

## METRO ACCORD

*"IAMD – YOUR MEASUREMENT OF SUCCESS"*  
*Education – Membership – Leadership Development*  
*Mentoring & Networking*



### **National Association of Insurance Women, International. The Association of Insurance Professionals**

#### **PRESIDENT'S MESSAGE – September 2008**

Well, the Olympics are over and what an exciting time for the athletes competing. For the past two weeks we have been hearing all about "going for the gold." But how about having a "gold medal" attitude? I think the IAMD board continues to exhibit the "gold medal" spirit. Their positive attitude is the most important ingredient for shaping the future of this association.

I hope all of you have been enjoying the beautiful weather this summer has offered and are finding some time to spend with family and friends and perhaps even relaxing a bit. Even though we have not had membership meetings this summer your elected Officers and Directors have been very busy.

We had our first board meeting on June 25<sup>th</sup> and what a session that was. This year's Officers and Directors bring valuable skills to the board to keep our association strong and viable - a true measurement of our success and I look forward to working with them. They are so enthusiastic and excited and have some wonderful ideas to share.

The very first event for this term was the CWC (Confidence While Communicating) class facilitated by Irene Basso and Sharon Rice. Thank you ladies, for giving up so many evenings to present the CWC class for IAMD. I am pleased to announce that we had two members who graduated from the class. I was able to attend the speak-off on Tuesday – July 29<sup>th</sup> and have dinner with them following. See Cheri Gelnak's and Chandra Kwaske's CWC endorsements in this bulletin. They are ready to sign-up for the Advanced Communications Class that we will be offering next spring. The CWC class provides a wonderful opportunity to get to know the other IAMD members better as well as improve your public speaking skills. IAMD will have a contestant at the State Convention in October – Chandra Kwaske the winner of the speak-off. So, please plan to attend the state meeting and support Chandra the weekend of October 17<sup>th</sup> as she competes in the State Speak-off.

The next event was the 5<sup>th</sup> Annual Golf Outing on August 6<sup>th</sup>, chaired by Sue Holbrook and Florence Nagy. We had 48 golfers in attendance and were able to raise money to benefit Mercy Education and Children With HairLoss. Both of these charities had representatives at the luncheon who shared with the golfers what their organization is about. This event is one that the golfers really seemed to enjoy as well as the workers. Thank you Sue and Florence for your continued commitment to IAMD and our charities again this year.

IAMD was well represented at the Michigan Council Meeting on Saturday August 9<sup>th</sup> presided over by our own Cindy Prud'homme, Council Director. We had 10 members from Metro Detroit in attendance and four of us did a presentation providing information for the local associations on the duties of the Treasurer – Budget and Finance, Auditing the books and filing the necessary tax forms including the new 990N. Thanks to Irene Basso, Kim Newbery and Florence Nagy for assisting me with the program - **Down and Dirty with the IRS**. There were 40 members in attendance with 10 associations represented and one member-at-large.

We are an awesome group of women who care about each other and will always help others in need.

Please join us at our first membership meeting on September 10<sup>th</sup> at our new location Ginopolis on the Grill located at 12 Mile and Middlebelt in Farmington Hills. See the flyer notice in the bulletin. We will be offering a one hour CE with Kathleen Bianculli presenting – The Facts About E & O Insurance. Please invite your co-workers to join us for dinner and earning an additional hour CE.

Speaking of continuing education, our Education Director, Kathleen Bianculli is chairing an education day in November offering six (6) hours of CE classes – watch for information on this in late September. Plan to invite your agents and others needing CE to take part in this economical education day.

On October 24<sup>th</sup> we will host our first fundraising event at Northville Downs --- an evening of harness racing. See the flyer in the bulletin on this event. Only through your support can we financially provide quality service to our members. Invite your friends and family to join us for an exciting evening at the races!

If you haven't gone to our website lately, please do so at [www.IAOMD.org](http://www.IAOMD.org). You will find our most recent newsletters, upcoming events, the 2008-2009 Strategic Plan for IAMD, board information as well as links to other insurance publications. Kim Newberry is to be congratulated for updating our website.

As you can see, everyone has been very busy for the past three months. Join us at the membership meeting and you will hear about many other events coming up.

Having a great attitude is our passport for a better association. Kudos to our Officers and Directors for their positive attitude!

