

GEORGIA COUNCIL of NAIW

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CONNECT for SUCCESS with NAIW

GEORGIA COUNCIL NEWSLETTER



Georgia Council of NAIW

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Council Director Address by Jill Hasnain CIC, CRM, CPCU, AU, CPIW

Dear Georgia Council Members,

I hope this greeting finds you enjoying this special Holiday Season with your family and loved ones! I would like to take this opportunity to wish each and every one of you **Good Cheer and a Very Happy New Year in 2011!**

I know we will be getting a fresh New Year start on our GA Council business in January. We had a great time at our annual GA Council meeting in Rome last September. **Thanks again to the Insurance Professionals of Rome and Floyd County for treating us to the TIME OF OUR LIFE!**

During our business session, several changes were approved to our GA Council By-laws. We will be sharing a summary of those changes and getting the revised by-laws document posted to our council website soon.

We will plan to update with each of our local presidents how we are doing with reference to our local and council goals for this year. Remember each of you can help with the goal

of **“Every Member Get a Member”** to support our NAIW Membership drive for 2010-2011.

The Executive Board will also be meeting in January and we will plan to share a summary of discussion and any upcoming proposed changes. Please be sure to submit any board bullets or topics for discussion as soon as possible.

In April we will plan to get together for our **Region III Conference in Montgomery, Alabama from 4/7/11 to 4/9/11.** And then in May we will be hosting our next **GA Council Planning Meeting.**

I am looking forward to a great 2011 year!

Thanks to all of you for your committed support and dedication to NAIW. Please don't hesitate to contact me at any time with suggestions on how we can improve your NAIW experience.

On Behalf of the GA Council Team, Many Blessings To You All During This Holiday Season!

Jill Hasnain, GA Council Director

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Membership Update

Submitted by Kimberly Shattuck, CISR

Proud and impressed is how I feel about the extremely creative membership efforts of all the Georgia Council Associations. It brings me great pleasure to know that Georgia has such extremely active members which are growing stronger active associations!

I want to briefly recap the Level One Membership Challenge which concluded at the State Council meeting...

In order to qualify for award recognition each Association had to reach a minimum of 5% of membership growth. I am so excited

with the results! Georgia had five Association submissions. The top three received recognition awards for growth from July 1 to the September Council meeting. Leading the growth went to Insurance Professionals of Savannah growing by 50%! 2nd place Insurance Professionals of Gainesville with 20% growth! And 3rd place was awarded to Insurance Professionals of Atlanta for a 17% growth in membership. Another award for the Most Creative Recruitment Strategy went to Insurance Professionals of Atlanta. Congratulations to all!

This is an excellent transition to the next Level of

Local Association Marketing by Lara Nelson AAI, CISR, IPOS

Members, if you haven't had a chance to read the November issue of "Connections" be sure to check it out. We have a couple of new logo items for sale. There is a travel mug, a leather business card holder and a travel amenity kit. And, these items are affordable. What awesome items to sport around and show your support for The Association of Insurance Professionals. Your local association could consider purchasing these items and give

to members upon completion of designations or for any personal achievement! And from now until the end of December, purchase five sets of any logo embellished product and receive up to \$8.75 off standard shipping (you could end up receiving free shipping). Use this code at checkout to receive free shipping "DecShipDisc".

Also in this issue are several educational course materials that have been dis-

counted. These could be used at any of your local association meetings. Be sure to take the time to read the newsletter this month

Lara L. Nelson, AAI, CISR
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Safety -'Tis the Season' - Are you ready for it? submitted by Connie Herrin, AIC ARM CIC CPIW DAE

It is hard to believe that 2010 is almost over. 'Tis the Season' not only refers to the holiday time of year but signals the start of the winter season, shorter days, bigger heating bills for many --- are you really ready for it?

The GA Insurance Commissioner has handy tips on wintertime safety that begins with getting your HVAC system checked out. Don't forget to get that chimney checked and swept, as necessary. Are you using ladders to get those decorations up? If so, ladder safety is paramount to ensure that you don't fall and suffer potential serious injuries.

The link is www.gainsurance.org

Attached are several documents that you can share with family, friends & colleagues to help remind you that safety, whether at home or at work, is something we all have to remember 24/7.

I hope that you & your families have a wonderful, safe holiday season in 2010!

Connie Herrin,
AIC ARM CIC CPIW DAE
Insurance Professionals of Atlanta

Safety Related Websites

OSHA www.osha.gov

Driving (Personal & Fleet Info)
US Dot - Safety & Compliance Information

<http://www.dot.gov/safety.html>

Information on 'Move-Over' laws
www.moveoveramerica.com

Georgia Insurance Commissioner
www.gainsurance.org

Membership Update...—cont'd

the Region III Membership Challenge. Level Two Region Challenge is to achieve a 10% or higher membership by February 1, 2011.

Let's all dig in deep and come out stronger. Only when we step out of our comfort zone do we truly grow. We still have time to shake things up and see who will come out on top in Montgomery at the Region III Convention.

Many of you are already planning membership drives for 2011 and I can not be more excited about the opportunity to assist, network, and connect while we grow Georgia Membership together!

Young Professionals

Attention Young Professionals:

We would love to hear from you regarding the type of communication we can include in future newsletters.

Please contact us with your ideas!

Education Update

Canal Insurance Company Scholarship Submitted by Melissa G. Peak CISR, CPIW, DAE

In 2005, Canal Insurance Company funded a scholarship for Region III members only through the Insurance Scholarship Foundation of America.

This scholarship is awarded to a Region III member furthering his or her education.

Criteria for the Canal Insurance Company Professional Scholarship:

- Have three (3) years insurance industry employment
- Be a Region III NAIW member in good standing
- Be engaged in a course of study designed to improve knowledge and skills in performing employment responsibilities. This can be a continuing education course or college

degree program.

Is not receiving full reimbursement for expenses of tuition, books, etc., from an employer or any other source. This would cover expenses above reimbursement from another source.

Please visit the ISFA website at <http://www.inssfa.org/professional.html> for applications and deadline dates. Incomplete applications are not considered.

Applications may be emailed to billie@inssfa.org, or post-marked by the deadline date and mailed to:

Insurance Scholarship Foundation of America
14286-19 Beach Boulevard,
Suite 353
Jacksonville, FL 32250

Legislative Update

submitted by **Connie Rose , CPIW**

Policyholders and the Right to a Defense: Don't Be Left Holding the Bag

<http://www.natlawreview.com/article/policyholders-and-right-to-defense-don-t-be-left-holding-bag>