



INSIGHT

JANUARY 2012

Website: <http://www.naiwmaine.org/ipgp.html>

Welcome to Maine winter! After a very mild start to the winter season, we've had a stretch of frigid weather and even some snow. I'm sure this is only the beginning.

Unlike winter, IPGP has passed the half way point for our fiscal year and we are approaching the busiest time. The nominating committee has been selected: Susan Nason is the nominating committee chair, while Shannon Gorman and Donna Coombs are the committee members. They have sent out the annual membership survey and will be interviewing candidates in the next month for next year's board. Thank you to them for agreeing to serve!

Heather has confirmed the most important details for our All Industry Night. We will hold the dinner on Wednesday, April 25th at Marriott Sable Oaks in South Portland and the Maine State Treasurer, Bruce Poliquin will be our speaker. We will hold All Industry Night meetings the night of our Board/Dinner meetings, so please consider helping to make the night a success. We usually have about 80 local area insurance professionals attend our All Industry Night, so it's a very important event for our organization!

Another item the board has scheduled is a 3 hour CE ethics class taught by PuroClean President, Ken Brigham. We will hold the class Saturday, May 5th at Patriot Insurance in Yarmouth. Please see our save the date within this month's Insight.

Thank you for taking the time to read through the Insight and please contact me for any reason - at any time.

Thanks,
Sarah Bailey
President, Insurance Professionals of Greater Portland

Thank you to our Local Sponsors



INSIDE THIS ISSUE

IPGP's 2011 – 2012 Officers ... Page 3

Dates to Remember ... Page 3

Dinner Meeting Notice ... Page 4

January Meeting Minutes ... Page 5

Save the Date - All Industry Night ... Page 8

Employer of the Year Award ... Page 9

Region 1 Conference ... Page 10

Region 1 Educational Scholarship ... Page 15

Save the Date - Ethics Course ... Page 18

Nominating Committee ... Page 19

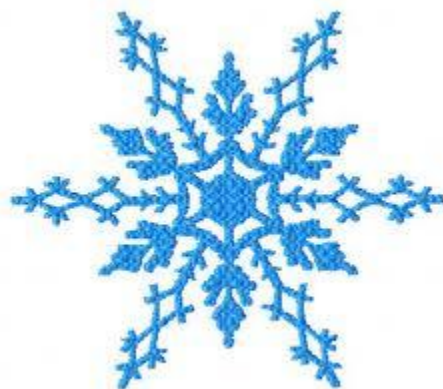
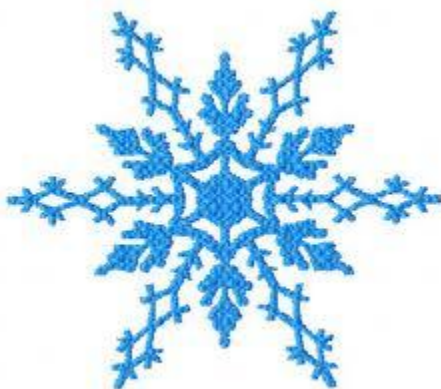
Education Committee ... Page 21

Safety Article ... Page 25

IPGP's 2011 – 2012 Meeting Schedule ... Page 26

IPG P's 2011 – 2012 Committee Chairs ... Page 27

IAIP Collect ... Page 28



Insurance Professionals of Greater Portland

2011-2012 Officers

PRESIDENT

Sarah Bailey
PO Box 9010
Westbrook, ME 04098
207-874-1612
sarah.bailey@acadia-ins.com
(Acadia Insurance)

PRESIDENT ELECT

Heather Caston-Talbot, AAI, CPIW
PO Box 3543
Portland, ME 04104
207-523-2235
hcaston-talbot@clarkinsurance.com
(Clark Insurance)

SECRETARY

Adele Nichols
PO BOX 507
Saco, ME 04072
207-282-5229
anichols@insurancecentermaine.com
(The Insurance Center)

TREASURER

Carol S. Colton, AAM, CISR, CPIW
60 Mayland Street
Portland, ME 04103
207-523-2211
candmcolton@gmail.com
(Clark Insurance)

