

THE BLUENOSE BUGLE – OCTOBER 2016 EDITION



NSIWA

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NOVA SCOTIA INSURANCE  
WOMEN'S ASSOCIATION

Presented by NSIWA

[www.nsiwa.com](http://www.nsiwa.com)

[www.caiw-acfa.com/nsiwa](http://www.caiw-acfa.com/nsiwa)



### October's Presidents Message

Wow can you believe how fast September went. Everyone is now getting back into the swing of new and old routines. Our Committees are hard at work making sure we have a successful 2016-2017 term.

Here are a few highlights for this month:

Our Insurance Information Campaign is on fire "pardon the pun". We have 4 events coming up in the next month; please check out the dates. We would love to see you at one of the events.

Ways and means are in the process of getting everything in place for our largest fundraiser: Our Christmas Auction and our Cancer Crusade Christmas basket ticket sales.

We have received the Public Speaking Topics; stay tuned for this month's general meeting for details.

Our Convention 2018 committee is getting down to nitty gritty and meeting on a regular basis. I just know it will be the best convention yet. If you would like to get involved in helping on a committee please let Lana Kenney know, she will be happy to pair you up.

Memberships are arriving daily. Have you ever thought about asking a co-worker to join you at one of our meetings? Maybe he or she could really use the fellowship, networking or education part of our meetings. This month whoever brings a guest, will have their name entered into a draw for a gift card.

Marketing is working hard at promoting our Association. They have recently attended the Atlantic Brokers Convention in Halifax. We will wait and see what the response was at our upcoming general meeting. I told you we are off to a busy start.

In closing; I want to wish everyone a Happy Thanksgiving. We have so much to be thankful for. Sometimes we don't realize it.

Yours in fellowship,

Tamara Higgins

NSIWA President

**Mission statement:**

To preserve and enhance the value of our Member Associations through Education, Networking and to foster personal growth.



<http://www.caiw-acfa.com>

**Énoncé de mission :**

Préserver et rehausser la qualité de nos associations membres, par l'éducation, l'entraide et encourager le développement personnel.



Fellow members,

Let me begin by thanking each and every Association for its support! I am honored and humbled to accept the stewardship of the Canadian Association of Insurance Women (CAIW). For more than 50 years, CAIW has carried out an empowering mission, shaping a legacy of women of excellence within the Insurance Industry.

It is hard to imagine being here without the 15 years of mentoring, friendship and assistance of my colleagues at the Montreal Association of Insurance Women. I offer them my most heartfelt thanks for their guidance and encouragement, as well as the steadfast trust they have placed in me. You are my motivation and inspiration! I am proud to be part of this family of extraordinary professionals, always ready to undertake challenges with such passion and determination. Thank you for your support!

My primary role as President will be to represent CAIW. I will seek, to the best of my abilities, to promote a growing sense of local and national participation. However, given our rich tradition and the current challenges our Association and its members face, how do we begin to write the next bold chapter for CAIW?

As you are all aware, this Association encompasses a vast community of professionals extending across our country. I believe we are about to pass a new threshold, where our veteran members can help chart our future by allowing for change. To plan and ensure a future for our Association, we must first immerse ourselves in a strategic planning process by which we re-evaluate some of our past traditions and methods of operation. By doing so, we can look for ways to overcome our current challenges. Our Past President, Lynn Kelly, raised our awareness to fiscal responsibility. Our budget now reflects this need to operate within our means. Before her, Tracy Fata made relevant suggestions to help us navigate our programs into the 21st Century. I extend my appreciation to both for their willingness to find solutions to such growing trials. These are but a few examples of answers to moving forward. Many additional concrete solutions were provided at Convention Forum this year. The current Board will consider all of the suggestions offered by our members as well as the Advisory Committee, looking to implement as many of your ideas as possible. I thank all that attended Convention and participated in Tracy's brainstorming activities!