***"IAMD – Your Measurement of Success"***

In friendship,  
*Nancy J. Fournier, CCLA, AIC, CPIW, DAE*  
President

#### **Bulletin Report**

The deadline for October bulletin is September 10<sup>th</sup>. If you have any suggestions for articles or would like to write a special feature for the bulletin, please submit the article to me by the deadline, as a Word document. Kim Newberry 248-204-8540 [knewberry@meadowbrook.com](mailto:knewberry@meadowbrook.com)



**"IAMD – YOUR MEASUREMENT OF SUCCESS"**

**Education – Membership – Leadership Development – Mentoring & Networking**

**INSURANCE ASSOCIATION OF METRO DETROIT, INC.**

Web Site: [www.iaomd.org](http://www.iaomd.org)

**Officers**

**Nancy Fournier– President  
248-615-8616**

**Nancy Kramer – President-Elect  
Chandra Kwaska – Vice  
President**

**Linn Feinstein - Secretary  
Florence Nagy - Treasurer  
Directors**

**Kathleen Bianculli – Education  
Melanie Elias - Marketing  
Susan Holbrook – Membership  
Anita Upson – Program**

**NAIW Mission** Insurance Association of Metro Detroit, Inc. is a member of NAIW and believes in the NAIW mission, which follows.

NAIW (International) serves its members by providing professional education, an environment in which to build business alliances and the opportunity to make connections with people of differing career paths and levels of experience within the insurance industry.

- NAIW (International's) membership is open to all professionals in the insurance and risk management industries who strive for and practice professionalism, regardless of their career level.
- NAIW (International) fosters and encourages diversity, offering a network for members in all career categories, all lines of insurance and all cultural and diverse backgrounds.
- NAIW (International) promotes mentoring, acceptance of change, personal growth and flexibility of participation.
- NAIW (International's) governance and the operational management exist to enable the association to carry out its mission.

**Date: Wednesday, September 10, 2008**

<b>Time:</b>	5:30 - 6:00 pm	Networking
	6:00 - 6:45 pm	Dinner
	7:00 - 8:00 pm	Program
	8:00 p.m.	Business Meeting
	8:15 p.m.	Board Meeting

**Place: Ginopolis on the Grill (NEW LOCATION)**  
27815 Middlebelt Rd.  
Farmington Hills, MI 48334  
(Corner of 12 Mile Rd & Middlebelt)

**Program: The Facts About E&O Insurance**  
Presented by Kathleen Bianculli, CIC, ACS, CISR  
CPIW, DAE - IAMD Education Director  
1 hour CE credit, additional charge of \$5.00  
includes filing fee. See attached notice.

**Cost:** Meal \$25.00

**RSVP:** Please RSVP to Nancy Rice via email  
[Rice.n@sbcglobal.net](mailto:Rice.n@sbcglobal.net) or 248-476-3593  
248-386-8863 **by September 5, 2008**

**MENU SELECTION**  
**Greek Chicken**  
**Broiled White Fish**  
**Pasta Primavera**

All entrees include house salad, vegetable, sides, and rolls

If you make a reservation for the meeting, you must cancel by the reservation deadline date or you will be responsible for the cost of the meeting

## Upcoming Events

Please mark your calendars with these dates for IAMD

- September 10, 2008** Membership Meeting - Ginopolis on the Grill 1 hr CE class
- September 20, 2008** Haven - Shop for a Cause, see article
- October 9, 2008** Membership Meeting - Ginopolis on the Grill - Combined meeting with CPCU. Speaker Ann Weber, VP and General Counsel Property Casualty Insurance
- October 17, 2008** Annual State Council meeting Grand Rapids (see flyer)
- October 24, 2008** Northville Downs for Harness Racing IAMD Fundraising event (see flyer)
- November 8, 2008** 6 hr CE class to be offered by Mid- Michigan Association (see flyer)
- November 12, 2008** Membership Meeting - Ginopolis on the Grill  
Speaker Linda DeSimone-Manager, Corporate Communications and Advertising, Amerisure Insurance Company. Topic Communication Styles- Influencing Internal and External Relationships
- December- No Membership Meeting** - Charity event to be hosted, more info to follow.