DIRECTOR

Susan Nason ACSR, API, CPIW
171 Lexington Avenue
Portland, ME. 04098
207-523-2236
snason@clarkinsurance.com
(Clark Insurance)

Dates to Remember:

February Dinner & Board Meeting	Feb 7 th	Seasons Grille
March Dinner & Board Meeting	Mar 6 th	Seasons Grille



INSURANCE PROFESSIONALS OF GREATER PORTLAND

February 7th Dinner Meeting

Seasons Grille

155 Riverside St., Portland, ME (Exit 48)

5:00-5:30 PM Social/Networking

5:30 PM Dinner

Program, meeting & Board of Directors Meeting following dinner

Dinner Selections to follow

SPEAKER:

Dave Thompson, CEO of Red Cross of Maine

March is Red Cross Month so Dave will give us some insight into the Red Cross and their programs.



Please RSVP no later than Friday, February 3rd at noon to Carol Colton at candmcolton@gmail.com and feel free to email Carol with any questions.

Members, non-members, and guests will be responsible for payment of their reservation whether or not they are able to attend the meeting.

January 11, 2012 – Dinner Meeting

Our January dinner meeting was held at Acadia Insurance in Westbrook. President Sarah Bailey called the meeting to order at 5:37 pm.

Present at the meeting:

Members: Deb Gillis, Adele Nichols, Carol Colton, Sue Nason, Cindy Drown, Heather Caston-Talbot, Christine Logan, Sarah Bailey, Stacey Stubinski and Donna Holmes

Presenter: Sarah Bailey

Corporate Sponsor: Sonia Bourgoin, Paul Davis Restoration

Guest: Kim Swanson, Service Master

Dinner was served followed by Sarah Bailey leading the class: I CAN! Series - Risk Management Process – An Overview. Great job presenting Sarah!

There was a quorum present for the dinner meeting.

Minutes from December's meeting were approved as published in the last issue of Insight and will be filed.

Region 1 Conference:

- Who is planning on attending Regional Conference? We will plan to carpool, so if you plan to go please let Sarah know. The group will leave on Thursday afternoon and come back on Sunday.
- If you have not won the regional education scholarship in the past 3 years please apply – you can't win if you don't apply!
- Sue is compiling the information from the sheets members have completed. She will pass this information on to appropriate committee leaders for submission to Region 1 Awards Chair.

Education:

PuroClean has offered to teach an ethics course. The date will be Saturday May 5th at Patriot Insurance Company. This class is worth 3 ethic continuing education credits. This will be offered at a small cost to members and will be open for non-members at an increased fee. More information will be available soon.

Nominating Committee:

This year's committee has been chosen: Sue Nason, Donna Holmes and Shannon Gorman. Verbal vote was taken, everyone agreed with committee members. The 3 of them will get together to discuss positions soon. Sue has only received 6 membership surveys' back; please reply to her. We as an organization need to know what you like and don't like – we need your voice.

Website & Insight:

- Adele will choose 2 issues of Insight to submit for judging for Region 1 PRO's Newsletter contest.
- Deadline for Insight submission is January 19, 2012

All Industry Night:

- We have reserved The Marriott Sable Oaks for April 25th. We will be in the Casco Bay Ball Room. Heather hopes to set up the catering contract next week. The speaker has been set; State Treasurer Bruce Poliquin will speak to us about economic development and energy.
- Board members need to vote on "Insurance Professional of the Year" and "Rookie of the Year" at February's meeting.
- We will also be presenting "Employer of the Year" any member can nominate an employer for this. Sue will send out application to members.
- We will have a meeting after February and March meetings for those interested in helping make All Industry Night a great success

Announcements:

- Carol's surgery went well; a card was passed around for her.
- Jeannie's sister Peg broke her leg over the holiday; a card also went around for her to those that wanted to sign.
- February 3rd is National Wear Red Day to bring awareness to heart disease in women. Sarah gave pins provided by the American Heart Association to members.

Keep in Mind:

January 21, 2012 – Teleconference for Maine Council Meeting, 10am at Clark Insurance, Portland in conference room *** NEW DATE ***

February 7, 2012 – Dinner, Board and All Industry Night Meeting – Seasons Grille in Portland

March 6, 2012– Dinner, Board and All Industry Night Meeting – Seasons Grille in Portland

March 29th to April 1st 2012 – Region 1 Conference in Newport, Rhode Island

Flower door prizes donated from Sue Nason were won by Stacey & Heather. Sue also provided drinks and dessert for the meeting, thank you!

