



Ins. Women of Los Angeles, Inc., P. O. Box 55212, Sherman Oaks, CA 91413

[www.insurancewomenla.org](http://www.insurancewomenla.org)

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*"I have always been a big supporter of "Education" (as if you couldn't tell by my designations) and I really believe if women "Engage" in our Association we can "Empower" them to bigger and better Insurance positions."*

## PRESIDENT'S MESSAGE

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### A MESSAGE FROM YOUR PRESIDENT

Christine, I read your farewell; however you did such a great job we won't let you go.

Just in case some members missed the great events of 2009-2010 with your theme we are going to run it again in 2010-2011.

I have always been a big supporter of "Education" (as if you couldn't tell by my designations) and I really believe if women "Engage" in our Association we can "Empower" them to bigger and better Insurance positions.

The best news was that the new team of Officers and committee volunteers really believe this too. This is our team (however there still is time for you to join).

Christine Chandler-Tillett- Immediate Past President and now Web Master.

Cynthia Andrachick, CPIW President-Elect and Bylaws Chair, is bringing our Board meeting into the current times by having our Board meetings as Conference calls. Contact her for information. All members are invited to join in.

*President's message continued...*

Sharon Rosenthal-Treasurer

Suzanne Agrios- Secretary

Directors: Andrea Setterstrom –Parliamentarian will keep us all in line and following the rules and traditions of NAIW.

Susanne Senyo, CIC,CISR- Brings a new outlook and experience in running a professional association.

Gail McKenzie – Finance yes, ladies she is still here. With a new plan for successful fund raising. Insurance Women of the Year.

Chris Lipka- Arrangements and my personal assistant to keep reminding me of my duties.

Mari Halliday-Membership Chair. She does an excellent job recruiting and mentoring new members.

Mitula Patel- Public Relation Chair. She is also the State Council Public Relation Chair so we will be right there with her promoting NAIW.

Peggy Brennan, CPCU Program. I know Peggy's experience, as President of El Camino Chapter CPCU will bring us some exciting Programs to promote our theme this year.

Now ladies this is what I need more volunteers for:

Audit/Budget

Community Action

Job Line (Pam Heard this might be just what you want)

Education

Safety (Deborah Paladino you were great last year, do you want to keep those Newsletters articles flowing?)

Legislation

Susan Fife,  
President

**Educate, Engage, Empower – The Trio of “E”**

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*[N]need more volunteers  
for:*

*Audit/Budget*

*Community Action*

*Job Line*

*Education*

*Safety*

*Legislation*

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*The 2010/2011 cabinet:*

**President:** Susan Fife, CPCU,  
AAM, AIS, AIM, CPIW, DAE

**President Elect:** Cynthia  
Andrachick, CPIW

**Treasurer:** Sharon Rosenthal,  
CISR

**Secretary:** Suzanne Agrios

**Directors:** Andrea Gable-  
Setterstrom and Susanne  
Senyo, CIC, CISR

**Immediate Past President:**  
Christine Chandler-Tillett

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*Insurance Women of Los Angeles*

cordially invites you to attend the

**AUGUST BUSINESS MEETING**

Please join us at:

Marie Callender's

14743 Ventura Blvd., Sherman Oaks, CA 91403  
(east of the 405 freeway)

**\$21**

(A selection of 4 Entrée choices from IWLA menu)

On

**Wednesday, August 18, 2010**

**6:00PM Mix, Mingle, Unwind & Network**

**6:30PM Dinner**

There will be a special program this evening.

Reminder: Please RSVP by Monday, August 16, 2010,  
to [Chrissydale@aol.com](mailto:Chrissydale@aol.com) or (818) 378-8651

### Christine's Roast

After the CWC Speak Off we will roast our out-going president, who is very outgoing in her own right. Please be prepared to share with the membership your special remembrances of Christine's tenure. Naturally, we are looking for stories of how she inspired you to reach for greater heights. However, we also are especially eager to hear any other stories you might have.

Come prepared for fun.

A message from the President-Elect:

## IWLA BOARD MEETINGS

I am going to try something new this term in regards to our monthly Board Meeting. This will save us time and hopefully more of you will be able to participate.

The Board Meeting scheduled for August 11, 2010 will be held at 5:00 p.m. via conference call. According to Article VIII Committees, Section 4, Standing Committee Chairmen are supposed to attend the Board Meetings. In addition to the officers, the standing committees' are: Arrangements, Budget, Bylaws, Education, Finance, Legislative, Membership, Newsletter, Program, and Public Relations.

I will forward the conference call telephone number and access code to you before the meeting.

Please call me with any questions.

Cynthia Andrachick, CPIW  
Marketing Specialist

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[cynthia.andrachick@wellsfargo.com](mailto:cynthia.andrachick@wellsfargo.com)

*This month we are inaugurating a new feature called LEADERSHIP NOTES where we provide excerpts from books by leading authors in the leadership community. If the book is not available from your local library, it should be available on inter-library loan. All books featured are in the Ohio State University Leadership School Library.*

*I hope you find this helpful.*

### **Communicating Leadership**

From: Bradt, G. B., Check, J.A., & Pedraza, J. E. (2009). The new leader's 100-day action plan: how to take charge, build your team, and get immediate results. 2<sup>nd</sup> edition. Hoboken, NJ: John Wiley & Sons, Inc.

