



www.southbaynaiw.org  
southbay\_naiw@yahoo.com

*South Bay Chapter*  
of the National Association of Insurance Women

PO Box 7938  
TORRANCE, CA  
90504-9338

# PACK YOUR BAG N' PEN IN 2010



**California Council  
Meeting**  
*Hosted by*  
**South Bay Chapter  
of NAIW**



**September 24 & 25**  
**Doubletree Hotel**  
**Torrance, CA**





**CA COUNCIL OF NAIW (INTL) REGISTRATION FORM**  
**24<sup>TH</sup> ANNUAL STATE MEETING 2010-2011**  
 Hosted By: South Bay Chapter of NAIW  
**"Pack Your Bag & Pen in 2010"**  
 September 24-25, 2010  
**REGISTRATION INFORMATION (TYPE OR PRINT)**



Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Badge Name: \_\_\_\_\_ Designations: \_\_\_\_\_

Day Phone # (        ) \_\_\_\_\_ E-Mail: \_\_\_\_\_

Employer: \_\_\_\_\_ Local Association: \_\_\_\_\_

**AMERICANS WITH DISABILITIES ACT:**

\_\_\_\_\_ Please check here if you have a disability or special dietary need, and will require special accommodation in order to fully participate in any activity. Please explain: \_\_\_\_\_

**RIBBON INFORMATION: Check Applicable**

Delegate        \_\_\_\_\_ CPIW/CPIM        \_\_\_\_\_

Alternate        \_\_\_\_\_ DAE        \_\_\_\_\_

Current RVP        \_\_\_\_\_ Past RVP/ Dir.        \_\_\_\_\_

National Officer        \_\_\_\_\_ Past Natl. Officer        \_\_\_\_\_

CWC Contestant        \_\_\_\_\_ First Timer        \_\_\_\_\_

Local President        \_\_\_\_\_ Past State Dir.        \_\_\_\_\_

Exhibitor        \_\_\_\_\_ Speaker        \_\_\_\_\_

Gold Timer        \_\_\_\_\_ Young Professional        \_\_\_\_\_

Member at Large        \_\_\_\_\_ Guest        \_\_\_\_\_

**SEMINARS/CE CLASSES/EVENTS – Friday, Sept. 24**  
(Please check the Seminars you wish to attend)

- NAIW Course "Mentors & Protégés"
- "How to Value Coverage to Enhance the Claims Process"
- "The 9 Secrets to Healthy Feet"
- "The Career Compass"
- "Internet Liability"
- First Timers Lunch 12:00 – 1:00 p.m.

**REGISTRATION FEES:**

Your Registration Fee includes: Friday CE Classes/Seminars and Welcome Party, Saturday Breakfast, Awards Luncheon, and Banquet

<b>NAIW MEMBERS</b>	<b>POSTMARKED BY 8/20/2010</b>	<b>\$ 125</b>	=	\$ _____
<b>NON-NAIW MEMBERS</b>	<b>POSTMARKED BY 8/20/2010</b>	<b>\$ 150</b>	=	\$ _____
<b>REGISTRATIONS</b>	<b>POSTMARKED AFTER 8/20/2010</b>	<b>\$ 175</b>	=	\$ _____
<b>THURSDAY NIGHT COMEDY &amp; MAGIC CLUB DINNER &amp; SHOW</b>		<b>\$ 57</b>	=	\$ _____
<b>TRANSPORTATION FOR THURSDAY NIGHT COMEDY &amp; MAGIC CLUB</b>		<b>\$ 20</b>	=	\$ _____

**EXTRA GUEST TICKETS**

Add \$30	Friday Night Welcome Party	=	\$ _____
Add \$22	Saturday Morning Breakfast	=	\$ _____
Add \$30	Saturday Awards Luncheon	=	\$ _____
Add \$35	Saturday Night Banquet	=	\$ _____

**TOTAL ENCLOSED        \$**

**HOW TO REGISTER – PLEASE MAIL YOUR REGISTRATION FORM BY August 20, 2010 TO GUARANTEE YOUR ROSTER LISTING. REGISTRATIONS RECEIVED AFTER August 20, 2010 WILL NOT BE PRINTED IN THE ROSTER.**

Make your check payable to: **2010 CA Council Meeting**

Mail the completed registration form and check(s) to:

**2010 CA Council Meeting, ATTN: P. Flaagan, 2215 6<sup>th</sup> Street Apt A, Santa Monica, CA 90405**

**REFUND POLICY:**

Cancellations must be in writing to above address. Cancellations received on or before 08/20/2010 will receive a full refund. A charge of \$50 will be made for cancellations received between 8/20/2010 and 9/15/2010.