Meeting adjourned at 6:54 pm

Adele Nichols
Secretary 2011 - 2012

Board Meeting – January 10, 2012

Our January board meeting was held at Acadia Insurance. President Sarah Bailey called the meeting to order at 7:05pm. Members present at the meeting: Stacey Stubinski, Sue Nason, Sarah Bailey, Heather Caston-Talbot, Christine Logan & Adele Nichols.

There was a Quorum present

Treasurers Report:

- ✓ Carol advised that we profited \$235.53 from the Rada Sales. Carol getting the sales tax form ready to go to the State of Maine as this is required prior to January 15th.
- ✓ There may be enough money in our budget to send someone to IAIP National Conference. Heather is going to consider going, she will look into pricing
- ✓ Carol will provide us with updated budget worksheet at next month's meeting.

Programs:

- ✓ Christine to see about getting a claims adjuster to come speak with us for February's meeting.
- ✓ Carol is contacting the Red Cross for March

Website & Insight:

Deadline for Insight submission is January 19th.

Unfinished Business:

PuroClean class is set for May 5th at Patriot Insurance. The room at Patriot can fit 50 people; Adele to see if Ken has a limit on number of people he wants to attend. IPGP will provide beverages and snacks. Adele to check with Ken to see if 9am to noon works for his schedule. Save the Date to go in this issue of Insight, we will have invitation sent closer to May 5th.

Bylaws & Standing Rules:

- ✓ There are corrections to make to Standing Rules; #7 wording will be corrected to spell out the word "dues" and #13 should read State Council "Weekend" instead of "Day"
- ✓ The revised Standing Rules will be sent to membership via email so that vote can be taken at next month's meeting. After they are approved Heather will email to Corporate to keep on file.

New Business:

Regional Conference Awards have a deadline of February 21st. Committee members where sent an email from Sarah with the information.

Keep in Mind:

January 21, 2012 – Maine State Council Meeting by Teleconference at Clark Insurance 10am

February 7, 2012 - Dinner / Board Meeting Seasons Grille, Portland

March 29th – April 1st 2012 Region 1 Conference in Newport, Rhode Island

Meeting adjourned at 7:33 pm

Adele Nichols
Secretary 2011 - 2012



SAVE THE DATE!

ALL INDUSTRY NIGHT
Wednesday, April 25th, 2012
6-8pm

Casco Bay Ballroom at

Marriott.
PORTLAND
AT SABLE OAKS

Speaker:
Treasurer, State of Maine
Bruce Poliquin

EMPLOYER/EXECUTIVE OF THE YEAR AWARD 2012

PURPOSE: To recognize the support of employers/executives who made a significant contribution to the Insurance Professionals of Greater Portland and NAIW (International) during the past year.

Without the support of employers/executives many of our members would not be able to participate in IPGP and NAIW (International). We encourage the support of all employers/executives to keep IPGP and NAIW (International) going strong and growing. IPGP would like to recognize those employers/executives who show support of you as an insurance professional by supporting your activities in our association, by providing educational opportunities, recognizing your efforts, and advancing your insurance career. The nominee may be a company or an individual.

SECTION I:

Company/Individual: _____
Position/Title: _____
Address: _____
Phone: _____ Email: _____
Submitted by: _____

SECTION II: Please submit a brief essay on a separate sheet of paper (one page) supporting your choice for Employer/Executive of the Year.

Essay should include how this employer/executive:

- Supports NAIW's Focus. (Partner in Literacy & Cybercrime)
- Contributes to your efforts as an insurance professional.
- Supports your NAIW activities.
- Advances education for you and other employees.
- Supports the local community.

Submit nomination to the Board of Directors no later than March 15, 2012.

