



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



December, 2010 Bulletin

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President's Message

SANDY DOBBINS, CISR, CPSR, CIC, CPIW

November was a busy month for our group. On the 5th and 6th; there were several of us that were able to attend the Ohio Council meeting at Warren, Ohio. It was a busy meeting for our group; we had several people contribute to the weekend. Cynthia Matus was asked to bring her own, very professionally made cupcakes. They were beautiful and very tasty. Bev Smith participated in the Nominating Committee. Sandy Fintel served as a chair & presented awards at the meeting that Saturday. Sandy Fintel also participated as our representative in the Communicating with Confidence speakoff. She did a great job discussing the benefits and need for motorcycle helmets. We are very proud of her.

Our Industry Night meeting was a wonderful event for us. This annual event is a time to come together with bosses and co-workers and we did just that. This was held at the Hilton of Toledo. The evening included all of our annual highlights such as speaker, awards & the silent auction. Thank you to Sandy Fintel and her committee for a job well done. Congrats to all the award winners and designations earned.



President's message continued....

What dedicated members we have in our organization. Congrats to special award winners: Cynthia Matus for winning Rookie of the Year and to Sue Dawley for Insurance Professional of the Year. We all support you moving forward to the NAIW Regional Conference of 2011

December's meeting should be a fun one, stay tuned for all of those details. Rose Ann and Sandy have a nice evening planned for our holiday meeting.

The board meeting for November and December will be held as 1 joint meeting on December 1st --5:30 p.m. at Byblos Restaurant on 1050 S Reynolds Road in Toledo. If you would be interested in joining us, please let me know. We would love to have anyone join us and experience a board meeting.

Have a Safe and Happy Holiday Season. I can't believe it's here already. Enjoy time with your family & friends and take time for yourself.

Stay connected in IWOT,
Sandy



Programs

SANDY FINTEL, CISR, CPIW

The holidays are coming up quickly and I hope everyone has a safe and happy season.

For those that joined us, our annual Tribute to the Industry Night in November was held at The Toledo Hilton with speakers, Glenn and Teri Swimmer. They spoke about how to relieve stress in a non-medicated way. I hope those that attended were able to take away some ideas they provided and use them to de-stress your everyday life.

We also had a successful silent auction at Industry Night headed by Tammy Campbell and Marla Wholf. I would like to thank everyone who donated to the Silent Auction to make this a great success too.

A special "Thank you" to my committee for Industry Night, a great job and I appreciate all your hard work.

Congratulations to ours winners at Industry Night. We are all proud of you.

- Sue Dawley for winning IWOT Insurance Professional of the Year
- Cynthia Matus for winning Ohio Council Rookie of the Year

Great job to our Designation Accomplishments for 2009-2010

- Connie Hilyard
- Lucina DeWalt



The December meeting will be at Calvino's Restaurant, in the Cricket West plaza. We will have a brief meeting and enjoy each others fellowship with our annual Christmas ornament exchange.



Program's report continued....

For an added excursion after our meeting, those that are interested may go onto the Manor House at Wildwood Preserve, 5100 West Central Avenue to enjoy the "Holiday at the Manor House" that is open from 10 am to 8 pm daily from December 5-12, 2010. Admission is free. They do like to have their volunteers go home by 8:30 pm so if you are there in the house a little bit after 8 pm yet is okay. I have been through the house and it is a very enjoyable time to see the house decorated for Christmas. If you do not get a chance to head out after the meeting, I encourage you to take your family on over to see the beautiful decorations. They are also looking for volunteers that week too for crowd control and informing visitors to make sure to stay to the left or take the handrail so if you want to give some of your time for a 3-hour time frame and see the house too, I encourage you to do that as well. You may give them a call at 419-407-9700 and ask for Lisa Johnson, Manor House, and she can give you all the details.

Sandy Fintel, CISR, CPIW
President-Elect/Program Chair

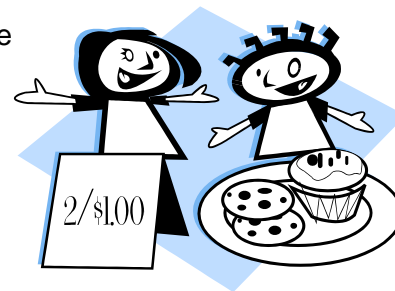


Finance & Budget

MARLA WHOLF, CIC, CPIW

The Pasta Fundraiser was a huge success! The pasta is being distributed this week. Thank you for everyone's help. We can still sell and order pasta till the end of the year online at <http://www.funpastafundraising.com/shop/IWOT>. If we have an order of \$100 or more, there is no shipping charge.

Our next fundraiser is just in time for Christmas! We will be selling the Save Around Toledo (Enjoy the City) 2011 Coupon books for \$20. This year's edition will provide you with thousands of dollars in savings at the area's premier dining, service, entertainment, retail, and recreation establishments. You can visit www.EnjoyTheCity.com to view the books. Expected delivery date for the books are 11/29/10. We can place orders in batches and receive the books within 3 days. A global email will be distributed shortly with all the details.