1. Listen first.
2. Talk in order to listen and connect better.
3. Imagine the leaders' or key stakeholders' perspective.
4. Identify potential areas for leadership.
5. Lead through:
  - a) Work
  - b) Insight
  - c) Reliability
  - d) Judgment
  - e) Energy
  - f) Humor
  - g) Conflict
  - h) Crisis
  - i) Inspiration
6. Carpe diem (Bradt, Check & Pedraza, p. 7).

## Open position: **Commercial Lines Account Manager**

**Insurance** - Commercial Lines Account Mgr - P&C Licensed / Experienced  
Santa Barbara, California

**HUB International Insurance** is a company dedicated to superior customer service with employees committed to adding value to every client activity. We offer our clients complete worldwide brokerage services including insurance, reinsurance, alternative risk financing, association programs, risk management consulting including claims management/loss control, information systems security, human resources and benefits consulting.

We are looking for a Commercial Lines Account Manager / CSR - P&C Licensed, with 8 or more years of experience, knowledgeable in all areas of P & C to manage BOP accounts and support Producers. The ideal candidate will have previous brokerage experience, excellent written/verbal communication skills, ability to broker effectively with clients and insurance companies, multitask many accounts, strong computer skills and the ability to apply mathematical concepts.

HUB International of California offers a generous fringe benefit package including medical, dental, life, 401K with company match, and flexible spending accounts. This is a servicing position with an additional incentive pay plan for new business as well.

Full time M-F

Salary DOE

EOE

Resume and salary requirements email link

To: [Karen.Reynolds@HUBinternational.com](mailto:Karen.Reynolds@HUBinternational.com)

# Pack Your Bag & Pen in 2010



Hosted by



## South Bay Chapter of NAIW

### September 24<sup>th</sup> & 25<sup>th</sup>, 2010

### Doubletree Hotel

21333 Hawthorne Boulevard, Torrance, California, 90503  
Tel: 1-310-540-0500 Fax: 1-310-540-2005



### Co-Chairs:

**Carleen Armstrong**  
[carleen@driscollins.com](mailto:carleen@driscollins.com)  
562 595-5355



**Susan Shaver**  
[pcsuzieg4010@yahoo.com](mailto:pcsuzieg4010@yahoo.com)  
310-892-1021

## “Ink Us In”!!

*Presented by South Bay Chapter of NAIW*



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If you want to publish any articles or any advertisements in our newsletter please contact our Newsletter Editor, Ray Huff at [iwlanews@gmail.com](mailto:iwlanews@gmail.com)



## Insurance Women of Los Angeles

*Affiliated with National Association of Insurance Women (International)*



### Employment Ad Posting Request

#### Instructions

Please fill out this form and mail it to the address above, or email it as an attachment to: [webmaster@insurancewomenla.org](mailto:webmaster@insurancewomenla.org). Your posting will be processed as soon as possible. Please note that you are responsible for notifying us when the position has been filled. Thank you.

<b>Company Name &amp; Office Location</b>	
<b>Job Title</b>	
<b>Job Responsibilities</b>	
<b>Education Requirements</b>	
<b>Experience Needed</b>	
<b>Company Contact Info</b> (Name, Phone, Email, etc.)	
<b>Notes</b>	

COLLECT

For Insurance Women

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.

Marie K. Franzen

**Officers:**

President – Susan Fife, CPCU, AAM, AIS, AIM, CPIW, DAE

Immediate Past President - Christine Chandler-Tillett; Web Master.

President-Elect - Cynthia Andrachick, CPIW; Bylaws Chair

Treasurer - Sharon Rosenthal

Secretary - Suzanne Agrios

**Directors:**

Andrea Setterstrom ; Parliamentarian

Susanne Senyo, CIC, CISR

**Committee Chairs:**

Finance - Gail McKenzie

Arrangements - Chris Lipka

Membership Chair - Mari Halliday

Public Relations - Mitula Patel

Program - Peggy Brennan, CPCU

Audit/Budget

Community Action

Job Line

Education

Safety

Legislation

Newsletter – Ray Huff

**For more information please visit our websites**

The Insurance Women Of Los Angeles, Inc.  
[www.insurancewomenla.org](http://www.insurancewomenla.org)

The California Council of The National Association Of Ins. Women, International  
[www.cacouncilnaiw.com](http://www.cacouncilnaiw.com)

Regional VIII of the NAIW, International  
<http://regionviii.com>

The National Assoc. Of Ins. Women, International  
[www.naiw.org](http://www.naiw.org)

If you want to publish any articles or any advertisements in our newsletter please contact our Newsletter Editor,  
Ray Huff at [IWLAnews@gmail.com](mailto:IWLAnews@gmail.com)