



Insurance Women of Toledo
Where Professionals Connect, Learn and Grow.

June, 2010 Bulletin

President's Message

Sue Dawley, CIC, CPIW

Thank you to all of the members of IWOT! This term for me has been a fast paced whirlwind, and I can't believe it's drawing to a close. Together we have had a great year. Starting off with networking do's and don'ts and moving on to the member mixer, where we found out so much more about each other.

Sandy Dobbins and her committee did a great job with Industry Night, with Bruce Boguski as our motivational speaker. We are proud of our Professional and Rookie of the year, Nancy Homan, and Cynthia Matus. We presented our first scholarship to Sandi Mominee's granddaughter, Chelsie L. Tuite, and we recognized those member's who achieved a new designation.

Many of our members attend the Ohio Council Annual Meeting, Ohio Council Education Day and Region IV Conference. All were a lot of fun, very educational and motivational. Rachel Schneider did a fabulous job representing us in the CWC speak-off at Ohio Council, and Sandy Fintel was awarded Professional of the Year.

Thanks to Allison Adkins and her committee for providing us with CE credit at our Education Night on Emergency Management Planning.

April and May were just jam packed with events, fun and fellowship. We helped with the Hero Awards Banquet, walked - Making Strides Against Breast Cancer, bowled against Detroit and Cleveland associations in memory of Clara Vail, and had breakfast with Jim Stengle who brought us up to date on Health Care Reform, George Sarantou representing the City of Toledo and our Region IV Vice President Sue Holbrook.

Still to come is the National convention in Washington D.C. and the Installation of Officers for the 10-11 term on June 16th.

What a great year. All because we have such a great group of wonderful women. I am very proud to be a member of IWOT. Again, thank you to all the members and especially to my board who made my job so easy. I will treasure this year always.

Stay connected through the following websites:

IWOT – www.iwot.org

Ohio Council – www.naiwohio.org

Region IV – www.naiwreg4.com

NAIW – www.naiw.org

President Elect

Sandy Dobbins

The 2009-2010 IWOT term is almost over, I don't understand where the time went??

Year in review:

September was held at Rosie's Italian Grille. What a great atmosphere; our 1st meeting of the season and we were outside in the patio. We had the honor of having Betsy Adams, Ohio Council Director in attendance. She spoke to us about NAIW. Allison Adkins provided the speaker for us on Friendly vs. Welcoming. Debby Peters did a great job speaking on relationships and communication techniques.

October was held at Eddie Lee's Restaurant, Toledo. This was our Membership mixer and we held short chat sessions. The meeting was intended to allow time for each of the members to speak briefly to each member. I believe that we did just that, there was an awful lot of laughing and talking going on! We honored our Past Presidents and they each received a trinket box as they are truly our IWOT treasures.

November was Industry Night at Hilton Garden Inn, Toledo/Perrysburg at Levis Commons. Our speaker was Bruce Boguski speaking on How to be a Peak Performer. Based on his topic, we went with a "mountain" theme. In efforts of introducing our speaker; Allison Adkins, Sue Dawley and myself dressed as Supremes, pretending to sing Ain't no Mountain High Enough. The D.J. for the evening was Doug Bermick of Professional Sounds. My committee was great to work with and stepped up to make this evening a success, thanks to you all. It gets tricky with the extra meetings and communication between our agencies to pull everything together, your effort is appreciated.

December was at LaScola Italian Grill. We were entertained by Soiree' Singers of Bedford High School. They did a great job. Christina Hicks of Mom's House spoke to us and it was very interesting. She explained their purpose and we learned so much about their services and what they have to offer for the needy. What a great organization.

January's meeting was held at Tony Packo's at the Park. This was our Safety Meeting. Katie Hamman did a great job inviting Holly Warner to speak to us. Her topic was very helpful to us for posture & preventing injury. She spoke on ergonomics in the workplace and had very interesting tips & information to share. She did a great job and kept it informal for us to ask questions.

February's meeting was cancelled due to weather.

March was our Education Meeting. Allison Adkins held this at Highland Meadows Golf Course in Sylvania. This was very nice and the speaker was John Launder from Cousino Harris Disaster Kleenup. There were several members that brought items with hard to get out stains prior to the meeting and it was amazing to see the results. John was very enjoyable to listen to & provided us with a few continuing education hours which was a bonus to the evening.

April was Wine Tasting & Appetizers at SouthBriar Restaurant in Sylvania. We had vendors there for our enjoyment and we want to thank them. It was great fun looking over all of their goodies. The vendors included: Paula's Pearls, Avon, The Limelite Boutique, Purse Love, Old "Gold" for Cash..

Our May Breakfast was presented by Rose Ann Koperski. This was held at Tamaron Country Club. Rose Ann invited Sue Holbrook the Regional VP and past Regional VP/IWOT member Joanne Sonnenberg. The speaker was Jim Stengle discussing the Healthcare Reform and George Sarantou from the City of Toledo presented the proclamation. Keeping with tradition, our new members were honored. Rose Ann did a great job; I've heard lots of compliments.

