

1. **PUZZLE MASTER – INTERNATIONAL PRESIDENT’S MEMBER RECOGNITION**
 2. **NAIW (INTERNATIONAL) CONTINUING EDUCATION COURSES AT 2008 REGIONAL MEETINGS**
 3. **REGIONAL CONFERENCE AWARDS DEADLINE**
 4. **COUNCIL DIRECTORS-ELECT TRAINING**
 5. **REACH OUT AND READ – PARTNERS IN LITERACY CAMPAIGN**
 6. **INTERNATIONAL PRESIDENT’S PAGE**
 7. **DISCOUNTED NAIW LOGO PRODUCTS AND EDUCATIONAL MATERIALS**
 8. **LEAVE YOUR LEGACY**
 9. **SAN JUAN CONVENTION TOTE BAGS ARE GOING FAST!**
 10. **OPEN HOUSE DATE SET FOR NEW NAIW (INTERNATIONAL) CORPORATE CENTRE**
-

1. **PUZZLE MASTER – INTERNATIONAL PRESIDENT’S MEMBER RECOGNITION** - Do you enjoy a challenge? Become a “PUZZLE MASTER”! International President Evan’s theme this year is “You Are the Most Essential Piece” and her member recognition initiative is meant to be a challenge, but a very attainable one. It will require work but can be achieved with measurable results. Visit the International President’s Page of the NAIW web site found under the Resource Center and download your Puzzle Master form and start obtaining the points necessary to be recognized on the web site and at the 2008 annual convention in Scottsdale, AZ. 100 points is your goal, so get started today!
2. **NAIW (INTERNATIONAL) CONTINUING EDUCATION COURSES AT 2008 REGIONAL MEETINGS –**
The deadline to notify Trish Nipper, Director of Education & Product Services, at NAIW (International) of your intent to present a NAIW course for continuing education at your regional meeting is **DECEMBER 3, 2007 at 4:30 p.m. CST.** You must notify NAIW (International) if you are interested in using a NAIW program so we can prepare and file the course for you in order to protect the integrity of our provider status in each state. NAIW will not file any non-NAIW course for continuing education credit. No one other than NAIW (International) is permitted to file any NAIW course for CE credit under any circumstances. You can reach Trish Nipper via email at prod-educ@naiw.org with questions. **Also, please note that the NAIW (Int’l) 2007-2008 Board of Directors determined that in order for NAIW Staff to prepare for the approval of CE classes for the 2008 annual convention no NAIW classes will be filed for CE credits with any State Department of Insurance during the period April 1- June 30, 2008.**
3. **REGIONAL CONFERENCE AWARDS DEADLINE** - The deadline to submit regional award forms to your Regional Vice President is **NOVEMBER 15, 2007 at 4:30 p.m. CST.** The only exception is for Communicate with Confidence Speak off Council winners, and that deadline is December 10, 2007 at 4:30 p.m. CST. Award information, eligibility requirements and applications can be found in Chapter 6 of the NAIW Comprehensive Manual which is available for free download in the Member’s Only area of the web site. Don’t forget that two new awards have been added this year: Risk Management Professional of the Year and Professional Underwriter of the Year.
4. **COUNCIL DIRECTORS-ELECT TRAINING –** Attention all Council Directors-Elect – training will be held the day prior to the start of your 2008 Regional Conferences. This will be a half-day training session with a networking pizza dinner to follow for additional training, questions and answers, etc. The training sessions

will take place from 12:00 p.m. – 6:00 p.m. The Convention Department will be contacting all Council Directors-Elect to provide them with the details and agenda for this training. **Each of you will be responsible for making your own hotel arrangements** to come in one day before the Regional Conference, and NAIW will reimburse you for half of your room and tax expenses for that night. You can contact Lindsey Tanner, Director of Meetings, at conventions@naiw.org or at 800-766-6249 x17 with questions.

