



# INSURANCE WOMEN OF TOLEDO

March, 2004

VOLUME 1, NUMBER 7

## PRESIDENT'S MESSAGE

By Lisa Hochradel

Hello IWOT members!!

Time is flying by fast! We have a sign at work that says only 24 days until Spring – how exciting!

Marla Wholf and her committee had a wonderful Education Night. The speaker was very funny and presented the program in an interesting way. There were also some great door prizes. Nice job Marla!

Our March meeting should be very exciting. Traci has a great program planned to discuss our Networking Weekend event. Plus, our State Director, Sue Shaw is going to be visiting us. I would really love to see a great turnout of members to welcome Sue to our association. Sue thinks the world of us and is always complimenting IWOT on our unique ideas and how much fun we have. Also, Donna Wymer has written a script to be presented at the March meeting about our Networking Weekend. The members who are attending Regional Conference in March will be performing the skit as a "dress rehearsal" for the presentation at Regional. This is to promote Networking Weekend that we are hosting in September of this year. It should be very funny so don't miss out on it! We will also be explaining the different jobs we need to accomplish for this event and would like to get as many members to help out as possible. It should really be a great meeting. The location has changed to Stone Oak, which everyone should have received the global email by now with the new flyer. If not, please go to the homepage for a copy of the flyer.

National is planning a surprise for our National President, Cheryl Blair Lee (Cheryl was a guest speaker at Industry Night this year). They want to put together a memory book with personal notes from the NAIW members that Cheryl has met during the past five years and especially this year. They have provided me with the paper they want the notes to go on which has her theme on it. So, if any of you would like to participate in this, let me know and I will forward the word document to you. Once completed you can give it back to me. They would like to have these done by Regional Conference, which is at the end of March. Let's try and do this for Cheryl, as I know IWOT is close to her heart.

I look forward to seeing everyone at our March meeting.

## PROGRAM

Join us this month to celebrate spring and a visit from our State Director, Sue Shaw. Sue's energetic theme this year is ROCKS, Reinforce Our Commitment Knowledge & Success. As you know, our very own male member, TOWI was our association's entry into the ROCKS contest at the last State Meeting. Sue has been very supportive of our association, so please joins us at Stone Oak to support her visit.

In addition, we will have a very special skit by the chairmen and committee of Networking Weekend 2004. As many of you may know, IWOT is hosting this year's Networking Weekend at the Wyndham in September. Our theme is "Down by the Riverside". So join us to learn a little more about Networking Weekend and how to get involved in our efforts of hosting this Regional Event.

Upcoming Programs:

April - Self Defense Demonstration by our very own Shodan Joe Gomez! Did you know he is a black belt in Yoshokai Aikido and instructor at the Shoshinkan Dojo?

May - Celebrate NAIW weekend by attending our Annual Breakfast meeting.

June - Installation of Officers

See you soon!

Traci L. Shook  
President Elect  
Programs Chair

## VP/Education Report

Education Night was held on Wednesday, February 11<sup>th</sup> at the Wyndham Hotel. Michael Wholehan from Wholehan Marketing Associates spoke on Long Term Care which allowed us 2 hours of continuing education. A special thanks to my committee members Sandy Dobbins, Cameron Dorton, Melody Landis, Traci Shook, and Latonya Williams.

Rules of the Road Classes will be held on March 4<sup>th</sup>, 11<sup>th</sup> & 18<sup>th</sup> at Hylant Group (1505 Jefferson Avenue) from 5:00-7:00. This is an important step in obtaining your CPIW Designation. We have 8 members that have committed to attend this class. Kathy Turley, CEBS, CPIW, HIA will be the instructor.

CISR Course-Personal Auto  
March 24<sup>th</sup> in Toledo

CISR Course-Personal Residential  
June 9<sup>th</sup> in Toledo

Go to [www.cisr-edu.com](http://www.cisr-edu.com) or call 800-555-1742

## CRM Course-Practice of Risk Management

July 14-17 in Cleveland

More information will follow shortly regarding CWC (Communicate with Confidence) course.

Sincerely,  
Marla Wholf, CPIW, CIC  
VP/Education Chairman

## MEMBERSHIP

Our membership is currently at 77 members

The goal is to have a "revised" new member handbook before the next General Meeting or at least have a good start on this material. If you are interested in assisting with this process, please contact me. It would be neat to have a new member join in on this to give their aspect on what would be of interest or reference for them.

We are placing the new members bios along with pictures on the web, for those that have agreed to this display. Please, if you are a new member and have not returned your bio, please forward that at your earliest convenience.

If you would like to share any thoughts or ideas for membership, please contact me.

In fellowship,

Sandy Dobbins  
Membership Committee  
(419) 259-6045  
[sandy.dobbins@hylant.com](mailto:sandy.dobbins@hylant.com)

## Legislation Report

An agent in Fairfield County has pleaded guilty to counts of insurance fraud and may face up to 10 ½ years in prison. This agent used seven different last names and different social security numbers, veiling their identity to file a variety of false claims.