***Sorry, no refunds after 09/15/2010.***

**HOTEL RESERVATION INFORMATION**

**The Doubletree Hotel  
Torrance/South Bay**

**A Member of the Hilton Family Hotels  
21333 Hawthorne Blvd., Torrance, CA 90503  
Reservation Toll Free Line 800 222-8733**

**[www.torrancesouthbay.doubletree.com](http://www.torrancesouthbay.doubletree.com)**

**CA Council Meeting  
September 24-25, 2010**

**NAIW Room Rates: \$99. per night  
(including early arrival Thursday September 23, 2010)**

**“Warm Chocolate Chip cookies await you when you check in”**



2010 CALIFORNIA COUNCIL MEETING  
September 24-25, 2010  
Doubletree Hotel, Torrance South Bay  
AGENDA AT A GLANCE



**Sept 23, 2010 Thursday**

**“FOR EARLY ARRIVALS”**

Take advantage of the NAIW Room  
Rate of \$99 per night!

\*\*\*\*\*

**REGISTRATION &  
CREDENTIALS**

Located in the Heritage Room  
Lobby  
3:00 P.M. to 5:00 P.M.

\*\*\*\*\*

*You are invited to join us  
for  
Dinner & Entertainment  
at  
The Comedy & Magic Club*

\*\*\*\*\*

*Cost: \$57 per person  
Includes Dinner &  
2 Drinks*

*Transportation  
(if needed)*

*\$20 round trip*

\*\*\*\*\*

*Bus picks up at Hotel at  
6:15 P.M. and  
returns at 10:30 P.M.*

*For reservations  
see The Comedy & Magic  
Club flyer enclosed*

**Sept 24, 2010 Friday**

**REGISTRATION & CREDENTIALS**

7:00 A.M. to 5:00 P.M.  
Heritage Room - Lobby

**HOSPITALITY SUITE**

8:00 A.M. to 9:00 A.M.  
12:00 P.M. to 3:00 P.M.  
5:00 P.M. to 6:00 P.M.  
Suite 809 – 8<sup>th</sup> Floor

**FIRST TIMER'S LUNCH**

12:00 P.M. to 1:00 P.M.  
Garden Court - Poolside

**VENDORS & EXHIBITORS**

12:00 P.M. to 7:00 P.M.  
Salon A - Lobby

**WORKSHOPS**

8:00 A.M. to 3:00 P.M.  
Salon B & C - Lobby and  
Garden Court – Poolside

**YOUNG PROFESSIONALS  
MEETING**

3:00 P.M. to 3:45 P.M.  
Salon B - Lobby

**MEET THE CANDIDATES &  
DELEGATE BRIEFING**

4:00 P.M. to 4:45 P.M.  
Salon B - Lobby

**CWC PRACTICE**

5:00 P.M. to 6:00 P.M.  
Salon B - Lobby

**WELCOME PARTY  
“SURF CITY”**

6:30 P.M. to 10:00 P.M.  
Salon C - Lobby  
Casual or Beach Attire  
No Host Bar – DJ

**NOMINATING COMMITTEE**

7:00 P.M. to 12:00 A.M.  
Executive Board Room - Lobby

**Sept 25, 2010 Saturday**

**BREAKFAST BUFFET**  
7:00 A.M. to 8:15 A.M.  
Horizon Room - 10<sup>th</sup> Floor

**REGISTRATION &  
CREDENTIALS**  
7:00 A.M. to 8:00 A.M.  
Heritage Room - Lobby

**1<sup>st</sup> BUSINESS SESSION**  
8:30 A.M. to 12:00 P.M.  
Business Casual  
Crystal Ballroom  
Salons A-B-C  
Lobby

**Holding Room for CWC**  
Executive Boardroom - Lobby

**AWARDS LUNCHEON  
“TRAVEL TOWN”**  
12:00 P.M. to 1:30 P.M.  
Horizon Room - 10<sup>th</sup> Floor

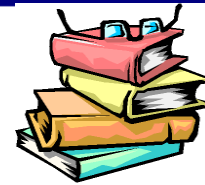
**2<sup>nd</sup> BUSINESS SESSION**  
1:30 P.M. to 4:30 P.M.  
Crystal Ballroom  
Salons A-B-C Lobby

**HOSPITALITY SUITE**  
4:30 P.M. to 5:30 P.M.  
Suite 809 – 8<sup>th</sup> Floor

**RECEPTION &  
SILENT AUCTION  
(Travel Theme Baskets)**  
6:00 P.M. to 7:00 P.M.  
Penthouse – 10<sup>th</sup> Floor  
**GROUP PHOTOS**  
No Host Bar

**DINNER BANQUET  
“STARRY, STARRY NIGHT”**  
7:00 P.M. to 12:00 A.M.  
Dress up!  
Penthouse – 10<sup>th</sup> Floor  
DJ

