

“Mentor Today Leader Tomorrow”

Region IX – Post Regional Conference Newsletter Cathy A. Lamothe, CPCU, AIT, CPIW, DAE Region IX Regional Vice President

Wow, what a great regional conference. The Insurance Professionals of Anchorage (IPA) hosted an absolutely fabulous conference at the Captain Cook Hotel. The IPA did an incredible job of putting together not only some great educational class offerings (CE approved) but also super social events and we got to see the start of the Iditarod!

We started on Thursday afternoon, March 2nd and registrants had the opportunity to attend 3 different CE classes and a technical class on “Putting the Power in PowerPoint”.

On Thursday evening we held our First Timers, Delegate’s Briefing and Meet the Candidates events and then we went right into our 1st business session. During the 1st business session, we confirmed Regional Conference Bids as well as received bids for 2009 & 2010 (whoopie!!!). We voted to accept the 2010 bid. (see information later in this letter about 2009).

Also, during that business session, we voted on and passed a National Bylaws Revision. The National Bylaws revision will change (subject to receiving the majority of votes at Regional Conferences) Article IV, Divisions, Section 3, State, Provincial, Commonwealth and Territorial Councils to replace the terms “State Director” and “State Directors-Elect” with “Council Directors” and Council Director-Elect” whenever referenced.

Friday morning we had a buffet breakfast and then went in to our 2nd business session. We had a report from our Nominating Committee and we held our CWC speak-off. Later on that morning we had our 1st keynote speaker, Jen Newhouse from Cananwill Premium Financing, and she spoke on the topic “Chutes and Ladders”. She provided excellent insight on managing your career using the rules of this particular children’s game (a very interesting concept). The business session ended with reports from our state/provincial directors.

The leadership lunch followed the 2nd business session. We honored our State Directors, Local Association Presidents as well as the CPIW/M’s in attendance. The Master of Ceremonies was Gloria Murphy, CIP, CPIW. During the luncheon Jill Hilgendorf, CPCU, ARM, AU, ARP, AIM, AIS, CPIW provided the Insurance Scholarship Foundation report. It was great to feel the leadership and experience the networking at that luncheon.

Immediately following lunch, attendees had to make more choices on which classes they wanted to attend. Three more CE classes were offered along with a workshop offered by Jen Newhouse on the subject of “You Be You” and our very own National President,

Joanna Mahoney, CPCU, ARM, CPIW, DAE, provided a workshop for our NAIW leaders.

Then it was on to our Welcome Party where costuming suitable for “Miners & Trappers” was the acceptable dress code and where we had great food and entertainment.

On Saturday morning we watched the Iditarod. Lots of us went outside, all bundled up, and met with mushers and petted their dogs. It was a great adventure. Other attendees stayed in the comfort of the hotel and watched from the hospitality room. Everyone had a great view and all of us really felt lucky to be watching this spectacular event in person.

Following the Iditarod, we had our awards luncheon and the Master of Ceremonies was Phyllis Kraal, CPIW. Phyllis did a great job and she had fun introducing the various presenters. The following award winners deserve congratulations from all of us for achieving NAIW excellence:

- Insurance Professional of the Year – Kathy Fromont, AIC, AIS, CPIW, Spokane Insurance Associates
- Claims Professional of the Year – Kelly Moore, Greater Seattle Insurance Professionals
- Rookie of the Year – Stacey Gerry, North Idaho Insurance Professionals
- AAMGA – Lindy Gardner, Greater Seattle Insurance Professionals
- Communicate with Confidence Speak-off:
 - Winner: Angie Pobieglo, CIC, CPIW, Insurance Professionals of Anchorage
 - 1st Runner-Up: Wendy Abel-Hatzel, CIC, AAI, CPIW, Oregon Coast Insurance Women
- SPICE – Phyllis Kraal, Lane County Insurance Association
- Insurance Member of the Year – Carol Case, CIC, ACSR, CPIW, DAE, Professional Insurance Women of Yakima County
- Pinnacle Awards (Associations):
 - Category A – Insurance Women of Salem
 - Category B – Insurance Professionals of South King County
 - Category B Local Association Winners
 - Spokane Insurance Associates
 - Insurance Professionals of Missoula
 - Insurance Professionals of Southwest Washington

