time, Jill asked

that a representative from each association tell a little about how they reached or attempted to reach the goals setup by NAIW International for the year.

The Insurance Professionals of Middle Georgia mentioned that they plan to enter a NAIW float in the Cherry Blossom Parade (Around March 2012). More information will be sent as it evolves.

Everyone commented on the positive aspects of the “Chats” between Council Directors and Local Presidents started by Margaret Wildi. Everyone felt it led to much improved communication within the organization.

Jill announced that after many years of service maintaining the Council website, Cheryl Sexton has passed the torch of “webmistress” to Janet Nash effective July 1st, 2011.

Jill Hasnain, Council Director called for Georgia Council meeting updates.

2011 - INSURANCE PROFESSIONALS OF ATLANTA:

Jan Murray gave an update on the upcoming 2011 Council Meeting to be held in Atlanta, GA, September 22-24, 2011. The theme for the meeting was announced as “NAIW Stars”. In addition to being the 43rd Annual Georgia Council meeting, it will also be the 71st anniversary of the Insurance Professionals of Atlanta. In celebration of this milestone, IPA will have a \$71 registration for the conference. It is to be held at the Crowne Plaza Perimeter, NW off Powers Ferry Road in Atlanta. Currently, an Education Expo on Thursday, 9/22 including CPII (Commercial Property) and PIAM (residential Properties) Modules (7 hours CE each) and S.P.A.R.K a NAIW CPIW/M qualifier (4-6 CE hours) free to all registrants and includes lunch. On Friday 9/23/11 an Ethics – DAE Qualifier will be offered and the Trade show will open at noon. The room rates are \$99 standard room and \$109 junior suite per night. Registration can be made by cash, check, money order or IPA’s PayPal.

2012 – INSURANCE PROFESSIONALS OF SAVANNAH

Unfortunately the Insurance Professionals of Columbus are possibly dissolving their association. They would celebrate their 70th anniversary in 2012. Due to these issues, the next group in the rotations will all be bumped up. Nanci Futrell representing IP of Savannah said that they are still working on a hotel by River Street and the City Market and they have a “Surprise” for Friday night that they will announce at the Sept Council Meeting.

2013 – INSURANCE PROFESSIONALS OF MIDDLE, GA

2014 - INSURANCE PROFESSIONALS OF NORTHWEST GEORGIA

**2015 – INSURANCE PROFESSIONALS OF GAINESVILLE & THE
NORTHEAST GEORGIA ASSOCIATION OF INSURANCE WOMEN**

A break was called at 10:35am and the meeting reconvened at 10:45am

STATE COUNCIL 2010-2011 REPORTS:

TREASURER – Tracy Pato provided a Treasurers Report which will be on file. Tracy announced that the Council had a nice, healthy balance and that there had been very little activity in the account. Tracy also announced that since last year the Council had successfully setup a PayPal account to be used for registrations, etc.

MEMBERSHIP DEVELOPMENT – Chair, Kimberly Shattuck gave an insightful presentation stating her 2010-2011 Objectives and Challenges for Georgia membership. Each association was challenged to increase membership, retain existing members, and host a YP Social/Membership networking forum. Rewards were offered for Growth and Creativity. The top 3 associations for new growth in Georgia were IP of Savannah (50% new); IP of Gainesville (20% new) and IP of Atlanta (17% new). The IP of Atlanta also won the award for the most creative recruitment strategy. This year, each new member received an email from the Council Director and a welcome to GA phone call from the membership chair. Working with the membership chair, each non-renewing member received a phone call and a confidential Q&A was sent to the local association presidents to respond who were non-renewing, why, and what effort was made to retain. Kimberly discussed ways to promote NAIW: host education courses, promote achievement within the associations, have professional/fun membership drives, promote your local associations through civic activities and community involvement.

PUBLIC RELATIONS – Lara Nelson, Public Relations Chair, presented a NAIW handout titled “Best of the Best”. The handout can be found on the NAIW website and covers many ways some of the NAIW associations grow membership, share information, utilize social-networking, etc. The handout is available for download on the NAIW website.

EDUCATION – Melissa Peak, Education Liaison. Melissa presented the 2011 Education report. She noted changes had been made to the DAE ethics requirements to now allow completion of 1 Hour NAIW Ethics (Making a Difference) course, the 4 hour NAIW ethics (Professional Ethics) course, or any other state certified ethics program accredited for CE to satisfy the ethics course requirement. Melissa also informed us that in order to promote more diversity within the associations, a transition to take effect 6/30/2011 will adopt a non-gender specific Certified Insurance Industry Professional (CIIP) designation. Current CPIW/M may keep their current designation or transfer to the CIIP designation. New CPIW/CPIM applicants will receive the CIIP designation. No

changes were made in designation requirements. Melissa advised that 4 free Webinars are now offered on the NAIW website and were funded by the Legacy Foundation. New course and current course revision proposals will be submitted to incoming NAIW Region III VP, Betty Riberio, in July 2011.

