



**Members Matter Most
Invest In Yourself**



Region III

June 2009

Region III Officers

Region III RVP

Ginger Hayes, ACSR, CPIW, DAE, PIAM
8200 Bryan Dairy Road, Suite 310
Largo, FL 33777
727-394-1000
ginger.hayes@amequity.com

Region III Assistant

Reneta Hammerschmidt
CPIW, DAE, PIAM
6401 Poplar Avenue
Memphis, TN 38119
901-761-3100
renetahammer@yahoo.com

Council Directors

Alabama

Joseph M. Stewart, CPIA
stewartj@iaimobile.com

Florida

Sharon Barger, CISR, CPIW, DAE
sbarger@mewilson.com

Georgia

Gerri Pauldo
gpauldo@geico.com

Mississippi

Ann Tharpe
ACSR, CISR, CIC, CPIW, DAE
ann@collinsinsurance1.com

Puerto Rico

Zoraida Garcia, CISR, CPIW, DAE
zoraidagarciaacorrea@yahoo.com

South Carolina

Robby Tew, ACS, AIS, CPIM
irt@ijins.com

Tennessee

Vicki Scott, CISR, CPIA, CPIW, PIAM
vickis@brockins.com

Newsletter Editors

Ginger Hayes and Reneta Hammerschmidt

WOW! This year has really flown by and I can hardly believe this will be my last newsletter to you before turning the rein over to our new Region III Vice-President-Elect, Claire Sizemore. We all look forward to working with Claire and our Council Directors Elect and wish them all the best for the upcoming year.

From the bottom of my heart, THANK YOU for allowing me the privilege of serving as your Region III Vice President but most importantly, for your friendship and assistance in allowing me to have fun with you while doing it.

Please keep safe and continue to enjoy the networking, fellowship and education this great association has to offer each and every one of us.

Aloha,



Ginger

Region III is the BEST place to be: If I did not know this before I sure know it after this year. It has been a year full of Fun, Fellowship, Education and Excitement and it is all because of you. I have enjoyed being with you at your council meetings. Your warm welcome and friendship means so much to me. Your meetings were run with such Professionalism that it made me proud to be part of such an exciting group of men and women.

Thank you for your hospitality and warmth and for a wonderful year. Each one of you will always hold a very special place in my heart. As we look towards the new year I know that Region III will once again show, "WE ARE THE BEST PLACE TO BE"!

Thank you and may you all be blessed!



Reneta



NAIW & COUNCIL WEB SITES

Alabama

www.orgsites.com/al/statecouncil

Florida

www.naiwfl.org

Georgia

www.georgiacouncilnaiw.org

Mississippi

www.orgsites.com/ms/mscouncil

Puerto Rico

www.ampspr.org

South Carolina

www.jjins.com/ipsc

Tennessee

under construction
(please contact Vicki Scott)

NAIW (International)

www.naiw.org

Region III

www.region3naiw.org



The "Big Easy" was recently home to the 68th Annual National Convention. If you were fortunate to have joined us from May 27th – 30th, I am sure you enjoyed a wonderful time filled with hard work, education, networking and fun. Our host association showed us how to have a grand time, 'Nawlins Style. If you weren't able to join us this year, we hope you'll be able to join us next year at the Crystal Gateway Marriott in Washington, DC on June 9 – 12, 2010.

Thanks to Reneta, Region III had a wonderful Regional Dinner at Harrah's Buffet. We actually had more people show up than we expected, but hey, Harrah's graciously accommodated us and we had a grand time. Reneta even went out of her way to get us some pretty great door prizes (even \$10 in gambling credits for those of us who dared to venture that way). We sure weren't expecting this and Reneta, thank you from all of us!!!