Advertising letters selling space on our website will be going out very soon. We will be asking our current advertisers to renew and we will be actively seeking additional advertisers. Please let me know of anyone you feel might be interested in advertising with IWOT.

The 2010-2011 budget will be voted on at the December General meeting. Show your support and be sure to attend the December meeting.

Respectfully Submitted

Marla Wholf, CPIW, CIC
Finance & Budget Chair



Public Relations

CAROL FELLER, CISR

Sympathy Cards Sent:

To Rita Easley, Rookie Winner at Council, on the death of her mother 11/8

To Linda Hensley, of Insurance Woman of Greater Cincinnati, on the death of her mother 11/20

Get Well Card Sent:

To Jenelle Duffy on the illness of her husband, Al

Notices will be sent to the following papers for our upcoming December general meeting:

Dot Newspaper

The Blade

The Maumee Mirror

The Bedford Press

Sentinel Tribune

Sylvania Advantage

The Press in Millbury

Sylvania Herald

Toledo City Paper

The Toledo Journal

Perrysburg Messenger, who in turn will put the notice in the Point Place Journal and the Rossford Journal



Respectfully submitted,
Carol Feller, CISR

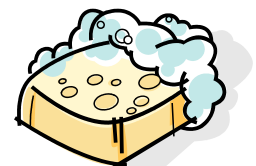


Community Service

CYNTHIA MATUS

Thank you for contributing to The Beach House Family Shelter for November. I took the checks and the monetary donations that we received on Industry Night and delivered those to The Beach House Family Shelter the next day. They were very grateful for the donations and they are now going to use that money for gift cards in small increments. They give the gift cards to the people in need and they take the gift cards to get duplicate copies of their birth certificates. This helps tremendously in their needs. I was able to spend a little time at The Beach House Family Shelter and I really do want to tell you that I do know that your donations really do help. You just don't realize how little that the families there have, and how much our contributions help them. The donations for the December meeting are shampoo and soap; please remember your donation for the December meeting if you wish to donate. Place a sticky note on your keychain to remind you when you go to the grocery store to pick up a bottle of shampoo or conditioner or to pick up a pack of soap. Or if you have any shampoo, conditioner or soap from any recent visits from hotels, you can bring those to donate also.

Thanks again everyone for your help with The Beach House Family Shelter!





Employment

PAM KREFT

CSR/Account Executive

Brown & Brown

Location: Perrysburg, OH

Job Summary:

We are looking for the right person to join our Large/Medium Commercial Team as a CSR/Account Executive. This is a great opportunity for a high-energy, focused individual. The successful candidate will interact extensively with Producer, Client and Carrier. Job responsibilities will include, but not be limited to: High renewal retention ratio; Develop strong relationship with clients; Assist clients with day to day service needs; Coordinate renewals and marketing; Accurate and timely invoicing; Certificates of Insurance; Policy checking; Change requests and endorsements; Claim handling; Claim reviews; Assist producer in account rounding

Required Competencies:

Ideal candidates will have: A high degree of self-discipline and motivation with the ability to multi-task Strong communication skills – written and verbal Team player attitude Friendly, professional and courteous manner; Willingness and ability to meet with clients, with or without the Producer; Minimum of 3 years independent agency experience and a P&C License; Thorough understanding of insurance principles and coverages; Ability and knowledge to handle all day to day service requests and follow through; Proficiency in the use of e-mail, word processing and spreadsheet software; Ability to be detail oriented; Applied knowledge a plus. The candidate is expected to be willing to participate in continuing education. Compensation will depend on experience and capabilities.

Contact Sharon Black – 419-872-4146 or email at sblack@bbtoledo.com with resumes.

Company: Sunforest Transportation Insurance Group, Inc.

Overview: General office support, Insurance background helpful

Part-Time position

Primary Functions including but not limited to:

Filing (customer and broker files); Data Entry - Database program, Excel, Word and various Internet based programs; Retrieving information from internet resources; File set-up; Distributing form letters and statements via email; Completing applications; Review policy documents and mail to broker with cover letter; Assist in daily office functions as needed.

Contact Sue Grivanos – 888-283-3373 ext 1 or email to grivanoss@stiginc.com with resumes.





WWW.IWOT.ORG

Website / Bulletin

VICKI DUNCAN

SARA SKIRVIN, CIC, ACSR

From the Bulletin/Web Coordinator Chairs

Our site is back up and running thanks to our new Webmaster, Annette Gannon. We have introduced a new view under the Employment link to allow open job positions to be posted directly on the website. When you have a chance, check it out.

Please let us know if you see something on the site not functioning correctly!