## Local Association News

### Membership

New Member

Sharon Cach  
J S Advisor Enterprises Inc  
PO Box 930385  
Wixom MI 48393  
(248)624-9366

Email [scach@jsadvisors.us](mailto:scach@jsadvisors.us)

### Employment Change

Kathleen M. Bianculli, CIC, CPIW, DAE, Commercial Lines Manager  
CIA Financial Group  
45600 Village Blvd., Shelby Twp, MI 48315  
Phone: 586-799-6072, Fax: 586-532-8300  
Email: [kbianculli@ciafg.com](mailto:kbianculli@ciafg.com)

## Community Service

The charities IAMD will be supporting this year are; HAVEN, Children with Hairloss, Care House, and Mercy Education Project.

The first of the events will be Sept 20<sup>th</sup> for HAVEN - Anita Upson, Chair. Shop for a Cause at Macy's from 9am to 10pm. For \$5.00 you can show your support for HAVEN and shop until you drop at Macy's on line or at any area store. With the purchase of a \$5.00 shopping pass form HAVEN you will receive 20% off the regular, sale and clearance items in several departments. Including women's, men's, kids apparel, fine jewelry, bed and bath items, house wares, luggage, china, silver, all kitchen and personal care electronics. With 10% off regular & sale furniture, mattresses and rugs. Register for this event at Havens' web site. [www.haven.myshopify.com](http://www.haven.myshopify.com) **Please support HAVEN by participating in this event.**

In November IAMD will be supporting Children With Hairloss - Betty DuRocher. Chair - more info to follow.

On February 14, 2009, we will be supporting CARE House – Irene Basso, Chair. Event: Teddy Bears with Cookies and Milk. Details to follow.

April, 2009, we will be supporting Mercy Education Project – Carmen Bonnici, Chair – more information to follow.

## IAMD Golf Outing

On August 6th the annual IAMD Charity Golf outing was held.

Fore, Wow, Oh No, Mmm that tasted good, Great Job, The Winner Is, I need more string and more mulligans. If you remember any of these phrases, you probably attended our Golf Outing. We had about 52 golfers and over 12 others for lunch.

We supported two wonderful Charities. We all had tears in our eyes listening to Regina talk about children who had no hair before going to the Children With Hairloss facility, and how they left with hair and many smiles. The self esteem of these kids was raised due to the simple act of receiving a wig to make their appearance more "normal".

Sister Maureen gave all of our hearts and emotions a tweak with all the wonderful things Mercy Education Project is giving back to young inter-city girls and women who are grateful for educational assistance and support they receive. By receiving these services they are given the ability to get off of welfare and be self supporting for their families. They now have an education, and future with the ability to be financially self supporting.

We were even able to assist our Scholarship Fund with a small donation!!

A big Thank you to all of our golfers, sponsors, donators or prizes, hole sponsors, hole in one sponsors and everyone else who had a part in this wonderful outing. Florence and I couldn't have done any of it without all of you and your support. Whether you are a golfer or not, this is a great and fun day that makes you feel good you participated. We are so grateful to you all. Mark your calendars now for 1st Wednesday in August!!!!

**Sue Holbrook & Florence Nagy Co-Chairs**

## Education

### Confidence While Communicating

*Greetings,*

This past summer I had a great opportunity to take a CWC class offered by IAMD. The course was exceptional, and helped me overcome a speaking in public fear I acquired over the past few years. The course is *Confidence While Communicating*. I encourage all who would like build your speaking style, improve your ability to speak in public with confidence, or the desire to put the zing back in your speeches this is the course for you. The course also has many tips and techniques to use in a variety of situations you may be faced with when giving a speech or talking with your team at the office. The course is facilitated by members of the IAWD, in a very comfortable atmosphere in a friendly and encouraging teaching forum. The "*Confidence While Communicating*" course is fully sponsored by the NAIW. Watch the IAMD news letter for the future class start date, and sign up for this exceptional course.

*Respectfully*

*Cheri Gelnak an IAMD member*

I recently completed the CWC Class taught by Irene Basso and Sharon Rice. I was already comfortable with public speaking; however I knew I could use improvement. This class really taught a lot about effective communication techniques. By the end of the class I felt more confident and effective as a communicator. I highly recommend this class to everyone as way to improve upon your own communication skills and to get to know members in our organization.

