

IWLA COVER NOTE



August 2006
Issue 2

QUOTE OF THE MONTH

"Courage is the price that life exacts for granting peace."

-Amelia Earhart

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President's Message



First my apologies to Jude Gavin, she was also installed in June as a new member and we welcome her.

We had very productive Business meeting on July 19, 2006.

Our calendar for the next year has been established and is included in this Cover note. As always changes will be made as we go along. Our big topic was the upcoming 2007 California Council Meeting (formerly State Meeting), which we will be hosting. Rhea will be making an appointment with the Burbank Hilton to go over the contract to make needed adjustments. Victoria will be working on our Re-Bid presentation and will have it ready for our Board Meeting on August 9th. This will more than likely going to be a major topic for months to come. We will all be working together to make this "Meeting" a big success.

We had a guest in attendance, Vivian Laditi, for the new members she was a member in the past and wants to come back and join us again.

In August we will have a CWC Competition as we want to be represented at this years CA Council Meeting in San Francisco on Sept. 22nd – 23rd. Hope we have several competitors.

Everyone, please feel free to contact me if you have any questions, need any supplies for the Chair you have taken or you just want to talk. All my contact numbers are listed.

As we move onward,

Respectfully submitted,

Lily Gastelum, CISR, CPIW

IWLA President, 2006-2007



"Leadership is not so much about technique and methods as it is about opening the heart. Leadership is about inspiration—of oneself and of others. Great leadership is about human experiences, not processes. Leadership is not a formula or a program, it is a human activity that comes from the heart and considers the hearts of others. It is an attitude, not a routine."

- Lance Secretan, Industry

Week

Special Report: Leadership Workshop

On July 15, 2006 I attended the California Council of NAIW's Leadership Workshop in Fresno, CA. The meeting was presided over by Robin Fawkes, CCLA, CPIW our current California Council Director.

The first topic of the day was public relations presented by Leticia "Tish" Riley, CPIW, DAE. She spoke on what her ideas of public relations meant and gave out sample press releases that could be used for announcing important events in the association with outside sources. Tish also spoke about the various scholarships available to NAIW members and provided a brief overview of the eligibility requirements and application process. She also discussed Communicate With Confidence (CWC), the Certified Professional Insurance Woman/Man (CPIW/CPIM) designation and the Diversified Advanced Education (DAE) designation and provided the applications to apply for those as well.

The next topic was presented by Jolene Gilbert, ACSR, AIS, CISR, CPIW, CPSR, DAE and was on keeping track of accomplishments and what to do to apply for awards. Her handouts included the Local Association Education Log and Course Log for individuals, both originated by Leticia "Tish" Riley, CPIW, DAE. Jolene also gave out a Monthly Attendance Record and Profile Update that is utilized by her local association for keeping track of member achievements. She also included the Member Achievement Record which is available on the national website, www.naiw.org.

Michele Epstein, AAI, AIS, ACSR, CISR, CPIW, DAE and Mary Moore-Campagna, AAI, AAM, AIAF, AIM, AIS, ARP, CPIW, CPCU gave a presentation on the history of communications and electronic etiquette for the current communication devices used. The discussion was mainly open with all in attendance sharing their personal experiences.

Lindsay Kennedy and Jason Shiu spoke on the success Insurance Professional of Sacramento (IPS) is having in attracting young members with their Young Insurance Professionals (YIPs) committee. Both spoke on how they got into the industry and their personal stories of why and how they came to join NAIW.

After lunch a panel of generations in the workplace was presented. Sally, Connie, Michael, and I served as representation of the major generations currently in the workplace. Sally was the WWII generation, Connie the Baby Boomers, Michael was Generation X and I represented Generation Y. We were asked various questions to see how our answers differed based on our experiences. It gave those there an idea of how the generations view different things.

Judy LeBel, ACSR, CPIW talked about gaining employer support and shared NAIW's flyer on the topic. This informative brochure called How To Gain Employer Support is available on the National website (www.naiw.org).

The meeting ended with Robin sharing a quick overview of a class presented at National Convention called Keep 'Em Coming Back – Tips for Successful Local Association Meetings. Finally members shared some words of wisdom for us all to grow on.

One last note- Leticia "Tish" Riley has announced her candidacy for California Council Director - Elect. Pamela M. Holt of Insurance Women of North San Diego County and Judy LeBel announced that they would be running for Region VIII Vice President – Elect.

Respectfully submitted,

Victoria H. Lovinggood
Vice President
CA Council Education Liaison

Advertising Committee



Is your boss trying to build his or her book of business? Does your sister make gift baskets, jewelry or floral arrangements on the side? Do your friends or colleagues have a second business they want to bring to the attention of potential consumers? Then IWLA is a perfect way to advertise your business! Your advertisement will not only be seen by our local membership via our monthly newsletter, but it will be also be posted on our website, which is visited by our national members throughout the worldwide web. Please let people know about our advertising capabilities. The annual rate is \$35.00 and several business cards will be needed from each advertiser. Please contact Cathryn Feely, Advertising Chair for further details.