I could spend a lot of time telling you about our National Convention but I know you can see a whole lot more if you visit our National website at www.naiw.org as Reneta and I have so much to say in this last newsletter toward highlighting our Region instead. *Special Mahalo to all who elected to share some special moments in Region III with the rest of us. You know who you are!*

South Carolina

CWC Award

Jennifer A. Scarberry, CISR, CPIW, AAI, ACSR, DAE



Theodore & Associates Insurance Agency, Summerville, SC



**In the Spotlight
Congratulations!**

REGION III NATIONAL AWARD WINNERS

2009 NAIW/National Alliance Scholarship Winners

CRM Scholarships

Jennifer A. Scarberry, CISR, CPIW, AAI, ACSR, DAE

Theodore & Associates Insurance Agency, Summerville, SC

CISR Scholarships

April L. Norris

Burke, Powers & Harty, Inc., Bristol, TN

Jose G. Reyes CPSR, EHBA, PIAM

Frontline Homeowners Insurance, Lake Mary, FL

CISR OnLine Scholarships:

Ruth E. Phillips, CISR, CPSR, AAI, AIS, CPIW, DAE

Morrell Agency, Inc., Magnolia, MS

Alicia K. Smith

Morrell Agency, Inc., Magnolia, MS

Past Officers Council Scholarship

Elizabeth Bellairs

AAMGA & NAIW (International) President's Award

E. Faye Evans, Immediate Past International President

Insurance Women of Ocean County Scholarship

Ruth E. Phillips, CISR, CPSR, AAI, AIS, CPIW, DAE

News Around the Region

Puerto Rico



Here are photos from our "VIP Breakfast" celebrated during NAIW week, on May 19, 2009 at Restaurant Gusto Di Italia in Condado Plaza Hotel. We invited some executives from different companies and agencies to this breakfast to show how much we appreciate their support during this year and also gave them a brief orientation of our association.



Florida



Jewels of the Emerald Coast

NAIW Region III 64th Annual Conference

The Insurance Professionals of the Emerald Coast is proud to host the 2010 Region III Conference in Destin, FL.

We are really excited about having the annual conference here at Emerald Coast - it is such a beautiful area. We have four wonderful shopping areas with fabulous shops including the largest outlet mall in the US. We also have several fabulous restaurants in the area.

DATES

March 25-28, 2010

LOCATION

*Bayside Inn at the Sandestin Golf & Beach Resort
Destin, Florida*

RATES

\$134 per night

***SAVE THE DATE!
MORE INFORMATION COMING SOON!***

*If you have any questions, please contact:
Kathleen R. Turley, CEBS, HIA, CPIW
Kathleen.Turley@bcbsfl.com*

Alabama

GREATER MONTGOMERY INSURANCE PROFESSIONALS RECOGNIZES AWARD WINNERS

Montgomery, AL, May 19, 2009 – At their annual Installation Banquet the Greater Montgomery Insurance Professionals (GMIP), an affiliate of the National Association of Insurance Women (NAIW) recognized award winners.



(Pictured: Terri Loving, Mabel Cartwright, Diane Gaines & Stephanie Belser)

Terri Loving, CPIW, AAI was named GMIP's **Insurance Woman of the Year**. This award was first presented in 1991. The purpose of the award is to recognize an individual who in pursuing a career in and contributed to the insurance industry through education, creation of industry alliances, and/or legislative activity.



(Pictured: Insurance Woman of the Year, Terri Loving & PR Chair, Jean Ann Stratton)

Mabel Cartwright, CPCU, CPIW, DAE, CRM was named **Risk Management Professional of the Year**. This award was first presented in 2008. The purpose of the award is to recognize a risk management professional who has demonstrated superior knowledge of the risk management field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities.

Diane Gaines, AU, CPIW was awarded **Professional Underwriter of the Year**. This year is the second year this award has been presented. The purpose of the award is to recognize a professional underwriter who has demonstrated superior knowledge of the underwriting field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities.



(Pictured: Professional UW of the Year, Diane Gaines & PR Chair, Jean Ann Stratton)

Stephanie Belser, CISR was awarded **Rookie of the Year**. This award was initiated during the 1977-1978 fiscal year. The purpose of the award is to recognize the accomplishments of a new member who has made significant contributions to the Association within the first 24-months of joining the association. It recognizes:

☀Participation in association affairs, Completion of selected insurance courses, Involvement in governmental activities



(Pictured: Rookie of the Year, Stephanie Belser & PR Chairs, Jean Ann Stratton & Tracey Wilson)

GMIP is happy to nominate **Janis Hart, CIC, CISR, CPIA, CPIW, DAE** as their candidate for the **T. J. Mims Award of Excellence**. This award is granted to Region III members only and sponsored by Canal Insurance Company. The criteria for this award include:

☀Educational pursuits, NAIW activities, Industry related activities, Community involvement, and a 150 word essay

These women will go on to represent GMIP at the Council Conference this fall. They are the nucleus of GMIP's goal for professional status in our industry. Please join GMIP in congratulating these outstanding professionals.