Acadia Insurance Company
C/o Sarah Bailey
PO Box 9010
Westbrook, ME 04098

Or by email to:
sarah.bailey@acadia-ins.com

2012 NAIW/IAIP Region I Conference

March 29 ~ April 1, 2012

Hyatt Regency, Goat Island, Newport, Rhode Island

Dear Region I Members:

The holidays have passed, our state days are behind us and the New Year brings new excitement for NAIW/IAIP's Regional and National Conferences! In the next few months, we hope that you will begin to plan to attend the 2012 NAIW/IAIP Region I Conference. The members of NAIW of Rhode Island are pleased to be hosting this special event. We hope you will be "Sailing into Success with NAIW". **(If you have purchased a Sailing into Success Sailboat pin – be sure to wear it when you check in to be entered into a special drawing!)** When you read the attached flyers and see our plans, we know you will want to be part of this wonderful conference.

If you arrive Thursday night, don't miss out on the Welcome Dinner at Newport Playhouse. If we have 75 or more in attendance, not only will you have a spectacular buffet dinner and see an awesome play, but you will have the opportunity to see a special performance of the Cabaret! So make sure you plan to attend this extraordinary experience.

Can't make the Newport Playhouse? Want to stay at the hotel Thursday evening? No problem! We will have Kevin Durigan, DJ Extraordinaire, spinning tunes in the Hospitality Suite from 7-10. Please stop by.

In addition to having our awesome leader, Region I Vice President, Debra C. Kuhne, AAI, CPIW, AIC, AIS, PWCA, DAE, CELS, CRIS at the helm for the weekend, we have other special guests that will be joining us. It is with great excitement that we have learned our International Representative for the weekend will be International Vice President, Jane Densch, CPCU, AIC, ARe, ARP, AIS, CPIW. We also have a special keynote speaker on Friday night who is Meagan Johnson who will speak on "Zap the Gap".

The insurance professionals of Region I will come together for education, the business of the organization, recognition awards, networking, fellowship and FUN! Once you have attended a Regional Conference, we know you will return year after year.

The stars will be shining in Newport and we will be there to welcome you to the great state of Rhode Island. Make it your GOAL to attend this year's conference.

Other items you need to know:

- Registration Dates – We will be using the *postmarked* date to determine Early Bird and late Registration fees.
- Information table – For those free spirits among us who want to explore on their own, we will have an information table near the Registration desk. Look for our "Fun in 15 minutes" flyer for ideas. We will have extra copies at the desk and in the Hospitality Suite.
- Tours – the committee has prepared several opportunities for your enjoyment. They are all limited in seating, so book early! We require payment in advance for all tours.
- Registration Cancellation Policy - Requests received in writing **BEFORE** February 13, 2012 will receive a full refund. Cancellation Requests received in writing between February 13 and March 1, 2012 - a \$50 charge will be assessed. **NO REFUNDS after March 1, 2012 – NO EXCEPTIONS!**

In fellowship,
Donna A. Liro, AIS, CPIW
Donna L. Varin, AIT, CIIP
2012 NAIW/IAIP Region I Conference Co-chairs

Last Name: _____

“Sailing into Success with NAIW”

NAIW/IAIP Region I Conference – Newport, Rhode Island

March 29 – April 1, 2012

Registration Form

1. Registration information – Please Print Clearly

Name: _____

Designations: _____

Mailing address: _____

Name to be shown on Badge: _____

City/State/Zip: _____

Employer: _____

Is this your office or home mailing address?

Local Association: _____

Daytime Phone: _____ Ext: _____

E-mail: _____ NAIW Member since: _____

Email will be used for confirmation and updates.

All above information will be placed on the printed Conference Roster and distributed to attendees.

 Please check here if you do not want your email included on the Roster.**Full registration includes:** Admission to Friday, Saturday and Sunday meals, *all* general sessions and non-fee educational programs.**Daily registration includes:** Admission to general session, no fee educational programs and specified meal function.**Single event tickets may be indicated in #5 below.**

2. Member Registration Fee:

 Early bird registration – prior to 2/12 \$265 _____ Registration after 2/12, prior to 3/1 \$290 _____ Registration after 3/1 \$325 _____

3. Non-Member Registration Fee:

 Early bird registration – prior to 2/12 \$300 _____ Registration after 2/12, prior to 3/1 \$325 _____ Registration after 3/1 \$350 _____

1-Day Registration Fee: (check day(s) attending)

 Fri. – Includes non-fee education & all 3 meals \$200 _____ Sat. Business meeting and Awards luncheon \$100 _____ Sat. Banquet \$75 _____

4. 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 request for accommodation for that disability. Your request should be submitted in writing as far as possible in advance of the conference.

