

IWLA Cover Note

Inside this Issue

- 1** President's Corner
- 3** Calendar of Events and 2005 – 2006 Board and Committee Chairman
- 4** January Safety News
- 6** Birthdays & Information from the latest NAIW Inroads

Visit us on the web!
www.naiw.org – our national page
www.cacouncilnaiw.com – our state page
www.insurancewomenla.org – our local page
www.inssfa.org – our national education foundation page

Insurance Women of Los Angeles
 P.O. Box 481294
 Los Angeles, CA 90048
 Victoria Lovinggood, Editor



President's Corner

Cathryn Feely
 President



Dear Members and Friends:

2006 is now upon us and will hopefully be a better year for everyone. 2005 was not a kind year to a number of our members. However, in spite of their situations, they have continued to be loyal and true to IWLA. Every incoming president of an association has started out with lofty ideals and goals as they want to help their organization grow and improve. Sometimes, outside influences conspire to make those goals unattainable. We have always been fortunate because our members have always been there for each other during the good and bad times. We are constantly seeking ways to circumvent any negative factors and rise above them. Many thanks to our members who continually bring guests and prospective new members to our meetings. Keep them coming.

Our Annual Holiday Party/Business Meeting took place on December 14th. IWLA donated many unwrapped toys to the Peter C. Foy Foundation Annual Toy Drive. Peter came by personally to pick them up. Peter C. Foy & Associates has always been supportive to IWLA year after year, so it's nice for us to be able to reciprocate for a worthy cause that means so much to him. Victoria Lovinggood graciously loaned us her boyfriend Scott Kent (aka Santa Claus) to be in charge of our gift exchange. He took his duties very seriously and made it a point to keep us motivated.

In 2006, I would like to see our membership increase and see IWLA once again achieve some of the momentum we lost over the past few years. We made a commitment to host the 2008 State Meeting. This event cannot be achieved by just a few members, but requires the effort of all our local members. Many of our non-local members have participated and worked on these events in years past. They may be able to provide all kinds of useful ideas that we can use. So please make sure to sign up and lend your many skills. Producing a successful State Meeting can help generate new members or even bring back some former members who have bowed out.

Last, but not least, I would like to thank **all of you** for everything you have done to help me do my job as your president and for all the services you have rendered to IWLA/ NAIW during the last 6 months of 2005.
Continued on page 2



President's Corner

Continued from page 1

You are a very special group and I am privileged to be a part of it. Our Website is looking great. The Covernotes are very eye-catching. The banquet rooms for our meetings are a very welcome relief from last term. Our Education Meeting was a success, so perhaps we can look to education or top-notch guest speakers to schedule in the upcoming months?

CONGRATULATIONS

Go out to Christine Chandler-Tillett. IWLA's contribution/sponsorship took her over the top of her goal in the Avon Walk for Breast Cancer. She said our contribution really did make a difference.

Go out to Nancy Burgos who won the December Birthday Gift Drawing.

REMINDERS

Executive Board Meeting- Takes place at Hoffman Brown Company on Wednesday, **January 11th, 2005 at 5:30 PM.**

White Elephant Auction- Takes place after our Business Meeting Wednesday, **January 18th**. Please bring those unwanted treasures you received over the holidays or on some other occasion for a worthy cause and help raise money for IWLA.

Southern California Inter-Coordinating Council Meeting- Will take place on Saturday, 1/28/06 at the Hilton Suites Hotel Orange/Anaheim from 9:00 AM -2:00 PM. All members are welcome and encouraged to attend. **Please get your registration in no later than January 19, 2006.**

In Fellowship,

Cathryn

Member Updates

Member Updates is a column to spotlight the accomplishments of our members. If you have received a promotion or a new designation you wish to share, please contact editor Victoria Lovinggood so that your accomplishments can be included in the newsletter.

The following members have accepted positions on committees for the upcoming 2006 Region VIII Meeting in Las Vegas, NV:

Victoria Lovinggood, First Timers Committee

Mitula Patel, Printed Program Committee

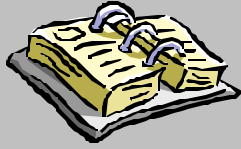
Cover Note Reminder

All submissions for the February Cover Note are due no later than Friday, January 20, 2005 to the editor, Victoria Lovinggood.