Awards

BEVERLY SMITH, MHP, HIA, CPIW, DAE

BECKY STEWART, MHP, CPIW, HIA



The Awards Committee announced Sue Dawley CIC, CPIW as the winner of the 2010 Insurance Professional of the Year award at Industry Night on November 10, 2010. Sue is employed at Hylant Group and is IWOT's current Past President. She will represent IWOT in March 2011 at Region IV conference as our representative for Regional Insurance Professional of the Year. We are happy for Sue and wish her the best of luck.

Cynthia Matus, CPIW, CISR was awarded the 2010 Ohio Council Rookie of the Year Award in Warren, Ohio at the Ohio Council Meeting November 6, 2010. Cynthia is employed at Knight Crockett Miller Insurance Group and was recognized at Industry Night for her accomplishment. We are extremely proud of Cynthia as she has been a great IWOT representative.

Also at Industry Night the Awards Committee recognized two individuals for their educational accomplishments. Connie Hilyard, PHR, MHP for receiving her Managed Healthcare Professional designation and Lucina DeWalt, CIC, CRM, CPIW for receiving her Certified Professional Insurance Woman designation. Congratulations ladies on your accomplishments.



Legislation

LUCINA DEWALT, CIC, CRM, CPIW

For the legislation report please note the following as published by the Big I:

New Agent Licensing Rules Adopted by JCARR

On November 15, 2010, the Joint Committee on Administrative Rule Review adopted certain rules involving agent Licensing in the state of Ohio. House Bill 300 created these rules on agent licensing, continuing education course and agent licensing fees. These rules will help to convert the old agent licensing system to the new agent licensing system.

Major Key Changes are as follows:

- Agents will renew their license by the last day of their birth month every two years.
- There will be an increase in CE hours from 20 to 24.
- There will be a new 3 hour ethics class requirement which is included in the 24 hours.
- If agents have fulfilled their CE requirements when it is time to renew their license, then the \$ 25.00 dollar renewal fee will be waived.

Renewal of Agent's License and Continuing Education Deadlines:

If your current compliance period ends December 31, 2010:

- You need to have 20 hours of CE completed by 12/31/10. The new ethics requirement and 24 hours of CE does NOT effect you.
- If your birthday is between January - May, you need to renew your license by June 30, 2011. The ODI is scheduled to have their new computer system operational by June 1 to handle this process.
- If your birthday is between June - December renew your license by the last day of your birth month in 2011.

If your current compliance period ends December 31, 2011:

- You must renew your license by the last day of your birth month in 2012.
- In addition, you must have fulfilled the 24 hours of CE which includes the ethics requirement prior to your license renewal.

The Big 'I' Government Affairs Team has worked very closely and diligently with the Ohio Department of Insurance to make this a smooth transition for our members. If you have further questions, please call Christa Colasante, Director of Public Affairs at (800) 282-4424 Ext. 236 for assistance.

Also, the Big 'I' has posted at our Web site all the rules and conversion charts to help our members use this as a guide during the conversion period.





DECEMBER RESERVATIONS

INSURANCE WOMEN OF TOLEDO

December 8, 2010

Calvino's Restaurant
3143 W. Central Avenue
Toledo, OH

Join us at Calvino's Restaurant (located in Cricket West) for a SUMPTUOUS buffet, consisting of various salads, roasted vegetables, chicken, pastas, breads, tax, tip and beverage included - \$17 per person. NOTE: THE BUFFET WILL BE OPEN AND WE WILL BE READY TO EAT AT 5:30 PM. Business Meeting and Ornament Exchange (for those interested in participating) will follow dinner, with adjournment at approximately 7 PM. Sandy Fintel, Program Chairman, has suggested that we trek to the Manor House at Wildwood Preserve to enjoy the Christmas decorations in the House after we leave Calvino's. Please see further details in the bulletin.

Please email or fax your reservations no later than noon on Monday, December 6, 2010, to Holly Carver, Brooks Insurance Agency: hcarver@brooksinsurance.com or FAX 419-254-7221.

Looking forward to seeing you there, in the Spirit of Christmas, and the Fellowship of The Insurance Women of Toledo!!!! Feel free to bring a guest!

Name(s) _____

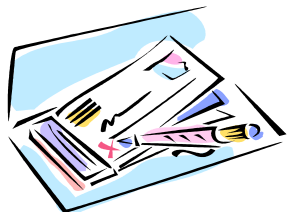
Agency/Company _____





Calendar of Up-coming Events

12/1 – Nov/Dec Board Meeting – Byblos Restaurant
12/8 – December General Meeting – Calvino’s Restaurant
Mar. 17 – 20 Region IV 66th Annual Conference – Lexington, KY



IWOT CHECK REQUEST FORM

Date: _____

Issue to: _____

Amount: \$ _____

Purpose: _____

Budget Category: _____

Person Requesting Check: _____

TREASURER

Date Paid: _____

Check #: _____

Comments: _____

