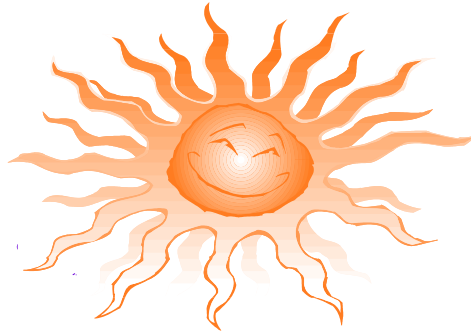


# Council Connections

New Jersey State Council  
National Association of Insurance Women



September  
2003



**Greetings from  
State Director  
Bonnie Adams**



***“Together  
We Can”***

HELLO FROM THE NEW STATE DIRECTOR:

THIS IS OUR FIRST ISSUE OF COUNCIL CONNECTIONS FOR 2003-2004. I AM SO PLEASED TO BE YOUR STATE DIRECTOR AND PROMISED TO DO MY BEST FOR EACH MEMBER OF EVERY ASSOCIATION IN NEW JERSEY.

AT OUR FIRST COUNCIL MEETING ON AUGUST 16, 2003, THE COMMITTEES AND LOCAL PRESIDENTS MET TO REORGANIZE FOR THE NEW YEAR. WE ARE ALL EXCITED ABOUT IGNITING THE NAIW SPARK. OUR NATIONAL PRESIDENT CHERYL BLAIR LEE (KNOWN AS SPARKY) IS REALLY CHARGED UP AND ALL THE STATE DIRECTORS AND RVP HAVE BEEN MOTIVATED TO DO OUR BEST.

THE STATE OF NEW JERSEY WILL BE WORKING ON THE NATIONAL CAMPAIGN FOR LITERACY. EACH ASSOCIATION THROUGH THE LOCAL PRESIDENT WILL BE ASKED TO CONTRIBUTE IN SOMEWAY TO THE LITERACY PROGRAM. IT DOESN'T HAVE TO BE A BIG INVOLVEMENT, BUT WHATEVER TIME YOU CAN GIVE. JUST BRINGING YOUR OLD BOOKS TO A SENIOR CENTER, ENGLISH AS A SECOND LANGUAGE PROGRAM, ETC WILL BE WONDERFUL. IF YOU CAN READ TO CHILDREN, IMAGINE THE LOOKS ON THEIR FACES THAT WILL ALWAYS BE WITH YOU. SO THINK OF SOMETHING AND LETS ALL CONTRIBUTE, ONE BOOK, ONE STORY AT A TIME.

STATE E DAY IS JUST AROUND THE CORNER, PLEASE PLAN TO ATTEND AND ENCOURAGE ALL YOUR MEMBERS TO COME. THIS IS A CHANCE TO SEE WHAT THE STATE IS DOING AND WHO WILL BE OUR NEXT LEADERSHIP TEAM. ALSO, THERE WILL BE AWARDS, SO PLEASE SEND IN YOUR APPLICATIONS. IT IS A TERRIFIC FEELING TO BE ABLE TO REIMBURSE YOUR ASSOCIATION OR YOUR EMPLOYER SO THAT YOU CAN ATTEND STATE E DAY OR A REGIONAL CONFERENCE. TAKE IT FROM ME, THE FORMS CAN BE DONE AND I AM ALWAYS AVAILABLE TO HELP. THE FIRST ONE IS THE HARDEST. AFTER THAT JUST KEEP UPDATING.

CAN'T WAIT TO COME TO EACH ASSOCIATION AND MEET YOU ALL.

YOURS IN FELLOWSHIP,

BONNIE L ADAMS, CPCU, ARM, AU, AIS, CPIW,DAE

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<p><b>NJ Local Presidents</b></p>	<p><b>NAIW OF ATLANTIC COUNTY:</b>  Barbara Whitlock, CPCU, AIM, CPIW  PO Box 527, S Seaville, NJ 08246  Wk 609-390-3360 Fx 609-390-3239  Email <a href="mailto:bwhitlock@pashleyinsurance.com">bwhitlock@pashleyinsurance.com</a></p> <p><b>NAIW OF CENTRAL NJ</b>  Patti Smith  PO Box 162, S Bound Brook, NJ 08880  Wk 732-469-3000 Ext 168  Email <a href="mailto:psmith@niagroup.com">psmith@niagroup.com</a></p>

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**NAIW OF SUSSEX COUNTY**




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**Mini Board**



Mini Board this year in Hartford Ct, was awesome as usual. There was information available for all new officers. One of the outstanding presentations was given by Tom Kenyon and Deb Hamilton. It was creating the passion for NAIW. We were all assigned to come up with ideas to spread the NAIW message. Each table presented an idea. The ideas were all doable things that each association can do. If you are interested in some of the things, let me know. I will get information for you.