Although change cannot be made without some hit or miss, we have a unique opportunity to rise to the occasion. Our mission is to Educate: let us find ways to increase educational tools. And, let us bank on the benefits of Social Media. Our Association was also founded on the principals of networking and personal growth. Let us create opportunities for membership engagement, and expand our partnerships: local and beyond. As Lynn Oldfield stated during the panel discussion on Education Day: *we should not be afraid to challenge.*

As we write our next chapter, let us work together to take our Association to the next level. **The time has come!**

Yours in fellowship,

*Panagiota Kalantzis, CAIW President 2016 - 2017*



# NSIWA GENERAL DINNER MEETING

WEDNESDAY October 19th, 2016 – RAMADA DARTMOUTH

5PM FOR 5:30PM - \$40

PLEASE RSVP by Friday October 15<sup>th</sup> – 4pm to:

[tamara.higgins@avisbudget.com](mailto:tamara.higgins@avisbudget.com)

\*\*PLEASE NOTE PERMANENT LIST IS IN EFFECT THIS MONTH

GUEST SPEAKER:

**Gordan Michael - Continuing Education - St. Mary's**

TOPIC: The Silver Economy Engagement Network

MEMBER SPEAKER:

**Tracey Down - Portage Mutual**

TOPIC - Insurance Information Week & Special Awards



## **Permanent List 2016-2017**

Heather Baltzer

Diane Penney

Heather MacLean

Gilberte Theriault

Jacque Young

Colleen Sampson

Tamara Higgins

Leslie Campbell

Brenda Vautour

Denise Russell

Graeme Dorey

Lana Kenny

Annie Martin

Rebecca Burke

Melissa LeBlanc

Joyce Jennings

Debbie Johnson

Lynne Gerhardt

Sandra Cox

Paula Creelman

Being on the permanent list does not require you to RSVP to the monthly meetings (but you do have an obligation to cancel if you are not going to be there). If you ARE NOT on the permanent list, you MUST RSVP to:

[brenda.vautour@avisbudget.com](mailto:brenda.vautour@avisbudget.com)

If you would like to be added to the permanent list, please contact Brenda.



**OCTOBER BIRTHDAYS!!**

**GILBERTE THERIAULT**

**OCT 3<sup>RD</sup>**

**K CONNORS**

**OCT 10<sup>TH</sup>**

**BARB YOUNG**

**OCT 10<sup>TH</sup>**

**ERICA HACHEY**

**OCT 10<sup>TH</sup>**

**KRISTINA CONNORS**

**OCT 12<sup>TH</sup>**

**MYRNA SMELTZER**

**OCT 14<sup>TH</sup>**

**KATHERINE TONER**

**OCT 25<sup>TH</sup>**

**CHRISTI CAHILL**

**OCT 26<sup>TH</sup>**

**MARIE HELENE HACHE**

**OCT 29<sup>TH</sup>**

**JOYCE JENNINGS**

**OCT 29<sup>TH</sup>**

***It's that time of year again for membership renewals!! In the Bulletin are the renewal forms for Member/Associate 2016.***

Please complete and return, along with cheque payable to NSIWA to either myself or Joanne Morgan-Westall at the address indicated below.

Thank you

Shelley & Joanne - Membership Chairs

Shelley Landry, CIP  
Director, Operations - Atlantic Region

Crawford & Company (Canada) Inc.  
120 - 237 Brownlow Avenue  
Dartmouth, NS B3B 2C7  
Phone: 902-468-7787 ext. 6119  
Cell: 902-497-6870  
Fax: 902-468-5822  
Email: [shelley.landry@crowco.ca](mailto:shelley.landry@crowco.ca)





## MEMBERSHIP APPLICATION 2016/2017

NAME & DESIGNATION IF ANY: \_\_\_\_\_ POSITION: \_\_\_\_\_

COMPANY \_\_\_\_\_ EMAIL ADDRESS \_\_\_\_\_

FULL BUSINESS ADDRESS: \_\_\_\_\_ PHONE: \_\_\_\_\_

FULL HOME ADDRESS: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_ PHONE: \_\_\_\_\_