Chandra Kwaske CIC CISR

**Make sure to register for CPCU and IIA classes at Schoolcraft College. Currently classes are being offered for:** Ethics for the Insurance Professional, CPCU 510, CPCU 520, CPCU 540, ARM 54, ARM 55, ARM 56 See the website at [www.schoolcraft.edu/ces](http://www.schoolcraft.edu/ces) or call 734-462-4448

**November 8<sup>th</sup>, 2008** 6 hr CE class to be offered by Mid- Michigan Association of Insurance Professionals. Underwriting for Non-Underwriters. See attached flyer.

## State Council News

Make sure to register for the Annual State Council meeting to be held on October 17<sup>th</sup> and 18<sup>th</sup>, at The Crowne Plaza Hotel, Grand Rapids, MI. (see attached registration form)

Three CE classes will be offered on October 17<sup>th</sup> at the cost of \$25 each or two for \$40. You may sign up for one or two classes. Contact Michelle Kooistra at [michelle@armsinsurance.com](mailto:michelle@armsinsurance.com) to add these classes to your registration.

1. 11:30 to 3:30 (4 CE hr) Flood Class, presented Courtesy of Grand General
2. 12:30 to 3:30 (3 CE hr) Ethics in Business, presented by Bob Gerke
3. 3:30 to 5:30 (2 CE hr) Technology Today, presented by Ara Trembly, Sr. Technology Editor at The National Underwriter.

## Janet Holstine is inducted into the Insurance Hall of Fame

### LEADERS AND LEGENDS – OLIVET COLLEGE HOSTS MICHIGAN INSURANCE HALL OF FAME INDUCTIONS

OLIVET, MICHIGAN -- The Michigan Insurance Hall of Fame will honor three outstanding leaders, legends, and innovators in the insurance industry at the fifteenth annual induction ceremony of the Michigan Insurance Hall of Fame on Wednesday, September 17, 2008 on the campus of Olivet College.

**Janet K. Holstine** - Scotts, Michigan. As president of Insurance Educators, Ms. Holstine has been an active proponent of professional development and education. She has instructed insurance classes and has recruited and mentored young people and colleagues. Ms. Holstine is an active member of the National Association of Insurance Women at the local, state and national levels, and a member of the Agent's Education Council for the Michigan Office of Financial and Insurance Regulation, serving as chair for 3 terms. She is the former director of insurance programs at Olivet College.

**Norman J. E. Roe**- Grand Rapids, Michigan. Mr. Roe is a retired insurance executive who helped grow Foremost Insurance Company, making affordable insurance coverage available to many mobile home owners across the US. He was a strong proponent of continuing education throughout his career, and shared his knowledge through numerous professional forums and written articles. Many talented insurance industry professionals attribute their success to his tutelage. Mr. Roe has also been a strong supporter of the Junior Achievement program.

**Thomas C. Jones** - Ann Arbor, Michigan. Mr. Jones is senior advisor to the executive officers of The Hagerty Group, and a former management consultant, insurance executive and insurance commissioner for the state of Michigan. During his tenure as Commissioner, Mr. Jones encouraged competition in the property-casualty insurance market, initiating steps that eventually led to less regulation and industry "cartel" pricing. Ideas for the Essential Insurance Act and workers compensation rate-making reforms came about during his administration. Mr. Jones is also a strong proponent of education, serving as Director of the BBA Program and Executive-in-Residence at the Stephen M. Ross School of Business, and in other leadership roles at the University of Michigan and Northwestern Michigan College.

The Michigan Insurance Hall of Fame was established in 1994 as a way to pay tribute to individuals who have made a significant impact on the ability of the Michigan insurance and risk management industry to serve the public. An election panel, representing a cross-section from insurance and risk management, identifies leaders and/or innovators who have made significant contributions in five areas: product/service development, education, recruiting new participants, legislative and regulatory activity, and exemplary service. Visit <http://web.olivetcollege.edu/mihof> for details and a list of all Hall of Fame members.

If you are interested in nominating someone into the Michigan Insurance Hall of Fame or need additional information, please visit <http://web.olivetcollege.edu/mihof> or contact Michael R. Hubbel, administrator at Olivet College at (269) 749-7626.

## Region IV News

Sue Shaw, RVP will be selling the following T-shirts for the NAIW Literacy campaign, they will be delivered at the October State Annual meeting in Grand Rapids.