Rachel Schneider did a great job with securing restaurants for us, thank you Rachel. We enjoyed each and every restaurant and you did a great job presenting us with door prizes at many of the meetings. You had your work cut out for you with pricing, locations and menu. We appreciate your time, kudos.

Cindy Bartley introduced Mom's House to us. What a great organization and thanks to Cindy for collecting various items to donate to this great cause. Cindy put a great effort in setting up for collections and keeping us informed.

I hope everyone enjoyed the programs, no matter what; the important thing is networking within our group. We have a great group of people. Hope to see you all back next year, have a great summer.

Long Range Planning

Marla Wholf, CPIW, CIC

Committee: Marla Wholf
Nancy Homan
Donna Wymer
Sandy Dobbins
Sandi Mominee

Long Range Planning has accomplished a major goal this year. We were able to present our 1st scholarship award in October 2009. The award was presented at Industry Night in November 2009. A 2nd scholarship award for members only will be awarded in June 2010. We are very proud to be able to offer these scholarships on a local level.

We have focused on increasing our membership and making IWOT more known in our community.

We have continued to update our Horizon Plan for our strategic goals for the future.

CLARA VAIL MEMORIAL BOWLING TOURNAMENT

The annual bowling tournament between Toledo, Detroit and Cleveland was held on Saturday, May 15 at Southwyck Lanes in Toledo. We had a great turnout from all associations. Good food, good prizes and great fun.

Thank you to Staci Freeman and Moore Construction for providing our "Pink Ladies of IWOT" team bowling shirts. Insurance Women of Detroit walked away with the trophy this year. Congrats to Detroit!

Let's practice up and get that trophy back to Toledo next year in honor of our dear past member and friend Clara Vail.

Public Relations

Rose Ann Koperski, CIC, CPIW

For those of you that attended our breakfast at Tamaron Country Club on May 12th, I hope you enjoyed the setting, the meal, the guests, and our speakers. My committee worked hard for you, so it would be an enjoyable beginning celebration of Insurance Women's Week. Thanks to everyone who came and who helped me so much!!

June Birthdays:

Sandy Forgette	June 6
Sandy Dobbins	June 22
Julie Diener	June 27



Membership

Sandy Powder

During our 2009 - 2010 membership year we acquired 11 new members, they are as follows:

Suzanne Bossert – AAA Standard Services
Pam Allen – Brooks Insurance Agency
Heather Stover – Brooks Insurance Agency
Sharon Wood, ACS, CISR – Brooks Insurance Agency
Kristin Blodgett – Hylant Group, Inc.
Jennifer Gottwald – Hylant Group, Inc.
Amy Roenigk – Hylant Group, Inc.
Sara Skirvin, CIC, ACSR – Hylant Group, Inc.
Kristin Ruyle – Knight Crockett Miller Insurance Group
Staci Freeman – Moore Construction Co.
Andrea Wymer, AIC – G. K. Wymer, Inc.

Welcome to all!

The Renewal applications have gone out, to each agency or individual, a month ago. Just a reminder to those renewing, we will need all applications back by **June 1st, 2010**.

Safety

Katie Hamman, CISR

Vacation Therapy

According to *Psychology Today*, Americans work 100 more hours per year than the Japanese, and work up to three months more a year than Europeans. Yet, the United States is the only country that does not mandate paid vacation leave, whereas Europeans average six weeks of paid vacation annually. In fact, the right to an annual vacation at a minimum duration is mandated by law in 78 countries around the globe – with penalties for deferring vacation.

So, what's the big deal, you may ask? Well, not taking time to get away can actually be detrimental to your health. According to a recent study conducted by the State University of New York at Oswego, men who take annual vacations reduce their overall risk of death by 20 percent and their risk of heart disease by 30 percent because they are given a chance to de-stress. Beyond that, workers who put in 50 hours a week get the same amount of work done as those that put in 40 because fatigue leads to being less productive.

Aside from these facts, if a vacation is still not in your future plans, consider these benefits... and then call your travel agent:

Health Benefits

- Blood pressure, heart rate and levels of the stress hormone epinephrine decrease on vacations after only one or two days.
- Improvement in exhaustion occurs when individuals have free time to relax, spend time in warm climates, exercise, get a good night's sleep and meet new people.
- Vacationers get three times more deep sleep when their trip is over as compared to working stiffs.
- Leisure activities have been linked to overall well-being and maintenance of solid physical and mental health.
- Vacationing decreases the chance of engaging in risky behaviors due to stress, such as excessive alcohol consumption, smoking and not getting enough sleep.

Relationship, Educational and Cultural Benefits

- Women who take vacations are more satisfied in their marriages because they feel more romantic while away, and come back home feeling more connected to their families.
- Anticipation of a vacation increases positive feelings of one's family and life.
- Since satisfaction with life increases on vacation, the effects remain once travelers return home.

Career Benefits

- Three out of four corporate executives believe that vacations prevent burnout, improve personal job performance and improve creativity.
- More than one-third of small business owners report that their best business growing ideas come during down time, not at work.