BIRTH DATE: DAY: \_\_\_\_\_ MONTH: \_\_\_\_\_

Are you willing:

To serve on a committee? YES \_\_\_\_\_ NO \_\_\_\_\_

To chair on a committee? YES \_\_\_\_\_ NO \_\_\_\_\_

When did you first become a member? (year) \_\_\_\_\_

How many conventions have you attended? \_\_\_\_\_

I HEREBY APPLY FOR ACTIVE MEMBERSHIP. I HAVE ENCLOSED \$50.00 PAYABLE TO NSIWA.

Signature: \_\_\_\_\_ date: \_\_\_\_\_

Please complete application and return with dues by October 31<sup>st</sup> to:

Shelley Landry or Joanne Morgan Westall

c/o Crawford & Company

120-237 Brownlow Avenue

Dartmouth NS B3B 2C7

shelley.landry@crawco.ca p: 902 468-7787 ext. 6119

joanne.morgan@crawco.ca p: 902-468-7787 ext. 6113

## **REMINDER**

## CHRISTMAS CHARITIES

As previously advised, every Christmas we contribute \$500 to two (2) women-related charities. The Executive decide which charities, based on the information submitted to them. In the past 3 years, we have contributed to:

1. 'Transition House Association of Nova Scotia to be specifically used for "The Paula Gallant Modified Art Therapy Project"
2. Alice Housing

While these are still very worthwhile charities, we must, according to our By-Laws Item 18 (a) and (b) ask the general membership every three years to nominate any other woman-related charity they wish us to consider. The name of the organization and all details of their operations must be submitted by October 30 and should be emailed to me, as Chairmen of the Long Range Planning Committee, at [cmsampson@bellaliant.net](mailto:cmsampson@bellaliant.net) The information can also be given to me at the September or October General Meetings.

If you have a favourite charity you wish to nominate, please gather the necessary information and submit it as soon as possible. The executive will review all submissions and announce the outcome at our November General Meeting, as the cheques need to be sent by December 15<sup>th</sup>.

I look forward to receiving many submissions.

Colleen Sampson, FIIC

Chairman, Long Range Planning Committee

## BUSINESS REPORT CONVENTION 2016 – TORONTO, ONTARIO JUNE 8 – 12, 2016

The 50<sup>th</sup> Anniversary of the Canadian Association of Insurance Women kicked off bright and early on Thursday, June 8, 2016 at the Hyatt Regency in Toronto. The meeting was called to order by Madame President, Lynn Kelly, CIP, CRM at 8:15 am.

Lori Penner, CIP, Secretary read the Notice of the Annual General Meeting, followed by the singing of “O Canada” in English and French. The CAIW Collect was read in English by Madame President, Lynn Kelly, CIP, CRM.

Karen Akeson, CIP and Betty Hornick Metzler, BA, CIP, CRM of the hosting Association, TIWA, offered a warm welcome to the registrants.

Madame President, Lynn Kelly, CIP, CRM performed the following introductions:

### CAIW Executive Board for 2015-2016:

President: Lynn Kelly, CIP, CRM  
 1<sup>st</sup> Vice President: Panagiota Kalantzis, LL.L, LL.B., LL.M  
 Secretary: Lori Penner, CIP  
 Treasurer: Brenda Miller, CAIB, FCIP  
 Past President: Tracy Fata, B.Sc, FCIP, CRM  
 The position of 2<sup>nd</sup> Vice President was vacant during the second half of this term.