### REGION IV I'M OK T-SHIRT ORDER FORM

NAME: \_\_\_\_\_

LOCAL ASSOCIATION \_\_\_\_\_



CIRCLE SIZE: **LADIES PINK** : SMALL MEDIUM LARGE X-TRA LARGE 2X 3X

**MAN'S GRAY**: SMALL MEDIUM LARGE X-TRA LARGE 2X 3X

COST \$12.00 PER SHIRT – PROFIT TO GO TO NAIW INTERNATIONAL PRESIDENTS LITERACY PROGRAM: Laura Bush Gulf Coast School Library Recovery

\$12.00 X \_\_\_\_\_ # OF SHIRTS ORDERD - AMOUNT ENCLOSED \$ \_\_\_\_\_

CASH \_\_\_\_\_ CHECK \_\_\_\_\_ PAYABLE TO: SUSAN SHAW

I UNDERSTAND THAT SHIRTS WILL BE DELIVERED.

DELIVER TO ME AT:

\_\_\_\_\_ ANNUAL COUNCIL MEETING

\_\_\_\_\_ I WILL NOT BE AT THE ANNUAL COUNCIL MEETING PLEASE GIVE TO LOCAL ASSOCIATION MEMBER ATTENDING TO DELIVER TO ME.

Payment must accompany order. Orders may be mailed to Sue Shaw at [sue@lance-co.com](mailto:sue@lance-co.com) or 788 Graceland Ave., Barberton OH. Orders for delivery at MI Council Meeting by September 15.

## National News

**Correction on the 2009 National Convention dates to be held in New Orleans, May 27 to 31, 2009.**

NAIW now offers a NAIW Business Card Template. This can be used by members who do not have business cards with their names on and to make it known you are a member of NAIW. The template can be found on the NAIW website (NAIW.org), in the Members only section, Resource Center, Marketing tools section. The template is for use with Avery 5371, 8371 & 8871 paper stock.

## Keep these members in your thoughts

Becky LaFave, Insurance Women of Northern Michigan lost her sister-in-law in an auto accident.

Norma Nammensma, is recovering from surgery. Cards can be sent to her at 955 Evergreen SE, Grand Rapids, 49507

Phyllis Sapp, Ohio NAIW member is having health issues and would appreciate cards. Cards can be sent to 2217 Washington Ave, Norwood, OH 45212

Diane (Stone) Allen's mother passed away (8/29). Cards can be sent to 2349 Barnsbury Rd., East Lansing, MI 48823

## Pictures of the Summer Events

### June Board Installation





Cheryl Blair, Past NAIW President Installing the Board



Installation with Past International President - Cheryl Blair

## Golf Outing

Golf outing Mercy Education Project and Children With Hairloss



Golf outing Mercy Education Project and Children With Hairloss



Sister Maureen, Mercy Education Project



Sue Holbrook



Sue Holbrook and Florence Nagy-Golf Outing organizers

## Networking & Association Fund Raising 2008-2009



*Insurance Association of Metropolitan Detroit* has teamed up with SendOutCards in a unique fundraising opportunity. SendOutCards' website technology allows you to send cards, from anywhere in the world, at anytime of the day, without ever leaving your computer, in just minutes. With this incredible tool, not only can you remember people and share appreciation, you can motivate, uplift, encourage, and truly make a difference in the lives of others. These aren't "e-cards", they are tangible expressions of your gratitude, good wishes, and/or friendship. SendOutCards prints it...stuffs it...stamps it...mails it.

### Features:

- More than 8,000 cards available
- Choose from 9 handwriting fonts
- Create custom cards using digital photos
- Add a gift card from major retailers like Starbucks, iTunes, Home Depot, Old Navy, Macaroni Grill and lots more
- Include a check in any greeting card
- Auto alerts so you never forget a birthday or anniversary again
- SOC can walk you through the process after you log in – just click to listen

### SendOutCards for:

- Expressions – Good Luck, Congratulations, Sympathy, Welcome
- Holidays & Occasions – Birthday, Anniversaries, Weddings, Holidays
- Keeping In Touch – Announcements, Invitations, Motivational, Friendship
- Calendar Cards – Executive, Patriotic, Seasonal, Sports

To participate in this unique fund raiser for *Insurance Association of Metropolitan Detroit* complete the Pre-Paid Greeting Card Fund Raiser Order Form attached to the bottom of this announcement.

