

INSURANCE PROFESSIONALS OF SUSSEX COUNTY

The Voice

MAY 2011

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President's Message

At our April meeting we had Enterprise as our guest speakers. I believe we all learned a whole lot on the inn's & outs of properly protecting ourselves when renting a vehicle. Also as members of the Insurance Industry we get a discount. I never knew that.!



I can't believe another year is coming to a close. So many great events have taken place this year for all our members. We had great speakers come to our meetings, a new member joined, I had a baby, our yearly flower sale and we had the honor of having Carol Massare attended one of our meetings.

We are all looking forward to meeting the winner of our Scholarship this year and our Installation dinner is next month.

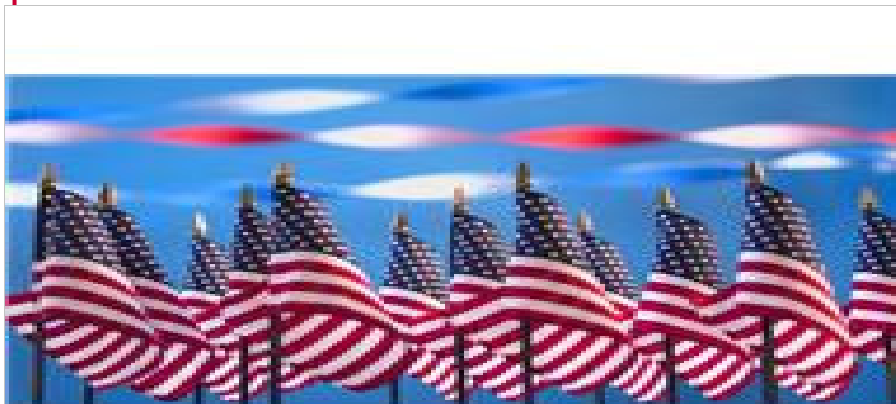
Please invite your friends, co-workers and family members to join in the festivities. Kindest Regards,

Nadia Hatzinas - President

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SAVE THE DATES!

**NATIONAL IN VEGAS BABY!
JUNE 5-8,
2011**



NAIW WEEK May 15-May 21, 2011

NAIW Week began as National Insurance Women's Day and was first celebrated May 10, 1957 to recognize " the fine contributions that insurance women are making to our industry ."

The first weeklong celebration called "National Insurance Women's Week" was held May 16-22, 1965. Since then, the week beginning the third Sunday in May has traditionally been set aside each year to applaud men and women in insurance and to recognize their considerable achievements. In 1988, the event was renamed NAIW Week to further focus attention on the special members of this unique organization.

There is no better time to celebrate the many accomplishments and achievements of NAIW (International) and its members than during NAIW Week. There is no better time to spread the word, share the story, and passion about what this organization has to offer than during NAIW Week.





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Stephen P. Tague, CPIA
President

State Farm's Top Dog Bite Claim States

May 10, 2011

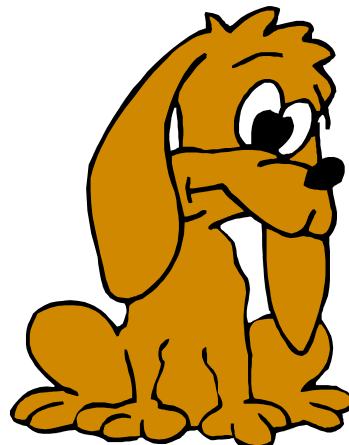
The list of the top 10 states for dog bite claims in 2010 processed by State Farm is as follows:

State - Number of claims – Claims paid (estimated)

1. California 369 \$11.3 million
2. Illinois 317 \$9.7 million
3. Ohio 215 \$5.7 million
4. Texas 202 \$3.7 million
5. Michigan 166 \$5.2 million
6. Pennsylvania 155 \$3.9 million
7. Florida 146 \$5.6 million
8. Minnesota 139 \$3.4 million
9. New York 119 \$4.3 million
10. Indiana 114 \$1.8 million

The Insurance Information Institute (III) estimates that in 2009, insurers across the country paid more than \$412 million in dog bite claims.

Source: State Farm





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WebCE Becomes a Wholly Owned Subsidiary of IRMI

Release Date: May 4, 2011

Contact: [Contact Us](#)

DALLAS—International Risk Management Institute, Inc. (IRMI), is pleased to announce an agreement to acquire [WebCE](#), the world's largest provider of continuing education (CE) for insurance and risk management professionals. On May 1, 2011, WebCE became a wholly owned subsidiary of IRMI.

