

IAO Matters



www.mo-iao.org

May, 2010

The Rice Paper

By Michael Rice

RSVPs are in and emails are out for our Employers Appreciation Banquet on May 10th, at Houlihan's. If you know of any businesses that would like to sponsor us, please let me know.

The 2010 Annual Convention will be June 9-12, 2010 at the Marriott Crystal Gateway in Arlington VA. Registration is \$500; rooms are \$179 per night. Additional information may be found at http://www.naiw.org/?page=Convention_Info.

Register for the 2010 Annual Convention online: http://www.naiw.org/events/event_details.asp?id=86231

I would like to take a moment and congratulate all our incoming officers for 2010-2011. Terilyn Sachs, President; Jocelyn Martina-Hood, President-Elect; Danny Douglas, Secretary; Rhonda Colton, Treasurer. Our new board of directors are Andy Esselman and Rebecca Rast.

Erin Heitman, Melissa Shelton and Melissa Marrs have completed their "tour of duty" on the board and we THANK YOU for your dedication to the association.

I had a good time this year as President. Continue to watch the newsletter for Terilyn's first meeting in June.

Rice out

Michael Rice
President

CALENDAR OF EVENTS



May 1st MO Networking Meeting
Location: El Sambre Restaurante, Clinton, MO

May 10th Employer Appreciation Banquet & Officer Installation
Location: Houlihan's (see page 2 for details)

Officers for 2010-2011

<i>Terilyn Sachs</i>	<i>President</i>
<i>Jocelyn Martina-Hood</i>	<i>President-elect</i>
<i>Danny Douglas</i>	<i>Secretary</i>
<i>Rhonda Colton</i>	<i>Treasurer</i>



June 9-12 NAIW National Convention
Washington, D.C.

IAO Matters Deadline

If you would like to add information or an article to the Newsletter, information for the Newsletter is due by the last week of the month to Carla Brixey via fax at (417) 877-5014, email @ cbrixey@anpac.com or mailed to ANPAC, Attn: Carla Brixey, 1949 E Sunshine, Springfield, MO 65899-0001

Employers Appreciation and Awards Banquet



Houlihan's Restaurant
Glenstone and Kearney, Springfield

Monday, May 10, 2010

5:30 pm for networking and socializing
6:00 pm dinner

\$18 for members and guests (i.e. spouses, significant others,
including members who are attending as a manager of another member)

No Charge for your employer as they are the guest of IAO

Menu

Non-alcoholic drink

Side Salad

Herb Grilled Chicken or Vegetarian Pasta

Choice of:

Chocolate Cappuccino Cake, Vanilla Bean Crème Brulee or Bourbon

Pecan Pie for dessert

This culminates the year and provides a great opportunity to let our employers know of our appreciation for their support and to let them know what we have accomplished this past year.

CLICK HERE TO RSVP to Michael Rice → Michael.Rice@anpac.com

This information is needed by **April 23rd** to allow time to mail the invitations.

2010 IAO Scholarship Awarded to MSU Student



2010 Scholarship Recipient Katrina Cartright.

IAO President, Michael Rice, represented IAO at MSU's annual scholarship banquet. At this event, Michael presented Katrina Cartright with the IAO scholarship that is funded by IAO for qualified insurance students.

Pledge Challenge for National Convention

Good afternoon fellow members! Many of you received the e-mail blast today from NAIW in regards to the Dictionary Project and also the Walk a Thon. I will be in DC representing Region V and also IAO as an alternate. I am going to be able to participate in the walk and would love it, if I could take 46 pledges with me from IAO. That is a pledge from every member..... awesome right.

If you are interested in making a pledge please let me know. I will be very happy to make arrangements to pick up your donation.

The Dictionary Project is a 501(c) (3) nonprofit organization. The goal of this program is to assist all students in completing the school year as good writers, active readers and creative thinkers by providing students with their own personal dictionary. The dictionaries are a gift to each student to use at school and at home for years to come. The Dictionary Project gives 95 cents of every dollar donated toward the purchase of dictionaries.

Checks will need to be made out to NAIW Legacy Foundation, which is also a 501(c) (3) nonprofit organization and note the Dictionary Project on your check.