Please note that if you are providing a document or information from a source that is copyrighted material that proper credit must be given to the source. To not do so could be an infringement of copyright material and is illegal.



Calendar of Events



Happy New Year

January 11, 2006

Board Meeting, 5:30 P.M.
Hoffman Brown Company

January 18, 2006

Dinner Meeting (Please contact Cynthia Andrachick at 818-464-9365 for more information)
4222 Vineland Ave, North Hollywood, CA

January 28, 2006

California Inter-Coordinating Council Meeting
More information to follow

February is Legislation Month

February 8, 2005

Board Meeting, 5:30 P.M.
Hoffman Brown Company

February 15, 2005

Dinner Meeting (Please contact Cynthia Andrachick at 818-464-9365 for more information)
4222 Vineland Ave, North Hollywood, CA

2005 – 2006 IWLA BOARD AND COMMITTEE CHAIRMEN

EXECUTIVE BOARD

President: Cathryn Feely
President Elect: Lily Gastelum, CISR, CPIW
Vice-President: Mitula Patel
Secretary: Gail McKenzie
Treasurer: Deborah Paladino, CIC, CPIW
Covernote Editor: Victoria Lovinggood
Immediate Past President: Susan Fife, CPIW, CPCU, AAM, AIS, AIM, DAE
Directors: Cynthia Andrachick, CPIW
Vicki Huff
Darlene "Chris" Lipka
Marci Barrett

COMMITTEE CHAIRMEN

Advertising: Gail McKenzie
Arrangements: Cynthia Andrachick, CPIW
Audit: Susan Fife, CPIW, CPCU, AAM, AIS, AIM, DAE
Budget: Deborah Paladino, CIC, CPIW
Bylaws: Mitula Patel
Community Action: Rhea Meshekow
Education: Andrea Gable-Setterstrom
Marion Graham
Finance: Christine Chandler-Tillett
Jobline: Victoria Lovinggood
Legislation: Marci Barrett
Membership: Marilyn Cartrett
Programs: Darlene "Chris" Lipka
Public Relations: Lily Gastelum, CISR, CPIW
Safety: Nancy Burgos
Website: Mitula Patel
Secret Pal: Vickie Huff



Safety News

Nancy Burgos
Safety Committee Chairman

The baby and adult CPR instructions contained here are only a reference on how to perform CPR. They are not intended to be your only guide. Everybody should be properly trained for CPR by qualified instructors.

Performing CPR on an infant

If the victim is pulled from a pool or other body of water, the water in the stomach, air passage, or in the mouth will be expelled by the movement. If the rescuer believes that water still remaining in the victim would make performing CPR difficult, the victim should be turned on his side to allow for any water to drain out.

Once a pulse has been restored and the victim is breathing after CPR has been performed, the victim should be put on his side again in case of vomiting.

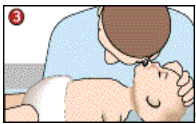
There are different methods of CPR, depending on the age of the victim. They are described as follows:



Determine that you have a victim. Shake the infant gently by the shoulders, flick a finger on the bottom of a foot. If there is no response, have someone call 911 immediately.



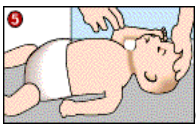
Open airway using head tilt-chin lift. Place upper hand on victim's forehead, pushing it back. Fingers on lower hand go on victim's jawbone, directly under chin, helping to raise it.



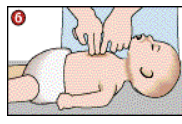
Check for breathing. This must be done in three to five seconds and is a three-way check. Rescuer's ear is close to victim's mouth to hear breathing; feel warm air on cheek; see movement in victim's chest.



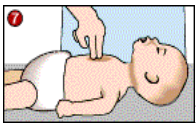
Begin breathing. Seal the infant's mouth and nose with your mouth. Breathe twice, each inhalation one to 1 1/2 seconds. Pause one second or less between each breath, allowing chest to deflate.