### CAIW Directors 2015-2016:

Insurance Professionals of Calgary	Shannon McMurphy, CAIB, CIP
Edmonton Insurance Association	Dawn Patton, BA, FCIP, CRM
Manitoba Association of Insurance Professionals	Brenda Miller, CAIB, FCIP
Montreal Association of Insurance Women	Panagiota Kalantzis, LL.L, LL.B, LL.M
New Brunswick Insurance Women's Association	Katherine Toner, BA, LL.B
Newfoundland Labrador Association of Insurance Women	Donna Payne, CIP, CAIB, CRM
Northwestern Ontario Association of Insurance Professionals	Sheila Slowe, CAIB (Hons)
Nova Scotia Insurance Women's Association	Deb MacDougall, CIP
Toronto Insurance Women's Association	Sonia Scattarelli, B. Comm, CIP
Insurance Women's Association of Western Manitoba	Lori Penner, CIP

### Convention Delegates and Alternates 2015-2016:

Insurance Professionals of Calgary:	Delegates: Shannon McMurphy, CAIB, CIP Orla McGregor
	Alternates: Evanne Shepherdson, CIP
Edmonton Insurance Association:	Delegates: Candace Martin Dawn Patton, BA, FCIP, CRM
	Alternates: Sara Cole
Manitoba Association of Insurance Professionals	Delegates: Nancy Dixon, CIP Lee Huys, CAIB
	Alternates: Judy Sapinski Katherine Morgan
Montreal Association of Insurance Women	Delegates: Jacki Lisi Josee Sabourin

New Brunswick Insurance Women's Association	Alternates: Delegates:	Monique LeBlanc Paula Eichmann Katherine Toner Amanda McTague
Newfoundland Labrador Association of Insurance Women:	Delegates: Alternates:	Donna Payne, CIP, CAIB, CRM Thea Baird, CAIB Sandra Bishop
Northwestern Ontario Association of Insurance Professionals:	Delegates: Alterntes:	Sheila Slowe, CAIB (Hons) Linda Lacroix, RIB
Nova Scotia Insurance Women's Association	Delegates: Alternates:	Lynne Gerhardt Deb MacDougall, CIP Tamara Higgins Amber MacInnis, BA, CIP
Toronto Insurance Women's Association	Delegates: Alternates:	Sonia Scattarelli, B. Comm, CIP Sephora Sciara Vinita Jajware
Insurance Women's Association of Western Manitoba	Delegates: Alternates:	Tannis Rathwell Andrea Mitchell, FCIP, CRM Rita Voth, FCIP, CRM Joanne Finlayson, FCIP, CRM

#### **Association Presidents 2015-2016:**

Insurance Professionals of Calgary	Orla McGregor
Edmonton Insurance Association	Candace Martin
Manitoba Association of Insurance Professionals	Nancy Dixon
Montreal Association of Insurance Women	Sara Granger
New Brunswick Insurance Women's Association	Monique LeBlanc
Newfoundland Labrador Association of Insurance Women	Thea Baird
Northwestern Ontario Association of Insurance Professionals	Linda L. Lacroix
Nova Scotia Insurance Women's Association	Lynne Gerhardt
Toronto Insurance Women's Association	Sephora Sciara
Insurance Women's Association of Western Manitoba	Tannis Rathwell

#### **Past Presidents of CAIW-ACFA in attendance for the 50<sup>th</sup> Anniversary celebration:**

1976-1977	Colleen Sampson, FIIC	Nova Scotia Insurance Women's Association
1996-1997	Gloria Keene, CIP, CRM	Waterloo Regional Insurance Professionals & Insurance Professionals of Calgary
1998-1999	Elaine Blaney, CIP, CAIB	London Insurance Professionals Association
1999-2000	Joanne Mathieson, CIP, CAIB	Insurance Professionals of Calgary
2001-2002	Ann Kibler	Toronto Insurance Women's Association
2003-2004	Karen Akeson, CIP	Toronto Insurance Women's Association
2004-2005	Donna Brown	Insurance Professionals of Calgary
2005-2006	Glenda Edwardson	Manitoba Association of Insurance Professionals
2006-2007	Michele Malo, FPAA	Montreal Association of Insurance Women
2007-2008	Linda Lacroix	Northwestern Ontario Insurance Professionals
2008-2009	Debby Johnson, FCIP, CRM	Nova Scotia Insurance Women's Association
2010-2011	Gloria Balls, CIP	London Insurance Professionals Association
2012-2013	Jody McMillan, CIP	Hamilton District Insurance Association
2014-2015	Tracy Fata, B.Sc, FCIP, CRM	Edmonton Insurance Professionals

Madame President, Lynn Kelly, CIP, CRM introduced Valerie Clark the 2016 Convention Parliamentarian.