The Fund Raiser Form includes your Name, Address, and email address. This information will only be used to establish your fundraiser account in the SendOutCards system and/or for follow up questions/assistance. Once your fundraiser account is established, you will be notified, via email, of your SOC log in and password.

This is how the cards work - on the Internet, go to [www.sendoutcards.com](http://www.sendoutcards.com).

- Click the Login button
- Type in Username
- Type in Password

- Choose a card in a card category, find a card, click on the card icon below the card, type in a message, name, and address. Then click "Send Card"

SendOutCards prints it, stuffs it, stamps it, and sends the card in the mail for you! Your family, friends, and/or clients will not only appreciate the quality cards but, more importantly, will appreciate your thoughtfulness!

**For \$25.00, you will be able to send 10 standard greeting cards of your choice. This equates to \$2.50 per card!** Where can you purchase a quality card for \$2.50, including postage? For each \$25.00 fundraising account, *Insurance Association of Metropolitan Detroit* receives \$12.00.

Thank you for your support and happy card sending!

-----Detach here-----

Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Email \_\_\_\_\_

Cash \_\_\_\_\_ (\$25.00)

Check Number \_\_\_\_\_ (Payable to Melanie Elias – coordinator)

Credit Card Number \_\_\_\_\_

Type of Card \_\_\_\_\_ (Master Card, Visa, etc...) Expiration Date \_\_\_\_\_

Account Name \_\_\_\_\_ Billing Zip Code: \_\_\_\_\_

*Detach and submit this form, along with your \$25.00 payment, to your IAMD representative. IAMD representative to submit to coordinator, Melanie Elias, who will establish your SOC account and be available for questions or a system walk-through. Thanks again for supporting IAMD!*

*Join IAMD at Northville  
Downs for Harness Racing  
Friday, October 24, 2008*



*Race named after our Association & picture taken with  
winner of the race in the "Winners Circle".*

*\$30 per person includes:  
Admission, parking, program and an  
All You Can Eat Buffet.*

*Roast Beef Carving Station  
Ham, Fish, Pasta, Salad Bar, Dessert and Coffee & Tea*

*Races begin at 6:35  
Buffet from 6:30 – 9:30  
Cash Bar*

*RSVP by October 17, 2008 to [njkramer@aaa.com](mailto:njkramer@aaa.com)  
Checks payable to IAMD*





**Mid-Michigan Association of Insurance  
Professionals**

**Presents**

**"Underwriting for Non-Underwriters"**

**Saturday, November 8, 2008**

**8:00 a.m. – 3:00 p.m.**

**AAA Insurance Agency**

**1111 S. Euclid**

**Bay City, MI 48706**



*Underwriting for Non-Underwriters* is a complete overview of the different aspects of the underwriting profession, covering personal lines, commercial lines, workers compensation, life/health and surety bond underwriting issues.

You will learn the role of an insurance investigator in life/health underwriting, the difference between surety bonds and other insurance lines, how workers compensation rates are determined by underwriters, why driving records are important when obtaining auto insurance and much more.

This program will help insurance professionals to have a better understanding of what details an underwriter is looking for and why—information that will be helpful when working with customers. The opportunities are endless.

Instructor: Dorita Beal, CISR, CIC, CPIW

**Name** \_\_\_\_\_

**Agency/Company** \_\_\_\_\_

**Address** \_\_\_\_\_

**Phone** \_\_\_\_\_

**Registration Fee: \$45 Members / \$90 Non-Members, lunch included**

**DEADLINE FOR REGISTRATION IS October 31, 2008**

**(no refunds for cancellations or no-shows)**

**Mail Registration and check (payable to MMAIP) to:**

Jaime Millikin  
Americans Home Health & Hospice Care, Inc  
(810)230-9740 work  
(810)230-9721 fax  
Email: [JaimeMillikin@yahoo.com](mailto:JaimeMillikin@yahoo.com)

# Passport to Grand Rapids

Grand Rapids Insurance Professionals

October 17 and 18, 2008

2008 Michigan Council NAIW Annual Meeting

**Destination: The Crowne Plaza Hotel, Grand Rapids, Michigan**

Passport Fees: (Registration Fees)