I would strongly recommend that all future officers attend a mini board. I know it is not easy, but the experience is overwhelming. We took a first timer from our association who came away with so many ideas that she could channel to other members back home. Try to encourage your association to send a couple of officers next year to Mini Board, it will be in Providence RI. Region 1 is the only region with a training session for its local officers and it is a jewel that we are so proud of.

<p style="text-align: center;"><b>National Convention</b></p> 	<p>NATIONAL CONVENTION, NASHVILLE TN</p> <p>AS A FOLLOW UP TO THE ANOUNCEMENTS ALREADY SENT FROM NATIONAL, THE NAME CHANGE DID NOT PASS. IT NEEDED A 2/3'S VOTE FROM THE DELEGATES. THE NUMBERS WERE IN FAVOR OF THE NAME CHANGE, BUT A 2/3'S VOTE WAS NOT RECEIVED.</p> <p>NEW MEMBERSHIP CATEGORIES WERE ESTABLISHED FOR RETIRED MEMBERS, STUDENT MEMBERS, REINSTATED MEMBERS WITH A LAPSE. A REMINDER YOUR LOCAL BY-LAWS AND STANDING RULES WILL HAVE TO BE CHANGED TO MEET THE NEW CATEGORIES. THIS CAN BE DONE DURING THE YEAR OF 2003-2004.</p> <p>THE SPEAKERS AND WORKSHOPS WERE GOOD. TOO BAD NJ ONLY GETS 3 CREDITS FOR THEIR CE'S. SOME OF THE CLASSES WERE 4 HOURS LONG AND 3 CREDITS JUST DOESN'T SEEM RIGHT. BUT THAT IS NEW JERSEY.</p> <p>NASHVILLE WAS A GREAT TOWN TO SEE, WE TRIED THE GRAND OLDE OPHRY AND THAT WAS FUN. WALKED ABOUT THE TOWN. TN'S SALES TAXES APPLIED TO EVERYTHING, THAT WAS A CHANGE FROM NEW JERSEY. WE EAT VERY WELL.</p> <p>ONE OF THE BEST THINGS ABOUT NATIONAL IS MEETING NEW PEOPLE, SEEING OLD FRIENDS AND JUST HAVING A GOOD TIME IN EVERYTING WE DO. REGION 1 WENT ON A PADDLE WHEEL BOAT AND HAD DINNER. YOU CAN GUESS, I ENJOYED THE FOOD AND THE COMPANIONSHIP.</p>
<p style="text-align: center;"><b>Awards</b></p>  <p>Mary Corvaia/ Barbara Whitlock</p>	<p>It's Fall Awards time. The following awards will be given out at E-day: Claims Person of the Year; Insurance Professional of the Year; E-Day First Timer; E-Day Veteran; Regional First Timer; Regional Veteran; and an Educational Award. All applications can be down loaded from the State Council Website. Please have all candidates submit 4 copies of their application to: Barbara Whitlock, CPCU, AIM, CPIW c/o Eugene W. Pashley Agency, Inc., 1314 S.Shore Rd., Marmora, N.J. 08223. I must have all applications by September 26, 2003. If you have any questions, feel free to contact me. Thanks, Barb</p> <p>Note: State Council website address <a href="http://www.naiwnj.org">www.naiwnj.org</a></p>
<p style="text-align: center;"><b>Local Association Update</b></p> <p style="text-align: center;"><b>Insurance Women of Mercer County</b></p>  <p>Pat Ulrich (from 5/30/03)</p>	<p>This was an exciting year for the Insurance Women of Mercer County. Our first meeting this year started on a high note with the Department of Bank and Insurance Commissioner, Holly Baccke, speaking. It was exciting to hear from a Commissioner who actually knows the insurance industry.</p> <p>Bonnie Adams, our immediate past president, became our State Director Elect and we are very proud of her.</p> <p>Karen Sinatra-Horband read an excerpt from the first meeting of the Insurance Women of Mercer County from 1955 at our September meeting. Each month we have continued to listen to the minutes from various meetings through out the year and it has been a real treat that the documents were kept so well.</p> <p>In listening to the past minutes, you can see how far we have come as "insurance women" and as an organization.</p> <p>Our March meeting presented a heated, but civil debate on whether the NAIW should change their name or keep it. Most of our members did not elect the name change feeling that the name presented id not feel like it encompassed all the areas of the insurance industry. We will most be seeing a new name in the near future, but our goals remain the same and we will continue to be a strong force.</p>