The Rules of Convention and other key points were pointed out by Madame President, Lynn Kelly, CIP, CRM.

The Early Bird Draw was won by Dominique Charbonneau from the Montreal Association of Insurance Women.

Madame President, Lynn Kelly, welcomed all members in attendance and gave a special welcome to Nicole Mangan from British Columbia, who was invited to attend to gain a better understanding of what CAIW operates. She is hoping to start a chapter in her area.

The Minutes of the 2015 Annual General Meeting In Brandon, Manitoba were presented by Secretary, Lori Penner, who requested a Motion for acceptance as amended. Motion was made by Candace Martin of the Edmonton Insurance Association, motion was seconded by Donna Payne of Newfoundland Labrador Association of Insurance Women. During discussion the minutes were reviewed page by page and there were no corrections. All in favour – motion carried.

### Reports of the Executive Officers:

President	Lynn Kelly, CIP, CRM
Past President	Tracy Fata, B.Sc, FCIP, CRM
1 <sup>st</sup> Vice President	Panagiota Kalantzis, LL.L, LL.B, LL.M
2 <sup>nd</sup> Vice President	Vacant position
Secretary	Lori Penner, CIP
Treasurer	Brenda Miller, CAIB, FCIP

Motion made by Candace Martin of Edmonton Insurance Association for acceptance of the reports as presented. Motion was seconded by Sara Granger of the Montreal Association of Insurance Women. There was no discussion. All in favour and motion carried.

### Local Association Reports:

Insurance Professionals of Calgary	Orla McGregor
Edmonton Insurance Association	Candace Martin
Manitoba Association of Insurance Professionals	Nancy Dixon
Montreal Association of Insurance Women	Sara Granger
New Brunswick Insurance Women's Association	Monique LeBlanc
Newfoundland Labrador Association of Insurance Women	Thea Baird
Northwestern Ontario Association of Insurance Professionals	Linda L. Lacroix
Nova Scotia Insurance Women's Association	Lynne Gerhardt
Toronto Insurance Women's Association	Sephora Sciara
Insurance Women's Association of Western Manitoba	Tannis Rathwell

Motion made by Katherine Toner of the New Brunswick Insurance Women's Association for acceptance of the reports as presented. Motion was seconded by Dawn Patton of the Edmonton Insurance Association. There was no discussion. All in favour and motion was carried.

### Reports of Standing Committees:

Advisory	Donna Brown	As presented
Budget & Finance	Brenda Miller, CAIB, FCIP	As presented
Constitution & ByLaws	Lynn Kelly, CIP, CRM	As presented
Education Day	Panagiota Kalantzis, LL.L, LL.B, LL.M	As presented
Insurance	Dawn Patton, BA, FCIP, CRM	As presented
Insurance Information Campaign	Deb MacDougall, CIP	As presented
Membership	Dawn Patton, BA, FCIP, CRM	As presented
Nominating	Tracy Fata, B.Sc, FCIP, CRM	As presented
Publicity	Shannon MacMurchy, CIP, CRM, CAIB	As presented
Ways & Means	Katherine Toner, BA, LL.B	As presented
CAIW-ACFA Website	Shannon MacMurchy, CIP, CRM, CAIB	As presented

Motion made by Deb MacDougall of the Nova Scotia Insurance Women's Association for acceptance of the reports as presented. Motion was seconded by Sonia Scattarelli of the Toronto Insurance Women's Association. There was no discussion. All in favour and motion carried.