LEGISLATIVE – Connie Rose, Legislative Liaison. Connie declared the full report of Legislative issues/changes to be innumerable and offered to email the full report to all attendees or other interested members. Highlighting the P&C side on Insurance legislation was House Bill 66 Certificate of Insurance. The Act states that the Certificate of Insurance is a synopsis of coverage at the time of issuance and is offered as information only. It is not a contract, confers no rights, and does not alter coverage for the certificate holder. House Bill 413 also passed and includes a statement requiring anyone issuing themselves a license must take the exams and pass at renewal.

In the Health Care reform arena, Connie recommended a very useful website presents the legislation in chart form and updated frequently. The website is www.shrm.org

It was announced that the Georgia Council has an opening for the Legislative liaison for 2011-2012.

SAFETY – Connie Herrin, Safety Chair, presented a Safety Report pointing out that the first WC State funded program began in 1911. She also discussed a study that showed the comparison of using objects in hand while driving and the level of impairment it caused while driving. She also provided many hard copy links to useful websites on tornado safety and preparedness.

YOUNG PROFESSIONALS – Mica Johnson gave the Young Professionals Report. Mica advised that the Young Professionals lead membership and the YPs are trying to recruit new YPs to carry on the NAIW torch. Mica talked about the YP Social held at Sage Restaurant in Alpharetta in March 2011. They had approximately 15 attendees and distributed NAIW information. The YPs are currently considering Quarterly YP Socials to bring in more members. The YP's are interested in education, mentorship, etc. Jan Murray requested that we survey our YPs to find out what their expectations are from NAIW. Melissa Peak mentioned that the National YP Task Force is currently expanding and looking for ways to accommodate YPs and new members. A tab has also been added to the Georgia Council website for YPs. Connie Rose stated that she was going to advertise that she is a "Member mentor" for NAIW and offer to mentor, answer questions, etc.

Jill announced that she enjoyed her term as the Council Director. Jill thanked all of the members for their support and also her Council team. Certificates of Appreciation were presented to:

Kimberly Shattuck – Membership chair
Lara Nelson – Public Relations Chair
Melissa Peak – Education Liaison
Connie Rose – Legislative Liaison
Connie Herrin – Safety Representative
Mica Johnson – YP Representative
Janet Nash – Council Director Assistant

NEW BUSINESS

Council Director, Jill Hasnain called for new business.

OLD BUSINESS

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COUNCIL DIRECTOR-ELECT REPORT

Kimberly Shattuck, Council Director-Elect announced her theme for the upcoming term “A New Decade, A New Direction FOR GEORGIA”

Her vision and goals included promoting and developing membership, member spotlights on the Georgia website, developing more company sponsorships, reintroducing company reps to Georgia NAIW, Promoting growth of new associations, focusing on educational opportunities, rewarding and acknowledging leadership, encouraging personal development, fostering, mentoring, improved communications, and bridging the gap between all members.

The 2011-12 Council team was announced:

Region III VP – Elect – Betty Riberio
Council Director-Elect – Kimberly Shattuck
Council Director Asst – Connie Rose
Membership Development Chair – Mica Johnson
Public Relations Chair – Connie Rose
Education Liaison – Melissa Peak
Legislative Liaison – Connie Rose
Safety Liaison – Connie Herrin
Young Professional – Tonya Charamond

Treasurer – Tracy Pato
Website – Janet Nash

Kimberly stated her 4 steps to Achievement:

1. Plan Purposefully
2. Prepare Prayfully
3. Proceed Positively
4. Pursue Persistently

Kimberly concluded her report with the statement “Let’s hit the ground running together in July!”

ANNOUNCEMENTS

Door Prizes were distributed and Linda Mihyar was the winner of the Spa Fundraiser. \$76 was collected for the fundraiser. \$25 was used to complete the Legacy Foundation donation challenge and the remainder was deposited to the council fund.

ADJOURNMENT

There being no further business, Jill Hasnain, Council Director adjourned the meeting at 12:00pm.

Melissa Peak then proceeded to instruct the LTC:101 class from the NAIW I Can! Series.

Minutes respectfully submitted by:

Tracy Pato