NAIW First Timer Passport to State Annual Meeting \$25.00

NAIW Early Bird Passport Registration (prior to August 31, 2008) \$50.00

Standard & Guest Passport Registration (September 1, 2008 until deadline) \$65.00

Name:		
Designations:		Email:
Address:		
Agency/Company:		
Association:		
Work Phone:		Home Phone:
<input type="checkbox"/> Voting Delegate	<input type="checkbox"/>	Association President
<input type="checkbox"/> Alternate Delegate	<input type="checkbox"/>	Stats Officer/Council Director
<input type="checkbox"/> Guest	<input type="checkbox"/>	Assistant to Council Director
<input type="checkbox"/> CPIW/CPIM/DAE	<input type="checkbox"/>	Regional VP/Past Regional VP
<input type="checkbox"/> First Timer	<input type="checkbox"/>	Assistant to Regional VP
<input type="checkbox"/> CWC Contestant	<input type="checkbox"/>	Past Council/State Director

**Friday Night Dinner please indicate dinner choice: \_\_\_Beef & Broccoli \_\_\_Sweet & Sour Chicken \_\_\_Vegetarian Plate**

Special Needs: In accordance with Title III of the Americans with Disabilities Act, we invite all registrants to advise us of any disability and any requests for accommodations for that disability. Please submit your request in writing in advance of the convention.

Make reservations directly with the Crowne Plaza, 5700 28th St. SE, Grand Rapids, MI 49546  
1-800-496-7621 Room rates: \$105.00 plus taxes (14%) single or double room  
(Mention GRIP hotel code GIP for hotel discounted rate). We strongly suggest that you make your reservations as soon as possible. <https://resweb.passkey.com/go/mistatemeeting>

**Deadline for Registration: September 30, 2008. Mail Registration and Check (payable to GRIP) to:**  
Michelle Kooistra, 3515 Hubal SW, Wyoming, MI 49519  
Phone: Work: (616) 94-9896 ext, 14 Home: (616) 534-0778  
Email: [michelle@armsinsurance.com](mailto:michelle@armsinsurance.com)

# Passport to Grand Rapids

## Accommodations

Arrive: Friday October 17, 2008

Crowne Plaza Hotel

5700 28<sup>th</sup> St. SE

Grand Rapids, MI 49546

1-800-496-7621

Room rates: \$105 plus taxes (14%) single or double room

(Mention GRIP hotel code GIP for group discount)

[Http://resweb.passkey.com/go/mistatemeeting](http://resweb.passkey.com/go/mistatemeeting)

## Itinerary

Arrival at Hotel – October 17

Registration open 12:00 noon

Hospitality room open 12:00 noon

CE 3 hour Classes 12:00 pm

CE 4 hour Flood 11:00 am

Today's Technology 3:00 pm

Dinner - China 6:00 pm

Business Meeting TBA

France - Wine Country after meeting

2<sup>nd</sup> day – October 18

Breakfast – Germany 7:00 -8:15 am

Business Meeting TBA

Lunch – Mexico 12:00 noon

Business Meeting TBA

## Events

### October 17

Classes: \$25 per class/two for \$40

CE Class: Ethics in Business

Flood Insurance

Today's Technology presenter: Ara Trembly,  
Sr. Technology Editor, The National Underwriter

First Stop: 6:00 pm Arrive China for dinner

Second Stop: After business meeting: French Wine Country for wine  
tasting

### October 18

First Stop: 8:00 am Arrive in Germany for breakfast

Second Stop: 12:00 noon Arrive Mexico for lunch

**Insurance Association of Metropolitan Detroit, Inc.**

**2008 – 2009 Officers & Board of Directors**

*Education – Membership – Leadership Development  
Mentoring & Networking*

<b>President</b>	<b>President Elect</b>
Nancy J. Fournier	Nancy J. Kramer
Amerisure Mutual Insurance Co	Dearborn General Agency/AAA of MI
26777 Halsted Road	21917 Garrison
Farmington Hills, MI 48333	Dearborn, MI 48124
w 248-615-8616 h 248-269-8224	w 248-615-8616 h 248-851-1170
<a href="mailto:nfournier@amerisure.com">nfournier@amerisure.com</a>	<a href="mailto:njkramer@aaamichigan.com">njkramer@aaamichigan.com</a>
<b>Vice-President</b>	<b>Secretary</b>
Chandra Kwaske	Linn Feinstein
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