

**Letter to Region IX Members**  
**From Region IX Regional Vice President**  
**Cathy Lamothe, CPCU, AIT, CPIW, DAE**  
**Date: July 8, 2005**

**Introduction**

Hello and greetings to my fellow NAIW members in Region IX. I am so very excited to be your Region IX Regional Vice President and representative to the National Board of Directors for the 2<sup>nd</sup> time. Who would have thought I'd be so lucky. I appreciate the trust you've placed in me and will do everything I can to uphold your trust.

Your new leadership team is in place starting with the Executive Committee, the rest of the National Board and on through me to the State/Provincial Directors and your Local Association Presidents. They are all full of energy and hopes for the health and wealth of our association. It is my hope that we can count on your support as much as we will support you.

**Regional & National Theme**

My theme this year is "Mentor Today ... Leader Tomorrow". You might be asking "what does that mean"? Well, let me tell you. It is my firm belief that all of us (current and past leaders) need to coach our future leaders. This theme ties in nicely with our National President, Joanna Mahoney's theme of "Look Beyond The Horizon, Achieve Your Dreams". Her letter (available on the website) speaks to how much she has grown through the process of mentoring. I encourage each and every one of you to reach out of yourself and practice coaching up and coming future leaders. NAIW cannot survive without you and them.

**Leadership Team**

Your leadership team was installed in June at National Convention in Sparks, Nevada and we officially took office July 1, 2005.

Joanna has spelled out her goals for the year. They are available on the website; but let me quickly reiterate them because they are so important:

1. Maintain the association through the membership
2. Support the local association
3. Continued Growth Efforts
4. Fiscal Responsibility

I had an opportunity to meet with the state/provincial directors during the convention and we have committed as a team to have constant communication throughout the region. Please help us achieve this mission. Without member involvement, we are nothing and can do nothing. Please help NAIW achieve the dream!

## **Programs/Awards**

I know I made a big deal out of this last year; but there are several important programs I urge you to embrace as follows:

### **Pinnacle Awards**

I was thrilled that several Region IX associations took the opportunity to submit applications for this award. In fact two of Region IX associations took National honors: Boise Insurance Professionals, Category B and Greater Seattle Insurance Professionals, Category C. Congratulations to both associations and keep up the good work.

I encourage the rest of you to consider applying for this award. Yes, there's work involved; but there are many benefits and I'm not only talking about the award. I think the biggest benefit is that you learn so much about what your association is doing well and maybe a little bit about what it could do better. Think about it!

### **Assess For Success/Horizon Plan**

Does your local association or state council have a horizon plan? If not, why not? If yes, "Congratulations"; however, have you looked at it recently. This process allows us to put in place a long-range plan for your associations or state councils. We can't get anywhere if we don't have a road-map. Your association may not call it a "horizon" plan. Call it what you want, it is still an important process and a valuable one for your local or state council to go through.

By the end of my term, one of my goals that I hope to have achieved is that each state/provincial council will have a "horizon plan" in place. I ask each State/Provincial Director to also challenge their Local Association Presidents to do the same.

## **Conclusion**

Again, I can't thank you enough for the trust you have shown by electing me to serve you the 2<sup>nd</sup> time around as Regional Vice President – Region IX.

I'm so looking forward to seeing all of you at the upcoming state/provincial meetings and obviously we're going to have a great time at Regional Conference in Anchorage, Alaska.

Please feel free to contact me at any time with any issues that you have. I'm also anxious to hear about accomplishments at all levels. Please keep me informed. I'll do my best to keep you informed.