 Dietary Needs: Diabetic Vegetarian Shellfish Allergy Other _____

5. Extra Guest Tickets may be purchased for (member must be registered)

 Friday Breakfast \$25 _____ Friday Lunch \$30 _____ Friday Business Meeting/Dinner \$55 _____ Saturday Breakfast \$25 _____ Saturday Awards Luncheon \$35 _____ Saturday Closing Banquet \$85 _____ Sunday Buffet Breakfast \$40 _____

6. Please tell us:

I will will not be staying for Sunday Buffet BreakfastReceived your CIIP/CPIW/CPIM or DAE since the last Regional Conference? Yes-CIIP/CPIW/CPIM Yes-DAE

7. Member Ribbons

- | | | | |
|--|---|--|---|
| <input type="checkbox"/> Delegate | <input type="checkbox"/> Alternate | <input type="checkbox"/> First Timer | <input type="checkbox"/> Current RVP |
| <input type="checkbox"/> Assistant to RVP | <input type="checkbox"/> Speaker | <input type="checkbox"/> Exhibitor | <input type="checkbox"/> Past Regional Officer |
| <input type="checkbox"/> CWC Contestant | <input type="checkbox"/> Council Director | <input type="checkbox"/> Council Director Elect | <input type="checkbox"/> National Officer |
| <input type="checkbox"/> Past National Officer | <input type="checkbox"/> DAE | <input type="checkbox"/> Awards Candidate | <input type="checkbox"/> CPIW |
| <input type="checkbox"/> ISFA | <input type="checkbox"/> CPIM | <input type="checkbox"/> Current Local President | <input type="checkbox"/> Member-at-Large |
| <input type="checkbox"/> Past Council Director | <input type="checkbox"/> Guest | <input type="checkbox"/> 25+ year member | <input type="checkbox"/> Young New Professional |
| <input type="checkbox"/> CIIP | <input type="checkbox"/> Host Association | | |

9. Thursday Night Welcome Dinner (see flyer on page 3)

Newport Playhouse (please indicate # of tickets) Member \$50_____ Non-Member \$60_____ \$_____

8. Seminars/Workshops:

Please mark the sessions you wish to attend. Retain a copy of your choices for your reference.

Friday, March 30, 2012

		<u>Material Costs:</u>
Water Damage: Mitigating the Loss	<input type="checkbox"/> 8 AM – 11 AM	Included
Legal Issues Facing the Insurance Industry	<input type="checkbox"/> 8 AM – 11 AM	Included
Flood Insurance Savvy	<input type="checkbox"/> 8 AM – 11 AM	Included
HO 2011 Program	<input type="checkbox"/> 8 AM – 11 AM	Included
Cloud Computing and SaaS	<input type="checkbox"/> 11:15 AM – 12:00 PM	Included
NAIW Listening Leads to Learning	<input type="checkbox"/> 12:30 PM – 2:30 PM	(\$15.00) \$_____
NAIW Making Change Work for You	<input type="checkbox"/> 12:30 PM – 2:30 PM	(\$15.00) \$_____
Inland Marine Coverages and Concepts Management Protection	<input type="checkbox"/> 12:30 PM – 3:30 PM	Included
Water Damage: Mitigating the Loss	<input type="checkbox"/> 1:00 PM – 4:00 PM	Included
NAIW Long-Term Care	<input type="checkbox"/> 2:30 PM – 5:30 PM	Included
Clean Technology	<input type="checkbox"/> 2:30 PM – 5:30 PM	(\$18.75) \$_____
	<input type="checkbox"/> 3:30 PM – 5:30 PM	Included

10. Saturday Afternoon Tours (see flyer on page 4 & 5) **Because of the overlap in time, you will only be able to attend 1 tour!**

- The Breakers Grand Mansion Tour** (indicate # of tickets) Member \$37_____ Non-Member \$42_____ \$_____
- Newport Vineyard Tour and Tasting** (indicate # of tickets) Member \$15_____ Non-Member \$20_____ \$_____
- Newport Grand** (indicate # of tickets) \$5 per person_____ \$_____

11. Payment Information

By submitting the registration form, I agree that I have read the information on Page 1 regarding payment information, and to abide by the terms therein.