**WORKSHOPS & CLASSES**  
**Friday, September 24<sup>th</sup>, 2010**



8:00am-12:00pm Garden Court Pool Side	NAIW Course "Mentors & Proteges" Instructor: Janice Lovett, MBA, AU, AIS,CPIW,
1:00pm-3:00pm Garden Court Pool Side	"Mentors & Proteges" (continued)
9:00am-12:00pm Salon C	"How to Value Coverage to Enhance the Claims Process" 3 C.E. Credits Instructor: Robb Greenspan, SPPA - The Greenspan Company
9:00am-12:00pm Salon B	"The Secrets of Health, Anti-Aging & Weight Loss Revealed" Instructor: Dr. S. Kim, DPM & Author
1:00pm-3:00pm Salon C	"The Career Compass" Instructor: Wellington Pendell, Western Regional Training Director & Motivational Speaker
1:00pm-3:00pm Salon B	"Internet Liability" 2 C.E. Credits Instructor: Patrick Hanley, Sr. - Socius Insurance Services

**Mentors & Proteges**

6 hours, No CE Credits, CPIW/M or DAE Qualifier (no CE Credits)

**Instructor: Janice Lovett, MBA, AU, AIS, CPIW,**

Janice L. Lovett, MBA, AU, AIS, CPIW, is a Sr. Program Coordinator for American Safety Insurance. She came to American Safety in February 2002, after 2 year as Vice President of Programs for The Leavitt Group. Janice has over 20 years within the insurance industry. Janice joined the National Association of Insurance Women, Intl. (NAIW) in 1997, and has been a member of several regions and councils including Nebraska, Wisconsin, and California. She is a Past Council Director, and is currently working on her PhD in Leadership through the University of Phoenix. Janice is the mother of two boys and grandmother to two wonderful little girls (Carlee and Caylin).



This program includes the history and purposes of mentoring, descriptions of several formal mentoring programs, information about the benefits, responsibilities, and concerns for mentors/proteges. Certificate of completion included.

**How to Value Coverage to Enhance the Claims Process**

3 hours, 3 CE Credits

*Course number 6294 - 3CE - Three hours*

**Instructor: Robb Greenspan, SPPA ~ The Greenspan Company**

Under insurance or lack of proper value on buildings, contents and business interruption is one of the major problems in the claims process, causing many headaches and sleepless nights for the policy holders and their broker. How do we know what the right values are? Can I trust what my insured is telling me the values are? What if the insured has no concept of what the value is? These are some of the questions that you should be asking yourself every time you are placing insurance. Knowing how to arrive at the correct values, how to question your client to properly understand if the values they are giving you are accurate and finally what resources are available to determine the right coverage are all paramount to writing the proper policy. All of these questions and more are discussed in this class and the broker will leave with a better understanding of values, how they are arrived at the value, co-insurance and resources for determining valuation. Provides an in-depth look at business interruption needs.





## 9-Secrets of Healthy Feet

3 hours, no CE Credits

Instructor: Dr. S. Kim, Author and Physician

**Dr. S. Don Kim is a board certified foot and ankle surgeon who specializes in reconstructive ankle surgeries. Since 1991, he has been the medical director of the Los Angeles-based Kim Foot & Ankle Medical Centers. Dr. Kim has been an innovator in the health, nutrition and fitness field for more**

**than a decade. He discovered that the human body, mind and spirit are the mirror images of the universe. Dr. Kim postulates that understanding the qualities and patterns of the universe, we can better understand how our body, mind and spirit work together.**

**Dr. Kim is passionate about educating, empowering and inspiring all people. He hopes his lessons will enable success in the areas of health, business, career management, finance and personal relationships. Dr. Kim believes that empowering education is the key to a prosperous and balanced life. He has conducted hundreds of life-changing seminars since 2002.**

**Dr. Kim has been teaching natural healing for many years. Many have participated in his empowering seminars and have been inspired by his passion for health and wellness. Dr. Kim reveals that the body has all the power needed to heal itself, to reverse aging, and to lose weight naturally, given proper environment, without prescription drugs or crash diets.**

## The Career Compass

2 hours, no CE Credits



Instructor: Wellington Pendell, Western Regional Training Director, The Career Compass

**Wellington has been a certified trainer, coach and speaker for over fifteen years, and comes with a "who's who of training" background. He started his career with Procter & Gamble in the early 90's and then went on to consult to companies such as Bacardi Rum, Tony Robbins and Frito Lay. Most recently, Wellington was one of only two Regional Training Coaches in the U.S. for the Richard Robbins International Real Estate Achievement Coaching Company.**

