

Insurance Professionals of the Tri-Cities



President's Message

Spring is nature's way of saying, "Let's party!" ~Robin Williams

I hope this greeting finds you all well and absorbing lots of vitamin D from the sun. It is with great excitement that I announce Ken Lattin of Team Integrity Training as our speaker for this month's meeting Tuesday, March 9th at Red Lion Kennewick. Ken specializes in Team Building, Trust Building, Communication Skills and Experiential Education: a process that occurs between a teacher and student that infuses direct experience with the learning environment and content.

The Association for Experiential Education regards experiential education "as a philosophy and methodology in which educators purposefully engage with learners in direct experience and focused reflection in order to increase knowledge, develop skills and clarify values."

We will also discuss Regionals, (in two weeks, it's not too late to go!!), Associates Night in May, our upcoming education classes that Andrea has worked really hard on and much more!
Enjoy the simple things and see you Tuesday!

Terrie Landes, CISR, CPIW
Harvey-Monteith Insurance
Phone: (509) 783-2141
Email: Terrie@harveymonteith.com

2009-2010 Officers:

President~ Terrie Landes

President Elect~

Wendy Weissenfluh

Secretary~ Jill Rawlings

Treasurer~ Teresa Zimbehl

Board Member:

Debbie Hill

Cindy Long-Balaz



Spring

Spring shows what
God can do with a
drab and dirty world.

~Virgil A. Kraft

**Regional IX
Conference:**

**Congrats to Terrie
Landes for a first prize
victory in the talent
show!**

She was amazing!

**We will hear reports
from all that went!**



Member Spotlight: Gayle Cook

My name is Gayle Cook, I've been in the insurance industry for over 20 years with 3 local agencies here in Kennewick WA. I've been married for, OH MY, 40 years in July! (Child bride)

I am originally from Georgia (USA). We moved here in 1981, with our two young sons then 6 & 9 years old. Telling our children that they were moving where Mt. St. Helen's was....didn't get to go see it for 10 years! Oh well, my son's are now married and I have 8 grandchildren and 4 dogs.

I love to do crafts, and traveling. We own a 5th wheel and go camping with our Good Sam camping group monthly during the summer. Have been involved with lots of projects, Red Hat conventions, Seattle Children's Fund raising events, I'm a web designer. You name it I've done it even sewed for Carters baby clothes and JC Penny Bra's in my younger day. Ever sewn an EEE bra together? I've been a cake decorator by trade and for fun for many years and still enjoy it on occasion and candy making....Ooh, you can tell I like dessert!

I'm currently with a new company just created in February. Benefit Strategies, LLC, I was previously with the owner at another agency and we broke away to start us this new company. Health insurance is our primary industry. Individual and group insurance throughout the States of: WA, OR, ID, NV, MT, and soon Alaska.

I'm happy to be joining sure a great group of hard working and smart insurance people.

Respectively,

S. Gayle Cook -Agent, Mom, Grandma, Cook & Pet Lover.

Education: We are working with JoAnn Clarke to present a class on March 24th (possibly). Details to follow. We may also be able to use her services on July 22nd, but I would like some feedback from the membership on if they think the attendance would be up for a summer class. We will keep you posted.

Legislation: The All Industry Day at the Capital was on March 2nd. I will get details to you as I get them. I want to encourage you to go and take a look at what the insurance commissioner's office has on the agenda for 2010. Go to <http://www.insurance.wa.gov/legislative> to view the priorities for the OIC and explore the website. There is a lot of information there.

Yours in fellowship,
Andrea L Davidson, ACSR, CPIW, CISR

You have to accept whatever comes and the only important thing is that you meet it with the best you have to give.

Eleanor Roosevelt



Reminder:

April is a very important meeting!

Please RSVP when Debbie sends out the menu.

We will be voting for next years board members.

**Spring Fling Raffle!
We will only have 1 month to sell tickets!**

It will be important that every member participate so we can make money this year!

*Happy St.
Patrick's
Day!*



I am happy to report that so far we have received \$1,450 in Sponsorship Donations for 2010. Here is a list of those who have donated so far:

1. Conover Insurance	\$500
2. Mutual Of Enumclaw	\$100
3. Groniger & Co. Inc. (GSU)	\$100
4. Western States	\$500
5. Cochrane & Company	\$250
Total	\$1,450

Thank you, Teresa Zimbehl