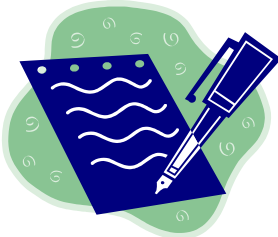
Mercer County had the pleasure of hosting the “first-Timers luncheon” at the Region I conference in Atlantic City NJ. The Monopoly theme fit right in and everyone attending had a great time. There were many friendships strengthened and many new ones made.

The conference was such a success that all the associations of our state council deserve a round of applause. The seminars, meetings, and accommodations were first class and enjoyed by all.

For our May meeting, we celebrated “NAIW week” by presenting each member with a daffodil. It represented “Moving towards our goals and desires, together one step at a time”. We felt it was a nice way for our members to remember that we as an organization are here for each other.

June will present us with the National Convention and our year will end with “Industry Night” and installation of our officers. This has been a banner year for our “50<sup>th</sup> anniversary”.

**Local Association Update**  
**NAIW of Central NJ**



Marlene Swiderski  
(from 6/13/03)

In my final message I would like to look back and recap the events of my term as President and share with you what belonging to NAIW has helped me to accomplish.

In my first year I learned the importance of time management. Submitting association award applications, membership dues, preparing for Miniboard, state E Day, Regional conference, and having the opportunity to act as your delegate for these state and regional meetings.

I learned new words such as Partnering, Horizon Plan, DAE Designation, Cyber Crime, and how they benefited NAIW on the National, State and Local levels. The importance of education and how it affects your relationship in the course of our job and servicing the confused customer.

My second term of office was truly a learning experience. Who are the seeds of NAIW, its members. Working on a Regional conference committee and being a chairperson truly proved to me the NAIW mission. Providing professional education, opportunity to make connections, encouraging diversity, promoting mentoring and acceptance of change, and to me, personal growth through participation and getting involved.

I had the opportunity to meet Linda Santiso, National President of NAIW; Aleta Stephens, past National President; Cheryl Blair Lee, National President-Elect NAIW 2002; Lisa Lyons, past Region 1 Vice President; and Kay Charbonnier, current Region 1 Vice president.

In NAIW I felt the sorrow of fellow members during the September 11 attack on the World Trade Center and the crash of Space Shuttle Columbia STS-107 and listened and shared the stories of how NAIW came together and offered assistance. I saw the compassion in a time of sorrow in the passing of loved ones. I celebrated with the news of new births.

NAIW has indeed helped me to become a better person. I would like to thank my officers and members for the support that was given to me during my term as president. I hope that you will continue to support your incoming officers, as I have and will continue to support NAIW of Central NJ.

Thank each and everyone for the experience, one that I will never forget.

**Message from  
Past NJ State  
Director**



**Paula S. Michael**

Good Morning my Fellow NAIW Friends & Family

I went into the NAIWNJ Website & read our New SD message and have to say I had somewhat similar emotions on July 1st but mine were more like OH MY GOD it is over!!!

Just wanted to say Thank you from the bottom of my heart for all of your Passion, Excitement and Cooperation you gave to me as State Director during my term of office.

I learned many things but most importantly the unity we have as an organization and that I know I can always count on my NAIW friends & family for support both in business and in my personal life as well

Speaking of which I somewhat dropped off the planet since around 6/27/03 when I got a call from Tiffany who is due to have a little baby girl on 8/3/03. She had gone into pre-term labor & two shots later they stopped it . I went down for a 'Quick Visit" over July 4th (had to be sure she was behaving) Well after we got past at least three more needed weeks for Kylee to baste a little longer. She has decided to hang in there so we have been on pins & needles waiting for the call for Kylee to come into this crazy world. I will be in Fla for about two weeks after she arrives.

I am sorry to have missed Mini Board but hope to be back in the loop after my Grandbaby decides what she plans on doing!!!

Again thank you and may you all have a wonderful term of office & please pass my regards on to all new Local Presidents & officers as well!!!