May 17th through May 23rd was week of celebration for Greater Montgomery Insurance Professionals (GMIP). Members took part in various activities to commemorate the organizations' continued service to the insurance industry and recognized NAIW Week.



(Pictured in front: GMIP Members - Edna Newcomer, Suellen Kelley, Donna Bibb and Frances Langhorn)

On Sunday, May 17th several members and their spouses joined Suellen Unzicker-Kelley, 08-09 GMIP President for worship services at Memorial Presbyterian Church



(Pictured: 09-10 GMIP Executive Board)

Monday members delivered to local insurance agencies and companies doughnuts which generated some "sweet" interest in the association

A major highlight of the week was the PIAM class that GMIP hosted which was taught by the infamous Diana Fink. Diana was gracious enough to bring her program to Alabama in an attempt to help strengthen the educational offerings to not only NAIW members but to all those in the insurance industry.

To round the week out, members sent letters to their employers thanking them for their support. The Board also sent letters to local agency principals encouraging them to invest in their employees through a membership in NAIW.

Members had lunch together on Friday, May 22nd to reconnect with each other and to close out the weeks activities. Donations were collected for Partners in Literacy.

The week's excitement will hopefully carry through the upcoming year as GMIP strives to promote excellence and grow this association on a local, state, regional and national level.



(Pictured: Len Skipper, GMIP Boss of the Year)

On Tuesday, May 19th, an installation banquet was held at the Montgomery Country Club where GMIP's Boss of the year, Len Skipper, COO, Palomar Ins. Corp. performed the installation of officers



(Pictured: Guest Speaker – Steve Hoggle, AIA President)

Tennessee



Tennessee Fall Forum & Council Meeting



Job Listings

Dear Members,

It has been brought to our attention many times, the idea of incorporating into our Region III website, a "Career Center" page with job postings. This idea has been mentioned to many Presidents & Council Directors and we all agree that this would be a great way to help out a fellow member and friend (it's all about networking and family).

If your employer has any job openings you would like posted onto our website and you would like to help a fellow member & friend, please email Jose Reyes, Region III webmaster at webmaster@region3naiw.org as soon as possible. Please provide Jose with the following information:

Name of organization, job description, city & state, contact information

Also, please notify Jose once the job has been filled so he can remove it from our website.

Thank you all for your feedback and we're here to help in any way we can so let's stay connected and help our fellow members who have lost their jobs recently know we are willing to help in any way we can by getting the word out to the Insurance Employers within our Region and put our members back to work.

In NAIW Fellowship,

Ginger, Reneta and Jose



Aloha!

As we venture into the new NAIW year, please have a safe, wonderful and blessed summer.....take good care of yourselves and each other.....and use all this Association has to offer to your advantage and remember the "Daffodil Principle"....

The Daffodil Principle

50,000 bulbs one at a time by one woman

2 hands, 2 feet and very little brain Began in 1958

There it was ... "The Daffodil Principle"

The story goes "for me that moment was a life-changing experience. I thought of this woman whom I had never met, who, more than thirty-five years before, had begun - one bulb at a time - to bring her vision of beauty and joy to an obscure mountain top.

Still, this unknown, old woman had forever changed the world in which she lived. She had created something of magnificent beauty, and inspiration.

One of the greatest principles of celebration:

learning to move toward our goals and desires one step at a time, (often just one baby-step at a time)

learning to love the doing,

learning to use the accumulation of time

When we multiply tiny pieces of time with small increments of daily effort, we too will find we can accomplish magnificent things. We can change the world.

The story continues, "It makes me sad in a way, what might I have accomplished if I had thought of a wonderful goal thirty-five years ago and had worked away at it 'one bulb at a time' through all those years. Just think what I might have been able to achieve!"

My daughter summed up the message of the day in her direct way, "**Start tomorrow, Mom,**" she said, "**It's so pointless to think of the lost hours of our yesterdays. The way to make learning a lesson a celebration, instead of a cause for regret, is to only ask ... "**

"How can I put this to use today?"

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**Jaroldeen Asplund Edwards, Author and has it published in her book "Celebration"**