The Department of Insurance has settled with Cincinnati Life Insurance concerning alleged past discriminatory underwriting practices. There will be a class action settlement involving Cincinnati Life Insurance. Policyholders and beneficiaries will heard more in late May.

For more information go to [www.ohioinsurance.gov](http://www.ohioinsurance.gov).

A victory of agents, Ohio lawmakers recently passed an amendment to S.B. 123 allowing the BMV to provide exemptions to seasonal vehicles. Governor Taft is expected to sign the bill and the new section regarding seasonal vehicles has an effective date of January 1, 2004.

For more information go to [www.ohiopia.com](http://www.ohiopia.com)

Beverly Hammond, CPIW  
Legislation Chairperson

## Public Relations Committee

Tri-City Bowling Tournament

Date: April 17, 2004

Location: University Lanes, Bancroft St., Toledo, OH

We need 10 bowlers for the IWOT teams. Also, we have traditionally had to supply bowlers to round out the out-of-town teams. Watch for the flyer with all of the details at the March Membership meeting. A good time should be had by all.

Breakfast

May 12, 2004

We have our speaker locked in (don't ask, it's a surprise!) and we are working on a location.

Respectfully submitted by Mary Hertzfeld

## Employment

The following agencies have positions available:

### **Hylant Group, Inc.**

- [Commercial Lines CSR's](#) – minimum 2 years experience & licensed.
- [Commercial Account Technicians](#) – you do not have to be licensed or have commercial experience, but need excellent computer and customer service skills.

Contact: Susan Diehr, CIC, CPCU, ARM  
419-259-2750  
419-259-2712 (fax)  
[susan.diehr@hylant.com](mailto:susan.diehr@hylant.com)

### **Nationwide Insurance**

- Mentee Associate Agent – Placed with Mentor agents with a two-year mentorship, demonstrating skills in selling, servicing, and managing an agency. Opportunities available in Northern Ohio including Erie, Lorain, Seneca, Huron, Medina, Wyandot, Crawford and Richland counties. Sales experience preferred, highly motivated with an entrepreneurial spirit.

Contact: Alycia Cassini  
614-854-2663  
614-854-2332 (fax)  
[cassina@nationwide.com](mailto:cassina@nationwide.com)

### **Mercy Health Partners**

- Insurance Specialist – Regional Risk Management Department – Managing Property/Casualty Insurance & Malpractice program for 5 hospitals & several off-site clinics. Experience needed in Professional and Commercial Coverage including claims-made policies. Industry designation required.

Contact: Mina Patriarca, Regional Risk Officer  
419-251-4307  
419-251-7559 (fax)  
[Mina\\_Patriarca@mhsnr.org](mailto:Mina_Patriarca@mhsnr.org)

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If your agency or company would like to post any positions available for insurance professionals, please contact:

Sandy Fintel, CISR  
Employment Chairperson  
[sfintel@skyinsure.com](mailto:sfintel@skyinsure.com)

## 2007 REGIONAL CONFERENCE

Here is the schedule of conference chairmen for the 2007 Regional Conference that IWOT is hosting in 2007. Please let me or Debby know if you are interested in serving on any of these committees, otherwise we will assign you to one that we hope you will enjoy.

### *"Beyond The Glass Ceiling With NAIW"*

Event	Member	Agency	Phone Number
Conference Chairman	Kathy Turley	Sky	419-720-7980
Conference Vice Chairman	Deb Gomez	WFR	419-475-5151
Registration	Traci Shook	WFR	419-475-5151
Secretary	Sandy Fintel	Sky	419-720-7943
Treasurer	Nancy Homan	Meister	419-592-5059
Hotel Coordinator	Lisa Hochradel	WFR	419-475-5151
Fundraiser	Jenny Bruns	Brooks	419-254-7388
Hospitality Room	Becky Kelly Mary Hertzfeld	Brooks Brooks	419-254-7384 419-254-7362
Door Prizes	Sue Derian	Hylant	419-255-1020
Printed Program	Vicki Duncan Anna Gartner	Hylant WFR	419-259-6036 419-475-5151
Thursday Night Welcome Party / Progressive Dinner	Kathy Turley Deb Gomez	Sky WFR	419-720-7980 419-475-5151
First Timer's Luncheon	Marla Wholf Sandy Dobbins	Hylant Hylant	419-259-6002 419-259-6045
Friday Night State Dinners / Friday Night Party	Lisa Hochradel	WFR	419-475-5151
Saturday Continental Breakfast	Sandy Powder	WFR	419-475-5151

President's Luncheon	Becky Stewart	Hylant	419-255-1020
Cocktail Party	Nancy Homan	Meister	419-592-5059
Saturday Banquet	Donna Wymer	Wymer	419-832-2378
CPIW Breakfast	Sandi Mominee	KCM	419-241-5133
Exhibits Chairmen	Sarah Rupert Lynn Boden	Sky Sky	419-720-7714 419-720-7933

HAPPY ST. PATRICK'S DAY  
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