Check brachial pulse on the inside of the infant's arm between the elbow and shoulder. Use the tips of two fingers and check for five to 10 seconds. Do not use the thumb because it has its own pulse.



Prepare for chest compressions. Use index finger of upper hand and locate an imaginary line between nipples on breastbone. Place index and middle fingers of lower hand vertically next to index finger. Remove upper hand.



Begin compressions. Using the two fingers, do five compressions in three seconds or less. Keep fingers on the breastbone during each upstroke.



Ventilate once. Fingers still remaining on the infant's chest, breathe once. Keep your eyes focused on the chest. Do 10 cycles of compressions and one ventilation each in 45 seconds or less.



Check brachial pulse. Hold brachial artery again for five seconds. Ventilate again.



Repeat compression-ventilation cycles. Check pulse every few minutes.

Continued on page 5

Performing CPR on an adult

If the victim is pulled from a pool or other body of water, the water in the stomach, air passage, or in the mouth will be expelled by the movement. If the rescuer believes that water still remaining in the victim would make performing CPR difficult, the victim should be turned on his side to allow for any water to drain out.

Once a pulse has been restored and the victim is breathing after CPR has been performed, the victim should be put on his side again in case of vomiting.

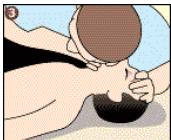
There are different methods of CPR, depending on the age of the victim. They are described as follows:



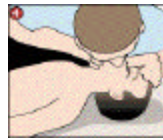
Determine that you have a victim. Ask the victim, "Are you all right? Can you speak?" Shake the victim gently by the shoulders. If there is no response, have someone call 911 immediately.



Open airway using head tilt-chin lift. Place upper hand on victim's forehead, pushing it back. Fingers on lower hand go on victim's jawbone, directly under chin, helping to raise it.



Check for breathing. This must be done in three to five seconds and is a three-way check. Rescuer's ear is close to victim's mouth to hear breathing; feel warm air on cheek; see movement in victim's chest.



Begin breathing. Seal the victim's nostrils with thumb and index finger of upper hand. With a firm seal around victim's mouth, breathe twice, each inhalation one to 1 1/2 seconds.



Check carotid pulse. Use the tips of two fingers on the side of the neck closest to the rescuer and check for five to 10 seconds. Do not use the thumb because it has its own pulse.



Prepare for chest compressions. Find notch at the bottom of the breastbone. Place the heel of upper hand two finger-widths above the lower hand.



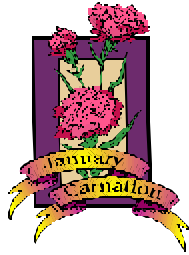
Begin compressions. Place lower hand on upper hand and interlace fingers and give 15 compressions within nine to 11 seconds.



Ventilate twice. Inspiration again should be one to 1 1/2 seconds. Repeat procedure of 15 compressions and two ventilations each four times. Check carotid pulse for five seconds

For more information on CPR and CPR training courses, please visit <http://www.redcross.org>

Happy Birthday to our Members:



Victoria Lovinggood – January 20

Collect for Insurance Women

*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.

SOME ANNOUNCEMENTS FROM NAIW (INTERNATIONAL) INROADS (DEC. 2005)

GOLF TOURNAMENT AT 65TH ANNUAL CONVENTION – NAIW (International) is hosting a **4 person scramble golf tournament** at the 65th Annual Convention in Orlando! Make plans now to sign up on the registration form that is posted on the web site or on the registration form in the Fall 2005 issue of *Today's Insurance Professionals* magazine. The tournament is set for **Tuesday, May 30, 2006 with an 8:00 am shotgun start.** The cost is \$95 per golfer. This fee includes transportation to and from the Hilton Hotel, green fees, ½ cart, range balls and a boxed lunch. **There is even a HOLE IN ONE contest with a prize of \$10,000!** The Legends at Orange Lake golf course is an Arnold Palmer design which opened in 1998. The course's front nine holes are entitled "The Links" which is reminiscent of a Scottish Style Links course with the longest hole being 610 yards. The back nine holes are entitled "The Pines" because of all the tall pine oaks and several water hazards.

