

July, 2006

***Greetings to Region IX from your new Regional Vice President and her assistant***

First, let me introduce myself. I have been in the insurance industry since 1970. During my 32 years with SAFECO Insurance Companies, I led many process improvement teams and implemented major changes to reduce expenses and improve customer service. I also helped over 200 agents improve their processes, becoming known as the "Process Improvement GURU"!

I became a member of the Insurance Women Association of Seattle (now Greater Seattle Insurance Professionals) in 1991. I was involved with MANY committees there, and served as their President. I then went on to serve as Washington State Director. I transferred to Insurance Professionals of Puget Sound and have also represented their association as President. I have participated at all levels of NAIW including many seminars at the National Level. I had always promised myself that, if at all possible, I would retire at 60 so here I am now, retired, living in Cle Elum, Washington, and anxious to continue my association with NAIW as your Regional Vice President.

Susan Lacy has been a member of NAIW since 1981, first with the Insurance Women Association of Seattle, and currently with the Professional Insurance Women of Yakima County, Washington. She has been actively involved with NAIW at both the local and state levels over the years. She and I met at SAFECO 25 years ago, have been friends ever since, and she has been my assistant at the President and State Director levels, and is now my assistant again. She, too, retired from SAFECO, and is also a licensed agent, living in Eastern Washington.

My theme for the coming year is "*Choices for Growth*". Sherrie Murray, our Montana Council Director, has the same theme but she added, "*CHANGES for Growth*". This is certainly true. We must *CHOOSE* to *CHANGE* to *GROW*. We have several *choices* to make now on how that growth will occur.

At our Regional meeting in Alaska last March, I asked that we concentrate our efforts in the following three areas:

**Personal Growth:**

Lets make sure we have programs that will help our members develop their leadership skills. We who have served as leaders should each set an action plan to choose someone to mentor and help them develop their skills for their next level of participation.

**Adding more value to our employers:**

We must make sure our meetings include programs employers value. We should all share our newsletters with our employers and employers of potential members. Lets all share the brochure that we received with our renewals with our employers. The brochure was titled "Unless You Can Do It All...You Need NAIW".

**Grow our Associations:**

We must find a way for all members to feel connected. Members must feel connected before they become committed. How can we get all members to help on committees? How can you make your local association more attractive and effective? Do you have a 30-second commercial to attract different groups of individuals?

The opportunities for development and improvement are many. You and I have *Choices*. Lets choose to make this a year for personal development, which will add more value to our employers and grow our associations.

I'm looking forward to meeting with you at your Council Meetings! Let's have a GREAT year of *Choices*!!

Jan Stambaugh  
Region IX Vice-President