That afternoon we held our 3rd business session. A recommendation was brought forward by Linda Doherty, Chair of the Recommendations Committee (see information later in this report). We also conducted our elections and voted on the 2009 Regional Conference Bid. I am thrilled to announce the following election results:

- Jan Stambaugh, CPCU, AIM, CPIW, Region IX Vice President
- Sandra Holmes, CIC, CRM, CPIW, DAE - Delegate to National Nominating Committee

- Laura Knowlton- Alternate Delegate to National Nominating Committee

I am sure they will represent Region IX very well and work hard on our behalf. Congratulations to each and every one of you!

Also, the next several Region IX regional conferences will be held at and sponsored by the following:

- 2007 – Boise Insurance Professionals – March 1-4, 2007
- 2008 – Eastside Insurance Professionals, Insurance Professionals of Puget Sound & Greater Seattle Insurance Professionals – 2nd weekend March 2008
- *2009 – No frills conference – sponsored by several states/provinces in Region IX (date and location to be provided later).
- 2010 – Oregon Council of NAIW – date and location to be provided later

*For the 2009 conference, the representatives from each state on core committee are as follows:

- Penny Haworth-Rich
- Chris Kelly-Storbeck
- Carol Case
- Cheri DeWall
- Jan Stambaugh
- Linda Doherty
- Sherrie Murray
- Linda Petrin
- Wendy Abel-Hatzel
- Anita Koch
- Sherry Brophy
- Diane Abbondola

The recommendation that Linda Doherty's committee brought forth and passed unanimously was as follows:

- Create a task force to be appointed by the current Region IX RVP, Cathy Lamothe. This task force is to have representation from each State/Province in Region IX to study the feasibility of changing how the regional Conference is structured. The task force to be appointed by March 25, 2006 with the recommendations to Region IX RVP by April 30, 2006.

The business session continued with reports from yours truly from a regional viewpoint and included a National report provided by National President, Joanna Mahoney, CPCU, ARM, CPIW, DAE. Joanna also provided a report on the upcoming National Convention to be held in Orlando, Florida.

We rounded out the afternoon with another keynote speaker, Dave Stambaugh, who provided an excellent discussion on Mentors and Protégés.

The Saturday night banquet was wonderful. The food was excellent, the socializing was terrific and then we witnessed a mystery theatre event. It was hilarious and you really had to be there to enjoy it.

The Insurance Professionals of Alaska, with co-chairs Sandy Holmes, CIC, CRM, CPIW, DAE & Angie Pobiegló, CIC, CPIW were a pleasure to work with. I'm sure they're getting many compliments about how the regional conference was conducted. Also, I can't say enough about my assistant, Jolene K. Yancey, CIC, CPIW, DAE. She helped me so much in preparation before the conference and definitely during the conference. Can you believe she was willing to be my assistant two years in a row? The conference was a team effort by everyone and I want to convey to all of you how much I appreciate you!!!

During the conference I announced that I would be happy to send a letter to any attendee's employer citing how the member was involved with NAIW and what the Regional Conference agenda was about. These letters are almost done and will be sent before March 25th. Thanks to all the volunteers in Region IX for all you do for NAIW. We couldn't be successful without each and every one of you.

Next year's Regional Conference will be sponsored by Boise Insurance Professionals and will be held in Boise, Idaho at The Grove Hotel, March 1-4, 2007. I hope to see many of you there at the "Boise's 2007 Gold Rush" so you can participate in Region IX's 50th Regional Conference. You can become a "Gold Digger" for only \$30.00. Contact conference chair Peggy Harris (pharris@pipalanderson.com) for more information.

My next steps are to prepare my board report for the May Board meeting and then attend the National Convention at the Hilton in the Walt Disney Resort, Orlando, FL from May 31 to June 4, 2006. I hope we have great representation from Region IX at National. Our National President, Joanna Mahoney, CPCU, ARM, CPIW, DAE will be helping us to "Look Beyond the Horizon, Achieve Your Dreams".

Once again, thank you for allowing me the pleasure of being your Regional Vice President.