I have learned my lesson, no challenges to other on this one.

Thank you in advance for your pledge,

Linda Shank, AIS, API, ACS, CPIW

Rhonda Colton Earns CPIW Designation



Rhonda receiving her CPIW Certificate



Linda Shank, Education Chair, giving the official presentation with Michael Rice with Rhonda's employees present

Members who have been designated Certified Professional Insurance Women and/or Men (CPIW/CPIM) by the National Association of Insurance Women (International). Are a very small part of our membership, but they are the nucleus of our goal for professional status in our industry. We must have educated professionals in our industry. Like every segment of our economy, our industry is evolving too rapidly for on-the job training to prepare employees for advancement in either life or general insurance in agency or company ranks. NAIW (International) is the first industry-affiliated association to recognize the efforts of the individual member to meet this challenge.

Recognizing that none of us should ever stop learning if we want to succeed in life, we urge each & every one of you to continue your pursuit of professional development by setting a new goal to achieve another industry designation or a college degree

Congratulations Rhonda!

Do you qualify for the CPIW or CPIM?

If you have worked in the insurance industry for 5 or more years, have been a member of IAO for 2 or more years, and have an industry designation, you may be very close to qualifying for your CPIW or CPIM designation! Contact Linda Shank to find out what you need to do.

JOIN IAO ON FACEBOOK!



<http://www.facebook.com/pages/Insurance-Association-of-the-Ozarks/105392529495833>



Follow us on Facebook, This is one way of keeping up to date with your association, keeping in contact with your fellow members, meeting new contacts, and keeping up with those that you just met. Invite your friends from other associations and your employers to join.

NAIW Region V Conference

March 27, 2010

West Bend, WI

Keynote Speaker: Thelma Seas



Leadership is something we can learn from each other and share. Don't take it personally if others won't share, some aren't good with people and can't!

Free yourself from the source of guilt for not being superwoman and doing everything at once.

Leadership is a PROCESS.

Survival Skills of Leadership: A Leader:

- Does not mean you need to be in front all of the time! Let others take the role and have the opportunity to take that risk.
- Has to be able to follow other people
- Needs to know how to not be the center of attention or always be the one people want feedback from.
- Must make a conscious decision to see the value in others and develop them, realizing they are different and maybe even better! You can learn something from everyone, even a homeless person. (Story about the man in a 3 pc suit begging for money. He said "Just because I'm homeless, I don't have to look like it.) Everyone has experiences you can learn from.
- Must know how to function, survive and be effective in a broad and diverse environment. (Age, social economic background, etc. Not just ethnic or gender)
- Know who you are. Present yourself with a dignity and respect so others can learn to respect who you are.
- Always make sure you are on the right side of presenting who you are at all times because of social media and the many ways to communicate widespread from you or about you. Be patient and careful about your leadership and how you communicate.

Different levels of leadership: Value all levels of leadership, not just the leaders at the top exec level.

Handling and Influencing younger generations: Don't use your own life experience to judge others and how they handle their leadership roles.

Submitted by
Carla Brixey

Missouri Council Members Meet in the Middle

On Saturday, May 1st, members of Missouri Associations in Springfield, Columbia and Kansas City met in Clinton, Missouri, to discuss business of the State Council and planning discussions for hosting Regional 2012 in Kansas City.



2012 Region II Conference Fund Raiser

*Corian Wine Bottle
Cheese Cutting Board*



Approx. Size 12 ¾ L x 4 ½ W
\$18.00

*Corian Port Bottle
Cutting Board*



Approx. Size 9 ¼ L x 5 ½ W
\$15.00

Hand wash for longer life of logo
Shipping and handling will apply \$5.00 each

NAME: _____

Qty _____ Wine Bottle

ADDRESS: _____

Qty _____ Port Bottle

CITY _____ STATE _____ ZIP CODE _____

+ _____ S & H (\$5 each)

\$ _____ Total

Make check out to: 2012 Region II Conference
Mail to: c/o Deb Lawhead
20 Emily Lane
Magnolia, DE 19962

Call Deb Lawhead (877) 277-4185
or Sandy Norris (888) 655-0806