**Do you make your bed every day when you get out of it? Why? Wellington can help you answer that question – and in answering that question can help you identify not only your personality "direction", but also those of your friends, family, loved ones, co-workers, and even that of your most difficult clients to enable you to "turn" those directions around to enable you to more fully capitalize on those personality differences to ensure a better relationship with those you live and work with.**

## Understanding Internet Exposures

2 hours, 2 CE Credits

*Course No. 95520*

Instructor: Patrick Hanley, Sr., President, Socius Insurance Services

**A graduate of Saint Michael's College in Colchester, VT, Patrick started his insurance career with American International Companies in 1987, underwriting miscellaneous Professional Liability risks. He started working for Swett & Crawford in New York as the manager of their Mortgage Bankers Professional Liability program in 1990, and in 1991 he relocated to their San Francisco office as Vice President and Financial Services Manager, brokering Directors' and Officers' Liability, Professional Liability and Employment Practices Liability for both publicly traded as well as privately held companies. Currently responsible for managing the overall operations at Socius, he plays an active role in the development of new clients. In addition to his underwriting and brokering experience, he regularly conducts continuing education classes in D&O, E&O, EPLI and Ethics in Insurance. He serves on the Board of Directors of the California Insurance Wholesale Association (CIWA), the Executive, Stamping and Legislative Committees of the California Surplus Line Association, the Executive Committee of the Professional Liability Underwriting Society (PLUS) Foundation and a member of the Agents and Brokers Advisory Committee (ABAC), he is currently working with the California Department of Insurance on various regulatory issues.**





# THE COMEDY & MAGIC CLUB

*Kick off your CA Council visit with a fun evening of laughter*

*& entertainment at the*

## THE COMEDY & MAGIC CLUB

1018 Hermosa Avenue

Hermosa Beach, CA 90254 ph: (310) 372-1193

**THURSDAY, SEPTEMBER 23, 2010**

**6:00 pm – 10:00 pm**

*(leaving hotel @ 6:15 pm, arriving @ club by 6:30 pm, show starts @ 8:00 pm, return @ 10:30 pm)*

**Cost: \$57.00 – Dinner, Show & 2 drinks +**

**\$20.00 – Bus Transportation to/from hotel to the Club**

### **Dinner Package Includes:**

**Admission to the Comedy & Magic Show (At least 4 performers) \*\***

*\*\*May include appearances by such well known comedians as Jay Leno, Jon Lovitz ~ no guarantees as to celebrity appearances*

*\*\*May include adult content in performances, South Bay Chapter of NAIW has no control over program content*

#### **Drinks**

**Two beverages per person (can include beer or house wine if selected)**

*(All Tax and Gratuity incurred on above items)*

#### **Dinner - Choice of 1 entrée per person**

**Freshly Baked Sourdough Rolls & Butter & Tossed Autumn Salad served with house Vinaigrette included**

#### **Lemon Mushroom Chicken**

Grilled Chicken Breast with a Lemon Mushroom Butter Sauce. Served with Mashed Potatoes and Vegetables.

#### **Grilled Salmon in Red Bell Pepper Sauce**

Fresh Gilled Salmon, Served in a Red Bell Pepper Sauce. Complimented with Mashed Potatoes and Vegetables.

#### **Penne Pesto**

Penne Pasta, Roasted Pine Nuts and Roma Tomatoes in a Pesto Sauce.

**\* Appetizers, Premium Drinks, and Desserts are available for an additional fee.**

**Limited Seating Available - Please RSVP BY August 20, 2010**

Name: \_\_\_\_\_ Email: \_\_\_\_\_

Association/Co. Name: \_\_\_\_\_ Phone: ( ) \_\_\_\_\_

How many Dinner/Show tickets: \_\_\_\_\_ x \$57.00 each = \$ \_\_\_\_\_ Total

\_\_\_\_ # of Lemon Mushroom Chicken Dinner(s)

\_\_\_\_ # of Grilled Salmon in Red Bell Pepper Sauce Dinner(s)

\_\_\_\_ # of Penne Pesto Dinner(s)

Transportation for: \_\_\_\_\_ person x \$20.00 each = \$ \_\_\_\_\_ Total

**TOTAL ENCLOSED: \$ \_\_\_\_\_**

Mail check & reservation form to: 2010 CA Council Meeting

c/o Pat Flaagan

2215 6<sup>th</sup> Street #A, Santa Monica, CA 90405

Contact: Carleen Armstrong, Co-Chair (562) 595-5355, Email: [carleen@driscollins.com](mailto:carleen@driscollins.com)

Susan Shaver, Co-Chair (310) 540-4687, Email: [pcsuzieq4010@yahoo.com](mailto:pcsuzieq4010@yahoo.com)