Yours in fellowship

Paula S. Michael

**Congratulations**



Congratulations to Patti Smith, President of NAIW of Central Jersey. She was awarded the New Jersey Young Insurance Professionals Director of the Year Award at the PIA of NJ annual business conference in Atlantic City. The NJYIP Director of the Year is given to the person who actively supports and works for the goals and objectives of the NJYIPs. Patti was honored for her progressive leadership, attention to responsibilities and tireless work ethics. She is a member of the associations Special Events and Membership Committees. Congratulations, Patti.

<p style="text-align: center;"><b>Council Connections</b></p>  <p style="text-align: center;">Terri Porrino</p>	<p>Local associations are encouraged to submit articles to Council Connections to share news of member achievements, upcoming events, or ideas.</p> <p>Here is our tentative newsletter schedule &amp; the associations we would like to receive articles from.</p> <p>Fall 03 – November – Central, Cumberland/Salem  Winter 03 - 04 – January – Monmouth, New Jersey, Atlantic  Spring 04 - April – Sussex, Southern  Summer 04 - June- Mercer, Northern</p> <p>All local associations are welcome to submit articles for any issue.</p>
<p style="text-align: center;"><b>State E Day 2003</b></p>  <p style="text-align: center;"><b>10/24-25 Holiday Inn Somerset NJ</b></p>	<p><b>All Stressed Out With Somewhere to Go</b></p> <p>State E Day 2003, hosted by NAIW of Central NJ, will be held Friday 10/24/03 and Saturday 10/25/03 at the Holiday Inn in Somerset NJ.</p> <p>Central will be collecting new children’s books for National’s Literacy Project. Friday evening will include entertainment and a massage chair. The non-CE course is a defensive driving course that reduces points on your license as well as insurance premiums. The CE course is Financial Planning for Women.</p> <p>Central is in need of some volunteers to help out with E Day. Please contact Sue Quimby at home – 908-281-9734, or email <a href="mailto:suequimby@patmedia.net">suequimby@patmedia.net</a> .</p>
<p style="text-align: center;"><b>Education</b></p>  <p style="text-align: center;">Juliet Sisti</p>	<p>The National Association of Insurance Women (International) has adopted the Literacy Program as a project and currently they are talking to several National Literacy Programs in an effort to establish a partnership. C.B. Blair; our National President has charged her RVPs with the task of spreading the word to the State Directors and the local associations.</p> <p>See the attached flyer for more information.</p>
<p style="text-align: center;"><b>Membership</b></p>  <p style="text-align: center;">Pat Ulrich</p>	<p>Is there a relationship between nurturing and communications? Nurturing is defined as “...to further the development and foster...” and communication as “...a process by which information is exchanged....through a common system of symbols, signs, or behavior...personal rapport.”</p> <p>The basics of establishing and maintaining relationships encompass both nurturing and communication, along with the basic values of respect and keeping promises.</p> <p>In order to nurture any relationship, communication needs to be the right message, with the right approach and at the right time.</p> <p>Others define who we are by how we communicate verbally and non-verbally. Partnering communication with nurturing, over time, creates trust, respect and a predisposition to wanting a relationship – to wanting to be associated with an individual or group.</p>

We need to be aware as we communicate we are being defined by the recipients perception an interpretation of the verbal and non-verbal message being sent.

Each of us needs to make every effort to nurture our members and prospective members through our communications. We need to create an enticement and a curiosity as well as an education as to the uniqueness of who we are.

Relationships are an ever-evolving entity. They require frequent enhancement and repairs.

Have you defined relationships by nurturing through communication with members and prospective members?

**Local Association News**

**NAIW of Southern NJ**

NAIW of Southern NJ is sponsoring a Fashion Show at Boscov's in the Moorestown Mall on October 2, 2003. The flyer for this event is included in a separate attachment.

**Email or Snail Mail?**

*Council Connections is now being sent to recipients electronically. If you (or someone you know) are unable to receive or open the Word attachment, or if you prefer to receive your newsletter via standard US mail, please contact Terri Porrino and a hard copy will be sent to you.*

**Nominating**

Carole Massare

**General Candidate Form is included in a separate attachment with this newsletter.**



**WANTED**

NJ STATE COUNCIL of NAIW will hold elections for three (3) leadership positions at their Annual Meeting in October.

**State Director Elect**

Requirement: Passion

**Public Relations**

# Chair

Requirement: Commitment

# Membership Chair

Requirement: Dedication

FAX or mail your Candidate Form today or no later than  
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Nominating Chair

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