Cathryn Feely

2006-2007 Advertising Chair,

Insurance Women of Los Angeles,

E-mail: cfeely@kcaib.com



"Everything about business comes down to PEOPLE. Where in business can we escape the impact of human care, human creativity, human commitment, human frustration, and human despair? There is no reason for anything in business to exist if it does not serve the needs of people."

- Bruce Cryer, Re-Engineering the Human System (a conference presentation)

JOB LINE POSTING

AVP Underwriting Position

My name is Kim and I am a recruiter in this industry. I have an Assistant Vice President of Underwriting position that I am helping a Los Angeles based company fill. This person will be responsible for the management of the Personal Lines and Commercial Auto Underwriting functions of this company. Great benefits paying into the six figures.

Any help would be so appreciated!

Thanks,

Kim & Wendy
Vital Associates
310-302-1725 office
310-344-8182 cell

Safety Report: Sun Exposure



Summer is here and so is the temperature!
Here are a few tips on avoiding too much Sun!

- **Avoid prolonged exposure to the sun, especially from 10 a.m. to 4 p.m.**
- **If you must be in the sun, cover up with clothing, sunscreen, and sunglasses.**
- **Apply sunscreen about 30 minutes before going into the sun so it has a chance to be absorbed by the skin.** Reapply often, as swimming and perspiration will remove it. Don't try to economize--apply sunscreen liberally.
- **A sunscreen with an SPF of at least 15 is a good choice for most people.** SPF stands for sun protection factor and means that if you normally burn in 10 minutes while unprotected, you can stay in the sun 15 times longer, or 150 minutes, if you apply sunscreen with an SPF of 15.
- **Choose a sunscreen that protects you from both UV-A and UV-B rays.** UV-B rays cause sunburns, but UV-A rays also increase the risk for skin cancer. Some research indicates that people who use only a UV-B sunscreen actually may be increasing their risk for skin cancer because they are soaking up hours of UV-A rays, unprotected.
- **Babies should never be exposed to direct sunlight.** Shield them with protective clothing when out during the day. Sunscreens should not be applied to infants under 6 months of age.
- **Teach your children to apply sunscreen before they go out to play.** Research shows that regular use of sunscreen during the first 18 years of life could reduce the lifetime incidence of skin cancer by 78 percent.
- **Don't substitute indoor tanning salons for roasting on the beach.** Tanning beds produce the same UV-A radiation as the sun. No tan is a safe tan. Tans are a sign of skin damage.

Want to avoid the hassle and worry? Simply avoid prolonged sun exposure, especially from 10 a.m. to 4 p.m.

Happy Summer!

Christine Tillet, Safety Chair

IMPORTANT BULLETIN!!

AUGUST BOARD MEETING COMBINED WITH DINNER MEETING!!

The Executive Board has voted to change the Board meeting scheduled for 8/9/06 to be moved to the same night as the Business meeting on 8/16/06 at Beverly Garland. This change was based on the need to address the 2007 State Meeting Hilton Hotel contract and the concern of not having a quorum for the Board meeting. If you have any questions please feel free to contact me. - Lily Gastelum, CISR, CPIW, President-IWLA

BEGINNING IN SEPTEMBER:

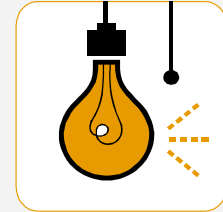
THE MONTHLY BOARD MEETING WILL NOW BE HELD AT THE FOLLOWING LOCATION:

USI of Southern California
Warner Center Towers
21600 Oxnard Street, Suite 800
Woodland Hills, CA 91367

Enter the parking lot on Oxnard Street near the corner of Canoga Avenue, south side of the street. The entrance is next to Milano's restaurant.

Park anywhere in the structure which is three stories. If you park on the second or third levels you will need to take the parking elevator to level one (marked as level A). There are signs directing you to the lobby. USI is in tower one which is the building on the left. The lobby doors are supposed to close at 5:00. The elevator to the 8th floor shuts off at 5:00. Someone will be in the lower lobby to take you to the 8th floor from 5:00-5:30 as the meeting is to begin at 5:30.

If you arrive late please call on a cell phone to Marilyn at 818-723-8842.



Other News

COVERNOTE

Members, please have all reports, special notices, announcements, and articles for the September Cover Note to me by 3pm on Thursday August 24th.

Thank you.