Recommendations

Now that you are convinced that taking time away will benefit all aspects of your life, consider these recommendations for thoroughly enjoying yourself while you're away:

- Generate a list of work-related things that you do not want to "pack" for your vacation. This includes worries about your supervisor or colleagues, career advancement concerns, cell phones, pagers, laptops, PDAs and guilt for taking a vacation.
- Build your vacations around things that you love to do or have always wanted to do.
- Do not schedule every minute of your trip; give yourself a chance to wander and explore.
- Savor moments that are truly great on your travels, like a relaxing dinner with a friend or a scenic walk with your significant other.

Act like a kid and play a littl

Bulletin

Jenny Mominee, CISR, CPIA.

GET TO KNOW:

Rose Ann Koperski
Brooks Insurance

Date you Became IWOT
Member

1970-1971

First job

Page at the Toledo Public Library in the Catalog Department at the age of 15. It was at the Main Branch, right across the street from where I am now at Brooks Insurance!!

High School

Whitney Vocational High School, Class of 1965.

Family details

Daughter Karri Adler, math teacher at Notre Dame Academy, her husband John, and my grandchildren, Abby age 10, and Andrew age 6, both students at Christ the King and the cutest girl and boy in the world; Daughter Kristin, teacher's assistant at one of the Y DayCare Centers - she also just received her Associate Degree in Applied Science; Daughter Kelly, head teacher (3-year olds) at the YDayCare Center at St. Charles Hospital; Husband Ken, retired from Toledo Police Department; Brother John, special needs person - BEST brother I could have!

Favorite activity / hobby

Travel with family & friends; crafts

Favorite restaurant

More than one: Mancy's and Cousino's SteakHouse

Favorite T.V. Show

Jeopardy!

Favorite vacation spot

Again more than one: Las Vegas, Myrtle Beach, Florida

Favorite all-time movie

You've Got Mail; also The Notebook

Favorite band / singer

Barry Manilow

Most embarrassing work
moment

Ask Tod Roemer about his 'Christmas Goose' story

Favorite adult beverage

Margaritas

Special Pets

NONE!!!

Secret Vice

Casinos

Three words that describe me
best

Sentimental (I'm the designated family crier); Caring; Funny

I'm really good at

Being a Grandma

Favorite Sport / Team

Basketball - Duke Blue Devils' BB team and Coach K

Most Memorable IWOT moment

Being called up by my cousin, Congresswomen Marcy Kaptur, to stand with her at the podium at the IWOT Conference we hosted here while she greeted the audience of attendees.

Employment

Beverly Hammond, CPIW

Delp Company in Maumee

Insurance New Business Specialist- Not a management position

The Delp Company is a life insurance agency looking for an experienced insurance specialist to process life insurance new business. Excellent communication and problem solving skills as well as Excel experience are required. Duties include life insurance underwriting, product analysis, illustrations and applications. Life insurance, property casualty or group insurance experience considered. No sales.

Life Insurance Analyst- 2 positions open

The Delp Company is a high-end life insurance agency looking for a life insurance analyst. Excellent communication and problem solving skills as well as Excel experience are required. Duties include life insurance product analysis, case design, financial modeling and spreadsheet creation. No sales. Fast paced, creative work environment.

Please respond for both of these positions to workbulletin@gmail.com with a resume

IWOT SLATE OF OFFICERS FOR THE 2010-2011 TERM

President: Sandy Dobbins, CISR, CPSR, CIC, CPIW- Hylant Group

Past President: Sue Dawley, CIC, CPIW-Hylant Group

President Elect: Sandy Fintel, CISR, CPIW-Huntington Insurance

Vice President/Education: Rachael Schneider, HIA-Huntington Insurance

Secretary: Sandi Mominee, AIS, CIC, CPIW-Knight Crockett Miller Insurance Group

Treasurer: Donna Wymer, AIC, CPCU, CPIW, DAE-G. K. Wymer Adjusting Co.2nd yr

By-Laws: Traci Shook-Talus Brokerage

Legislation: Lucina DeWalt, CIC, CRM, CPIW-Brooks Insurance

Long Range Planning: Nancy Homan, CISR CPIW-Meister Insurance 1st year

Finance & Budget: Marla Wholf, CIC, CPIW-Hylant Group

Membership: Tricia Fleming-Hylant Group

Public Relations: Carol Feller, CISR-Brooks Insurance

Safety: Holly Carver, CISR-Brooks Insurance

Community Service: Cynthia Matus-Knight Crockett Miller Insurance Group

Bulletin: Sara Skirvin-Hylant Group

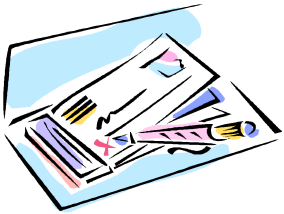
Web Coordinator: Vicki Duncan-Hylant Group

Calendar of Up-coming Events

6/09-12/2010 – National Convention – Washington DC

6/16/10 – June Meeting, Installation of Officers

9/17-19/2010 – Networking Weekend – Ft. Wayne, IN



IWOT CHECK REQUEST FORM

Date: _____

Issue to: _____

Amount: \$ _____

Purpose: _____

Budget Category: _____

Person
Requesting Check: _____

TREASURER

Date Paid: _____

Check #: _____

Comments: _____