Registration (items 2 & 3) \$_____

Guest Tickets for meals (item 5) \$_____

Material costs for Education (item 8) \$_____

Thursday Night Welcome Dinner (Item 9) \$_____

Saturday Afternoon Tours (Item 10)
The Breakers Grand Mansion Tour \$_____

Newport Vineyards Tour and Tasting \$ _____

Newport Grand \$ _____

My check is enclosed in the amount of \$_____. Please make checks payable to: **NAIW of RI 2012 Region I Conference**

**Please mail completed registration
and payment to:**

**Brenda Miller
65 Zachariah Place
Warwick, RI 02889**

Questions?

**Brenda Miller 800-652-6422 X24889
Donna Varin 800-652-6422 X23540
Donna Liro 800-343-3375 X770**

Reminder: Hotel Reservation must be made separately.

**Any cancellation received by March 1, 2012 will incur a \$50 processing fee.
No refunds after March 1, 2012.**

2012 NAIW/IAIP Region I Conference

March 29 ~ April 1, 2012

Hyatt Regency, Goat Island, Newport, Rhode Island

Fundraiser



1 for \$14 or 2 for \$25

These lovely pins are 1 ¼ inches with a full pin catch on the back.

We have them in Gold and Silver, with or without the writing.

Be sure to wear yours on when you check in at the registration desk

In Newport at the 2012 NAIW/IAIP Conference to be eligible for a special drawing!

Don't be caught without one!!

Please indicate number desired:

Gold with Writing _____

Gold without Writing _____

Silver with Writing _____

Silver without Writing _____

Add \$1.00 per pin for S&H _____

Total _____

Name: _____

Address: _____

Phone: _____ Email: _____

REGION 1 EDUCATIONAL SCHOLARSHIP

PROVISIONS OF SCHOLARSHIP AWARD

1. AWARDS IN AN AMOUNT UP TO \$500.00 EACH WILL BE PROVIDED TO COVER EDUCATION EXPENSES. THE NUMBER WILL VARY EACH YEAR DEPENDENT UPON SPONSORSHIPS.
2. THE COURSE MUST BE INSURANCE RELATED OR NECESSARY FOR ADVANCEMENT WITHIN THE INSURANCE INDUSTRY (i.e. REQUIRED COURSE OF BUSINESS DEGREE PROGRAM).
3. SCHOLARSHIP FUNDS MUST BE USED WITHIN ONE (1) YEAR FROM THE DATE OF PRESENTATION.
4. THE RECIPIENT OF THE SCHOLARSHIP AWARD SHALL NOT BE ELIGIBLE TO RECEIVE THE AWARD AGAIN FOR THREE (3) YEARS.
5. RECEIPT(S) FOR EDUCATIONAL EXPENSES WILL BE SUBMITTED TO THE SPONSOR FOR THEIR RECORDS.
6. UPON REQUEST, YOU MAY BE REQUIRED TO PROVIDE YOUR SOCIAL SECURITY NUMBER TO THE SPONSOR.

I AGREE TO ABIDE BY THE ABOVE PROVISIONS OF THIS SCHOLARSHIP.

DATE: _____

SIGNATURE: _____

NAME: _____

HOME ADDRESS: _____

EMPLOYER'S NAME/ADDRESS: _____

NAME OF IMMEDIATE SUPERVISOR: _____

LOCAL NAIW ASSOCIATION: _____

EMAIL ADDRESS: _____

**APPLICATION
REGION I EDUCATION SCHOLARSHIP AWARD
EDITION: 12/11**

RECEIVED BY DEADLINE: January 20, 2012

Applications may be sent via mail, fax or email.

RETURN TO: Polly Jones CSA, CLTC, CPIA, HIA, CIIP

421 Abels Rd.

Wrightsville, PA 17368

Phone: 717-244-4389

Fax: 717-244-5214

Email: polly@pejones.com

1. Number of years in the insurance industry: _____

Number of years in NAIW: _____

2. List NAIW activities (including offices held, committees served, etc.) from January 1, 2002 thru December 31, 2011. Attach a separate sheet, if more space is required.

