

August–September  
2011

REGION IX

Special points of  
interest:

- **IAIP Partnership with Enterprise**
- **Membership meeting possibilities**
- **IAIP Partnership with CLM**
- **Networking opportunities**

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# REGION IX

## IAIP PARTNERS WITH ENTERPRISE & CLM

On Wednesday, June 8th, at the Annual NAIW Convention in Las Vegas, there was a CE workshop called “Rental Reimbursement” with the tag line “Driving Policyholder Satisfaction.”

Enterprise developed and paid for this education class on rental reimbursement coverage but has turned the class over to the Association to own and control.

What does this mean to you as a member or for your local association or even at a council level?

1) Enterprise continues to pay for all state filings and instructor certification fees (if

applicable)

- 2) Enterprise pays the shipping cost for course materials
- 3) Course is available as a fundraiser for you at no charge
- 4) Instructors are coordinated through Brandi @ Corporate
- 5) Enterprise employees taking the class are potential members to the association
- 6) Ask your RVP for more details and any questions

IAIP has also partnered with Claims Litigation Management to be a sponsor at future CLM

events throughout all the regions.

9/22 in Seattle is the first event in the Region IX area.

Anyone wishing to attend must first register with the CLM at [www.litmgmt.org/fr](http://www.litmgmt.org/fr).

As a fellow, this is free. If a defense attorney, there are membership fees. Vendors, service providers and consultants must sponsor in order to attend.



## SEPTEMBER IS LIFE INSURANCE AWARENESS MONTH

Life Insurance Awareness Month, held each September, is an industry-wide public awareness campaign coordinated by the non-profit Life and Health Insurance Foundation for Education (LIFE).

This might be a wonderful opportunity for your association to use this month as a time to recruit more members that are involved in life sales.

Ideas:

- 1) If you already have a member who is active in selling life insurance, have that member organize an outreach to other life agents with the focus being on public awareness.
- 2) If you don't have a member who is active in selling life insurance, recruit one by asking for their help in promoting life insurance aware-

ness to the public in your area.

Check out LIFE's website:

[Lifehappens.org](http://Lifehappens.org)

to explore various resources they offer including free downloadable flyers and videos





Billings:

Montana's

Trailhead

Downtown Billings

Crow Fair

Yellowstone River

Yellowstone National

Park



## Upcoming Council Meetings

### ALASKA

Date: September 9, 2011

Location: BP ENERGY CENTER

Contact: Pat Grakia

[pgraika@ak.net](mailto:pgraika@ak.net)

### IDAHO

Date: September 16–17, 2011

Location: Shilo Inn in Twin Falls

Contact: Kelley Macpherson &

[KMacpherson@pfg-insurance.com](mailto:KMacpherson@pfg-insurance.com)

Kristi Jensen

[kristi@callpauldavis.com](mailto:kristi@callpauldavis.com)

### MONTANA

Date: September 30–October 1st,

Location: Residence Inn Marriott in Helena

Contact: Janet R. Zaccagnini, CSR

[jrzaccagnini@levit.com](mailto:jrzaccagnini@levit.com)

### OREGON

Date: October 7-9, 2011

Location: Salishan Spa & Golf Resort

Contact: [naiwor.org](http://naiwor.org) for info

### Washington

Date: October 28-29, 2011

Location: Leavenworth

Contact: [naiwwa.com](http://naiwwa.com) for info

## 2012 Regional Meeting

### SAVE THE DATE

### Region IX Conference

March 15-17, 2012

Hosted by:

**The Montana Council**

Location:

**The Crowne Plaza**

**Billings, Montana**

### THEME

**“BE ALL YOU CAN BE IN NAIW”**

### CONFERENCE CHAIR:

Angie Atkinson, CIC, CPIW, CSR, DAE

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**FOR INFORMATION ON BILLINGS**

**WWW.VISITBILLINGS.COM**

## Other Events throughout the Region

9/20–IPOP Annual Golf Tournament in Oregon City, contacted Nancy Parish—[nancyp@dbates.com](mailto:nancyp@dbates.com)

9/22 CLM event in Seattle; see [naiwwa.com](http://naiwwa.com) for more information

10/1–2011 Bellingham Luncheon hosted by the Vancouver Insurance Association, for more information see [naiwwa.com](http://naiwwa.com)

10/11–Annual SIA Membership Drive; for information contact [heather.anderson@wellsfargo.com](mailto:heather.anderson@wellsfargo.com)

[@wellsfargo.com](mailto:@wellsfargo.com)

Please include your RVP in your newsletters distribution to have them included in the Regional newsletter!

Council web pages are also checked for events:

[NAIWWA.COM](http://NAIWWA.COM)–Washington

[NAIWOR.ORG](http://NAIWOR.ORG)–Oregon

**WELCOME NEW REGION IX MEMBERS!!!!**

INSURANCE  
PROFESSIONALS OF  
YAMHILL COUNTY

**JENNIFER RICE**

GREATER SEATTLE  
INSURANCE  
PROFESSIONAL

**ANNE TAYLOR**

KITSAP INSURANCE  
PROFESSIONALS

**SHARON SMITH**

OREGON MEMBER  
AT LARGE

**ANDREA AVERY**



GAMMA IOTA  
SIGMA:  
THE  
INTERNATIONAL  
RISK MANAGEMENT,  
INSURANCE AND  
ACTURIAL SCIENCE  
COLLEGIATE  
FRATERNITY

**YP TASK FORCE & GAMMA IOTA SIGMA UPDATE**

The YP task force is moving into its second year and continuing to represent Region IX will be Lindy Gardner and Staci Matheson.

Every other week the YP task force has a 1 hour conference call. If you have any comments or feedback for the task force, please contact either Lindy or Staci.

Email: lgardner@admiralins.com

Phone: 206-802-3043;

Email: staci@thehartwellcorp.com

Phone:208-522-5656

Members of the YP task force will be attending the Gamma Iota Sigma conference in Columbus, OH, October 14-15.

They will be presenting a NAIW/IAIP course on risk management at the conference to help promote awareness about the association.

There are currently 32 locations where NAIW/IAIP has association representation and a Gamma Iota Sigma fraternity exists.



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[www.internationalinsuranceprofessionals.org](http://www.internationalinsuranceprofessionals.org) for course information



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### Region IX Goals



Win together  
Grow together  
Shoot for the stars!

**Ultimate objective:**

Retain and grow membership by utilizing the WIIFM strategy.

If an individual member is having their needs met, they are more likely to renew their membership and invite others.

**Local Level:**

Before the Council meeting, each local association president needs to have identified what the #1 WIIFM is for each member of their association. (WIIFM = What's In It For Me)

**Three Areas of WIIFM:**

Contribution – Give Back to  
Community / Mentoring  
someone

Networking – (specify if social or  
career driven)

Personal development

At Council meeting, each local association needs to have outlined what they are doing for the rest of the 2011-2012 year to meet each of the three WIIFM areas while staying within the overall objectives and guidelines for the purpose of the association.

Council meeting attendance goal: local association who has the highest % of their members in attendance will receive \$ towards a speaker or program for an association meeting.

By Regional meeting, each local association member needs to have:

shared information about the association with their employer and another potential member

invited a supervisor or employer to attend a meeting

invited another potential member to attend a meeting

Donation to the Legacy Foundation.

@ Regional meeting, each local association that has met their goals will receive recognition and awards for all members.