For more than a decade, the two firms have worked closely to provide high-quality CE courses for the risk management and insurance communities, and this marriage combines all of the key ingredients for success under one company. WebCE will continue operating independently from its Richardson, Texas, headquarters with no changes in WebCE staff or contact information. The company will continue delivering both online and paper-based courses from its state-of-the-art delivery platform. More than 300 courses for CE, pre-license training, and testing services for licensed insurance professionals, financial planners, mortgage brokers, funeral directors, and others are available nationwide.

"Many years ago, I realized that WebCE has the best technology platform, course offerings, and visionary team in the online continuing education business. Their dedication to quality products and awesome customer service is just as fanatical as is IRMI's. By combining our talents and resources, together we will serve our customers even better than before. It is a marriage of two great brands, and we are very excited about the opportunities for the future," said IRMI president Jack P. Gibson.

WebCE president Gary Henkel said, "The entire WebCE team is thrilled to become a part of the IRMI family. Their unmatched expertise in providing risk management advice, coupled with WebCE's innovative CE offerings, is a game changer. No other enterprise providing education and advice to the insurance industry has the quality and product breadth now available through the combined IRMI/WebCE."

About International Risk Management Institute, Inc.

International Risk Management Institute, Inc. (IRMI), is a Dallas-based research, publishing, and educational organization focusing on insurance and risk management. IRMI reference services, conferences, and webinars give insurance buyers, risk managers, agents, brokers, adjusters, coverage lawyers, and underwriters knowledge to deal effectively with complex and rapidly changing insurance and risk management issues and problems. For more information, visit <http://www.IRMI.com>.

Contact: Jeff Greer, Director of Marketing, at (800) 827-4242



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A Year of Caring

By Diana Garrera, CPCU, CIC, AU, ARM, AAI, CPIW, AIS, API

Thank you all for the gift certificates for the children for McDonalds/Burger King, etc. This will be a nice treat for the children. I remember when I was a child what a big deal it was if we stopped for an ice cream cone (not a blizzard or sundae—just a simple cone). And if we did it twice in the summer that was fantastic. I think we sometimes forget the little things that can put a smile on a child's face. These gift certificates will be much appreciated.

My contact in DYFS is retiring and we wish Mary Dolan good luck and happiness in her retirement. Knowing Mary I don't think she will stop being a giving and caring person. I haven't met my new contact yet, but I am sure she will be just as grateful of our monthly donations.

Our suggestion for our May meeting is a repeat suggestion. First aid products and sunscreen to protect the children would be much appreciated. These products can be expensive and parents and/or foster parents might have to pass on purchasing these items and it is so important to protect the children from the sun. So if you can spring for a product or two I know they will be put to good use.

You guys have again been great and generous this past NAIW year. I'm not exactly sure when we started this Year of Caring, but I am pretty certain it has turned into a decade of sharing. Again, the little things in life can make a difference and I am proud of all of you and proud that our association continues to give back to our community.

We don't meet during the summer, but you can still continue to put aside some items so when we reconvene in September you can bring your goodies to me. You are all familiar with what items are useful, and if you have a suggestion for our contributions for a month, please feel free to share with me.

I'm looking forward to seeing you all at our 5/23/11 installation dinner. Why don't you bring a family member, friend or coworker to the meeting? We always have a nice time as we install our new officers and meet our scholarship winner and family. And naturally the food is great. See you there!



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Congratulations to our 2011 Scholarship Winner Daniel McGowan

Thankfully, no one in my graduating class was killed in a motor vehicle accident. There was almost one fatality this fall, however...me. I was involved in an accident when I flipped my car coming around a turn too fast. It was simply the hand of God, along with my seatbelt, that allowed me to walk away from it. After that experience, I have changed in several ways.

My accident was caused by my own mistakes and I almost paid everything because of it. I was going too fast along a winding road on a rainy day. I took a corner too wide because there was a car coming around at the same time. My tires lost traction on gravel, and my car skidded into a hill and flipped over. Afterward, I was staring at the roof of my car while hanging from my seat, acutely aware of the right angle the windshield formed in front of my face. Had there been any passengers, they would have been casualties and I would be a murderer. It is a scary thought and I am continually adapting to just how lucky I really was.

My accident has changed many things. I am now a very defensive driver. I no longer regard the speed limit as a guide but as a rule, which I should always have done from the start. I am constantly aware of my surroundings when I am driving and have found I have become considerably more observant of what goes on around me. Finally, I refuse to start my car until everyone has a seatbelt on, another rule that may seem like common sense but that too many of my friends disregard. I appreciated my friends' concern after the accident and since then, I have always tried to look after them as they go driving around because I do not want to be the "lucky one" who used up all our class' luck. Driving is not about luck, it's about responsibility.

330 word count

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Join us at the Blue Ribbon on
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Presentation



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