Nancy Burgos, Cover Note Editor

INSURANCE WOMEN OF LOS ANGELES

2006 - 2007 CALENDAR OF EVENTS

JULY	AUGUST	SEPTEMBER	OCTOBER
15- Board Meeting & Change of Records Meeting 15 – CA. Leadership Council 19- Dinner Meeting	9-Board Meeting 16- Dinner Meetings CWC Competition 2007 CA Council Discussion	MEMBERSHIP MONTH 13 – Board Meeting 20-Dinner Meeting 22-23 CA State Meeting (San Francisco)	LEGISLATION MONTH 11 - Board Meeting 18- Dinner Meeting Golf Tournament?
NOVEMBER	DECEMBER	JANUARY	FEBRUARY
SAFETY MONTH 8 – Board Meeting 15- Dinner Meeting	HOLIDAY PARTY 13 – Board & Dinner Meeting	10 – Board Meeting 17 - Dinner Meeting	EDUCATION MONTH 14 – Board Meeting 21 - Dinner Meeting <u>ICAN Class</u> by Deborah Paladino
MARCH	APRIL	MAY	JUNE
14– Board Meeting 21- Dinner Meeting	CLOSED FOR ELECTIONS 4 – Board Meeting 18 - Dinner Meeting 11-15 Region VIII Conference-Arizona	NAIW Week 9-Board Meeting (If Needed) 16-Dinner Meeting Installation Banquet?	13 – Board Meeting 20 - Dinner Meeting 6-11 National Convention-Puerto Rico

Executive Board



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Lily Gastelum

PRESIDENT ELECT

Mitula Patel

VICE PRESIDENT

Victoria Lovinggood

TREASURER

Susan Fife

SECRETARY

Rhea Meshekow

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Cathryn Feely

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Gail McKenzie

Chris Lipka

Committees



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Pamela Heard

Audit

Deborah

Paladino

Budget

Susan Fife

Bylaws

Victoria
Lovinggood

Community

Action

Chris Lipka

Education

Finance

Gail McKenzie

Jobline

Nancy Burgos

Legislation

Membership

Marilyn Cartrett

Programs

Public Relations

Mitula Patel

Safety

Christine
Tillet-Chandler

Website

Mitula Patel

Secret Pal

"Teamwork is the ability to work together toward a common vision. The ability to direct individual accomplishments toward organizational objectives. It is the fuel that allows common people to attain uncommon results."

-Andrew Carnegie

We're on the Web!

See us at:
www.insurancewomenla.org



Collect

Marie K. Franzen

Ins. Women of Milwaukee

"Take us, O God, under Thy Divine protection.

Make us to act as Thy messengers for peace

and contentment, for harmony and understanding.

Grant that we may see more clearly the

point of view of other men and women in all lines of insurance.

Realizing the highly competitive nature of our business, teach us to respect competition at all times.

Keep us free from pettiness and unwise discrimination.

Let us do our work willingly, honestly and thoroughly, giving service graciously at all times.

Teach us, O Lord, to know and to realize that by Thy grace we can live in perfect peace with one another.

And grant that through this organization

we may become closer in friendship and understanding.

AMEN."

Our Sponsors

IWLA thanks you for your support!

 <p>FITS[®] Forensic Investigative & Technical Services, Inc.</p> <p>Benson P. Turner President</p> <p>9854 National Blvd., #218 866.290.2300 Los Angeles, CA 90034-2713 www.fitsservice.com</p>	<p>DataTamer</p>  <p>David Slon</p> <p>Computer Consulting/ Hosted Backup Service</p> <p>8950 West Olympic Blvd. #325 Beverly Hills, CA 90211 TEL 310-788-3480 dslon@DataTamer.com</p>
<div style="text-align: center;">  <p>Hoffman Brown Company</p> <p>INSURANCE 15233 Ventura Blvd. • West Plaza Sherman Oaks, California 91403 License 0814758</p> <p>Susan M. Fife, CPCU, CPIW (818) 986-8200 sfife@hoffmanbrown.com FAX (818) 986-8510</p> </div>	
<p>Cathryn Feely Vice President</p>  <p>KAERCHER CAMPBELL & ASSOCIATES INSURANCE BROKERAGE</p> <p>P: 310.556.4769 C: 310.429.5700 F: 310.551.6804</p> <p>cfeely@kcafb.com www.kaerchercampbell.com</p> <p>1840 Century Park East • Suite 1100 • Los Angeles, California 90067-2112</p>	 <p>MARCI GONDERMAN SPECIALIZING IN INSURANCE CLAIMS License #82065D</p> <p>Marci Gonderman Director of Marketing Phone: (714)666-0190 (800)548-1186 Cell: (714)920-8016 Fax: (714)666-0290 e-mail: marci@garlandrestoration.com 1610 E. Miraloma Ave. Pasadena, CA 92870</p>
<div style="text-align: center;"> <p>RICHARDSON & HARMAN, LLP MBarrett@RH4law.com</p> <p>Marci L. Barrett Attorney At Law</p> <p>Telephone (626) 449-5577 234 E. Colorado Blvd., Suite 800 Facsimile (626) 449-5572 Pasadena, California 91101</p> </div>	