PINNACLE AWARD DEADLINE – The purpose of this award is to recognize NAIW local association achievement in association management, membership, education, leadership development, industry partnering and technology. There is no formal documentation required for this award however, you should read each criterion carefully and make sure your response includes all of the information requested. Complete information on this award can be found in Chapter 6 of the comprehensive manual. The deadline to forward submissions to your Regional Vice President is no later than the **close of business (4:30 p.m. CST) on January 31, 2006.** Scored submissions for regional winners must be forwarded to NAIW (International) no later than the **close of business (4:30 p.m. CST) on February 15th, 2006.** All submissions are non-returnable. *RVP's: when forwarding the winning regional submissions to NAIW (International) please use the following address:*

NAIW (International)
Pinnacle Award Category
6528 E. 101st Street, #750
Tulsa, OK 74133

Jobline Information

Victoria Lovinggood – Committee Chairman

Personal Lines Underwriting Associate Director

My client is Nationwide Insurance. Position is based out of Regional Corporate Office in Sacramento, CA. Qualified candidate must have Undergraduate Degree and technical insurance designation, such as CPCU preferred. Must have a minimum of seven years related experience in personal lines product support including underwriting, customer service and/or processing. Minimum of two years previous management preferred.

Salary range is \$83,500 to \$95,000 per year. Relocation package is available.

Summary of job description:


- Associate Director will manage multi-product lines underwriting teams.
- Directs the execution of underwriting, portfolio analysis and account based decision making.
- Directs the execution of underwriting and policy analysis.
- Monitors product records and quality standards.

All information will be kept confidential.

Contact:

Helen Dogias
Executive Recruiter
helen1221d@yahoo.com
Cell 916-835-5309

IWLA thanks our sponsors!



FITs[®]
Forensic Investigative &
Technical Services, Inc.

Benson P. Turner
President

9854 National Blvd., #118 866.290.2300
Los Angeles, CA 90034-2713 www.fitsservice.com

DataTamer



David Slon

Computer Consulting/
Hosted Backup Service

8950 West Olympic Blvd. #325
Beverly Hills, CA 90211
TEL 310-788-3480
dslon@DataTamer.com



Hoffman Brown Company

INSURANCE

15233 Ventura Blvd. • West Plaza
Sherman Oaks, California 91403
License 0814758

Susan M. Fife, CPCU, CPIW (818) 986-8200
sfife@hoffmanbrown.com FAX (818) 986-8510

Cathryn Feely
Vice President



KAERCHER CAMPBELL & ASSOCIATES
INSURANCE BROKERAGE

P: 310.536.4769
C: 310.429.5700 cfeely@kcaib.com
F: 310.551.6804 www.kaerchercampbell.com

1840 Century Park East • Suite 1100 • Los Angeles, California 90067-2112



**SPECIALIZING IN
INSURANCE CLAIMS**
License #820650

Marci Gonderman
Director of Marketing Phone: (714)666-0190 (800)548-1186
Fax: (714)666-0290
Cell: (714)920-8016 1610 E. Miraloma Ave.
e-mail: marci@garlandrestoration.com Placentia, CA 92670

RICHARDSON & HARMAN, LLP MBarrett@RH4law.com

Marci L. Barrett
Attorney At Law

Telephone (626) 449-5577 234 E. Colorado Blvd., Suite 800
Facsimile (626) 449-5572 Pasadena, California 91101



PROTECT. MANAGE. GROW.

Marilyn Cartrett
Assistant Vice President - Personal Lines

USI of Southern California Insurance Services, Inc.
21600 Oxnard Street, 8th Floor Main: 818.251.3000
Woodland Hills, CA 91367 Direct: 818.251.3178
www.usi.biz Fax: 818.251.3478
Email: marilyn.cartrett@usi.biz
Insurance License #: CA0351162



BILL FIFE SR. Phone: (818)894-8711
GENERAL CONTRACTOR
Lic #783682 Fax: (818)894-2956