3. Education

Degrees Held: _____

Designations Held: _____

List or describe courses/programs completed in past five (5) years. Attach a separate sheet, if necessary.

4. Briefly describe the course/program for which this scholarship will be used.

5. Career goals: Briefly describe your short term and long-term career goals.

6. How will this course/program help meet your objectives?

APPLICATION MUST BE RECEIVED BY JANUARY 20, 2012



SAVE THE DATE

Ethics Course

3 CE Credits

Presenter: Ken Brigham, President of PuroClean Emergency Restoration Services



DATE: Saturday, May 5th

TIME: 9am until 12 noon (3 hours)

COST: IAIP Members \$5

Non-Members \$15

LOCATION: Patriot Insurance Company

An email will be sent at a later date to sign up for this course.

5) Are you interested in a committee chair, co-chair, or member with IPGP this year? (Please circle)

Awards	Budget & Audit	Bylaws Education	Financial Aid	
Insight	Membership	Programs	Public Relations	Safety

6) Do you feel you understand what being a members of IPGP is all about and its benefits? (Please circle)

Yes No

7) Do you feel IPGP has met your needs this year? (Please circle) Yes No

If no, why?

8) Do you have any additional comments, suggestions or ideas for IPGP for this coming year?

Name:

Thank you for your membership, time and contributions you make to IPGP.

Please complete and return to me, Susan Nason, snason@clarkinsurance.com
January 3rd, 2012.

by

Thank you for volunteering!

Education Committee News



Have you been thinking about taking an insurance course this spring? If so, we have great news! Insurance Professionals of Greater Portland will be hosting the INS series INS 21, 22 and 23 starting March 12, 2012.

If you or anyone in your company is interested or would like to know more, please contact me via e-mail or by phone at 207-847-1822.

In addition, if you have taken the course and have an interest in teaching, we would be interested in speaking with you for future classes.

Please be advised that in order to hold a class we need a minimum of 8 students per class. More information will be coming your way. However, do not hesitate to contact me directly.

As always please let us know if there are any insurance courses that you are interested in taking or teaching. We value your input; we are here to provide the education that YOU want.

Sincerely,

Christine M. Logan



INSURANCE PROFESSIONALS
OF
GREATER PORTLAND

PROGRAM IN GENERAL INSURANCE
INS 21
General Principles of Insurance

Course Description: Basic Principles of Insurance- what insurance is, who provides insurance, how insurance is regulated, measuring the financial performance of insurers, marketing, underwriting, claims, insurance contracts, property loss exposures and policy provisions, liability loss exposures and policy provisions and risk management. 10 weekly assignments.

Course Begins: March 12, 2012 (First assignment due)

Time:5:00 p.m.

Location: Undetermined at this time

Course Leader: Carol Hooper, AAI, AIS, AU, CPIW, CPCU

*Fee: State of Maine NAIW Members \$125.00
Non-Members \$150.00

*These fees do not include study materials or exam fees

To order study materials, log into the American Institute for CPCU website at:

<https://www.aicpcu.org/default.htm>

Or call AICPCU customer service @ 1-800-644-2101

Materials needed for this course are the Course Guide: General Principles of Insurance, 5th edition and Text, "General Principles of Insurance, 5th edition. (Order 21RP)

State of Maine Agent License Continuing Education Credits: 1 hour of credit is earned for each hour of classroom time. This course is filed for a total of 20 hours of continuing education credit.



INSURANCE PROFESSIONALS
OF
GREATER PORTLAND

PROGRAM IN GENERAL INSURANCE
INS 22
Personal Insurance

Course Description: Personal Insurance- Insurance and Society, Personal Auto Policy, Homeowners Insurance, Other Residential Insurance, Other Personal Property and Liability Insurance, Personal Loss Exposures and Financial Planning, Life Insurance, and health and Disability Insurance. 13 weekly assignments.

Course Begins: March 12, 2012 (First assignment due)

Time: 5:00 p.m.