5. **PARTNERS IN LITERACY 2007-2008 CAMPAIGN CHOSEN – REACH OUT AND READ** – Reach Out and Read (ROR) makes literacy promotion a standard part of pediatric primary care, so that children grow up with books and a love of reading. Reach Out and Read trains doctors and nurses to advise patients about the importance of reading aloud and to give books to children at pediatric checkups from six months to five years, with a special emphasis on children growing up in poverty. There are over 3,289 ROR programs based on the ROR model at clinics, hospitals, and health centers in all 50 states, Guam, Puerto Rico and the District of Columbia. International President Faye Evans asks that all NAIW (International) members get involved this year with this organization by making monetary donations to the ROR national organization. NAIW (International) members can donate in one of two ways: online or by mail. In both cases the gift goes directly to Reach Out and Read. If you choose to give online there is an “In Honor Of” option under the heading “Gift Information” where members can indicate that the donation is made on behalf of NAIW (International). If donating by mail you can make your checks payable to Reach Out and Read and write a notation on the memo line “Gift on behalf of NAIW (International)”. ROR will keep track of all donations made by all NAIW members and we will be recognized by their organization for all of our support. Please visit the ROR web site at www.reachoutandread.org to learn more about ROR. You can make a donation by clicking on Get Involved/Make a Donation. If you would prefer to donate by mail you can also find a downloadable donation form online. Reach Out and Read’s mailing address is: 29 Mystic Avenue, Somerville, MA 02145.
6. **INTERNATIONAL PRESIDENT’S PAGE – “You Are the Most Essential Piece”** – Visit the International President’s page of the NAIW web site (located under Resource Center) and read the NAIW Member Recognition, Achievements, Testimonials and Articles. There are some inspiring letters and stories posted there. You can also find the “Puzzle Master” challenge form, information about the 2008 annual convention and Partners in Literacy.
7. **DISCOUNTED NAIW LOGO PRODUCTS AND EDUCATIONAL MATERIALS** - NAIW (International) will be offering one education program and one logo product for sale at a 15% discount for each quarter of the 2007-2008 fiscal year. From July 1 – September 30, 2007, a 15% discount will be automatically applied to Advanced Communication Skills and to the NAIW blanket. **Beginning October 1 through December 31st**, the discounted program will be Leadership Development and the logo product will be the NAIW duffle bag. Starting January 1, 2008 through March 31st, we will feature Rules of the Road as the discounted NAIW program and the NAIW photo album. And finally, beginning April 1 through June 30, 2008, the discount will be applied to Underwriting for Non-Underwriters and the NAIW Planner. The discount applies to the student manuals only on each of these programs. The instructor guide prices will not be included in this

Start making your plans now to attend the 67th annual convention in Scottsdale, AZ!

The convention will be held June 4-8, 2008 at the beautiful Westin Kierland Resort & Spa.

For more information contact the Meetings/Convention Department at 800-766-6249 x17 or conventions@naiw.org.

discount. If you have questions you can contact Trish Nipper, Director of Education & Product Services via email at prod-educ@naiw.org.

8. **LEAVE YOUR LEGACY – Building NAIW's future Brick by Brick** – The NAIW (International) Board of Directors invites you to be a part of a very special commemorative opportunity. NAIW has completed the new International Corporate Centre office in Tulsa, Oklahoma and wants you to be part of the legacy by purchasing a 4" x 8" brick for \$125 to be permanently displayed at the new building. Since establishing the new 501-c-3 **NAIW Legacy Foundation**, a non-profit, charitable Foundation, your \$125 brick donation can now be used as a tax deduction. For over 67 years NAIW (International) has served the industry and members by providing professional education, an environment in which to build business alliances and the opportunity to make connections with people of differing career paths & levels of experience within the insurance industry. Now is your chance to support NAIW (International) with a one time donation that will last a lifetime. Please contact Shaunee Cole at naiwlegacy@naiw.org for more information or to purchase your brick.

9. **SAN JUAN CONVENTION TOTE BAGS ARE GOING FAST!** – NAIW (International) has a limited quantity of the San Juan, Puerto Rico convention tote bags available for purchase in the NAIW Store on the web site. The bag is a nylon drawstring "back pack" type bag with a zippered front pocket and features the Zurich and 2007 annual convention logo. Each bag is \$15.00 and the fee for shipping/handling is INCLUDED in the price of the bag. For more information on how to order please visit the NAIW Store under NAIW Promotional Products/Convention Tote Bag.

10. **OPEN HOUSE SCHEDULED FOR NEW NAIW (INTERNATIONAL) CORPORATE CENTRE** – Mark your calendars and join the NAIW (International) EC, Board of Directors, staff and various industry dignitaries for an open house to showcase the new NAIW (International) Corporate Centre. The open house will be held on Thursday, January 10, 2008 from 10:00 a.m. – 7:00 p.m. We hope that you can join us as we celebrate this new chapter in NAIW history.