Location: Undetermined

Course Leader: Sue Nason, ACSR, API, CPIW

*Fee: State of Maine NAIW Members \$125.00
Non-Members \$150.00

*These fees do not include study materials or exam fees

To order study materials, log into the American Institute for CPCU website at:

<https://www.aicpcu.org/default.htm>

Or call AICPCU customer service @ 1-800-644-2101

Materials needed for this course are the Course Guide: Personal Insurance Principles, 5th edition and Text, Personal Insurance Principles, 5th edition. (Order 22RP)

State of Maine Agent License Continuing Education Credits: 1 hour of credit is earned for each hour of classroom time. This course is filed for a total of 13 hours of continuing education credit.



INSURANCE PROFESSIONALS
OF
GREATER PORTLAND

PROGRAM IN GENERAL INSURANCE
INS 23
Commercial Insurance

Course Description: Commercial Insurance- Commercial Property, Business Income, Commercial Crime, Equipment Breakdown, Inland and Ocean Marine, Commercial General Liability, Commercial Auto, Businessowners, Farm, Workers Compensation and Employers Liability and Miscellaneous Coverages. 12 weekly assignments.

Course Begins: March 12, 2012 (First assignment due)

Time: 5:00 p.m.

Location: Undetermined at this time

Course Leader: Vanessa Pike

*Fee: State of Maine NAIW Members \$125.00
Non-Members \$150.00

*These fees do not include study materials or exam fees

To order study materials, log into the American Institute for CPCU website at:

<https://www.aicpcu.org/default.htm>

Or call AICPCU customer service @ 1-800-644-2101

Materials needed for this course are the Course Guide: Commercial Insurance Principles, 8th edition and Text, Personal Insurance Principles, 8th edition. (Order 23RP)

State of Maine Agent License Continuing Education Credits: 1 hour of credit is earned for each hour of classroom time. This course is filed for a total of 24 hours of continuing education credit.

FEBRUARY 3, 2012 IS **NATIONAL WEAR RED DAY®!**

Did you know...

- Heart disease is still the No. 1 killer of women, causing 1 in 3 deaths each year?
- Heart disease claims the lives of more than 422,000 American women each year?

The American Heart Association's **Go Red For Women®** movement works every day to fund research and fight this killer so more women can be saved. They need our help. Celebrate **National Wear Red Day®** on Friday, February 3, to raise awareness about heart disease among women and to raise funds to ensure the research that could save a woman's life never has to be denied.

It is the mission and belief of **Go Red For Women** that together we can make a difference. February 3, 2012 we can join their mission, raise funds and rally support to fight this silent killer.

Here's how you can help fight heart disease among women:

- Encourage everyone to wear red on **February 3, 2012.**
- Help raise funds through donations and fundraisers for lifesaving educational programs and the development of new treatments to fight heart disease
- Make your workplace aware of heart disease, its impact on women and how we can fight back
- Love our hearts by being physically active, eating a heart-healthy diet and being educated about heart disease and its risk factors

**On February 3, 2012 let's make it our mission to save lives.
Together we *can* make a difference!**

®National Wear Red Day is a registered trademark of HHS and AHA

IAIP

Insurance Professionals of Greater Portland Meeting Schedule 2011-2012

	<u>Dinner</u>	<u>Topic</u>	<u>Board</u>	<u>Location</u>
July	None	N/A	19th	
August	None	N/A	16th	
September	6th	Keeping Kids Safe Online	6th	Seasons Grille, Portland
October	11th	Current Pertinent Legislative Issues	11th	Seasons Grille, Portland
November	8th	CPR Update	8th	Seasons Grille, Portland
December	6th	Driving Safety	6th	Seasons Grille, Portland
January	10th	I Can! Series	10th	Acadia Insurance, Westbrook
February	7th		7th	Seasons Grille, Portland
March	6th		6th	Seasons Grille, Portland
April	No dinner meeting due to All Industry Night April 25th		10th	All Industry - Marriott Sable Oaks Board - Clark Insurance
May	15th		15th	TBD
June	None		19th	Clark Insurance



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INTERNATIONAL ASSOCIATION OF INSURANCE PROFESSIONALS
COLLECT

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 Franzen