### Special Committee Reports:

Archives	Sonia Scattarelli, B. Comm, CIP	As presented
Long Range Planning/Association Forum	Tracy Fata, B.Sc, FCIP	As presented
The Premiere General Award	Sheila Slow, CAIB (Hons)	As presented
Essay Contest	Sheila Slow, CAIB (Hons)	As presented
Insurance Woman of the Year	Tracy Fata, B.Sc, FCIP	As presented
Memorial	Panagiota Kalantzis, LL.L, LL.B, LL.M	As presented
Intact Public Speaking Contest	Katherine Toner, BA, LL.B	As presented
Impact Auto Auctions Education Award	Deb MacDougall, CIP	As presented
Social Media	Donna Payne, CIP, CAIB, CRM	As presented

Motion made by Shannon MacMurchy of the Edmonton Insurance Association for acceptance of the report as presented. Motion was seconded by Sara Granger of the Montreal Association of Insurance Women. There was no discussion. All in favour and motion carried.

Tracy Fata took an opportunity to prepare the members on how the Association Forum was going to be presented this year. Groups were divided into age demographics and each group were to proceed to the table with their age appropriate group following the nutrition break. Tracy discussed that the ideas/information generated at the forum should be a part of the 1<sup>st</sup> Vice President's duties as this would be helpful to the incoming President elect to use as their platform.

**Nutrition Break was sponsored by the Toronto Insurance Women's Association from 10:15 am to 10:30 am.**

### **Association Forum – Moderator Tracy Fata, B.Sc, FCIP, DRM**

Tracy had prepared two documents for each age demographic group to discuss and provide feedback:

- everyone was to rank each event of the AGM/Convention in order of importance to themselves
- a slate of questions was provided to each group and were to be discussed amongst each group

The results of the forum were handed into Tracy Fata and she agreed she would compile the results for presentation to the membership on Saturday.

Madame President announced there were signup sheets for Fun Night to indicate what time you would like to leave the hotel and return to the hotel. She also reminded the members that the Exhibitors were set up so everybody should try to go and visit with them.

### **Constitution & ByLaw proposed changes:**

#### **Change 1: Item 16. Dissolution of CAIW**

##### **Add:**

c) In the event that an Association is unable to meet the requirements of an active association but is not yet ready to dissolve, they may request their membership with CAIW to be suspended. Suspension will be for the period of one year, based on CAIW fiscal year. This will give the Association time to either continue as an active association or to dissolve as per item 16.(b). During the one year suspension term, annual dues to CAIW will be suspended. There will be no representation at the post-convention. Midterm or preconvention meetings. Insurance premiums will continue to be paid based on the prior year numbers.

##### **RATIONALE:**

As we have seen the dissolution of many associations over the years, it would be opportune to provide one year's grace for associations to regroup. By giving this opportunity, the hope is the Association can rebound after one year and remain viable.

Motion was made by Dawn Mercier, Edmonton Insurance Association for acceptance of the change. Motion was seconded by Deb McDougall, Nova Scotia Insurance Women's Association. Discussion: Donna Payne had asked if no association then where does the membership dues come from. Response: did not take the membership dues just had the association pay for insurance. All in favour and motion carried.

#### **Change 2: Item 6a – Meetings**

##### **Current:**

(a.) The Annual Meeting of the Association shall be held in June at the place designated at an Annual Meeting at least three years prior to such Annual Meeting. In the absence of bids, the choice of Convention site shall be made by the Executive Board. The Annual Meeting shall be composed of members of affiliated organizations, which have complied with Article III. Each organization shall be allowed two (2) voting delegates, if only one (1) delegate is present, she shall be allowed to cast two (2) votes.

- i. The voting body shall consist of duly-accredited delegates or their alternates; however, all members of affiliated Associations may make motions and take part in the discussion at the annual meeting.
- ii. The Executive Board shall meet immediately prior to the Annual Meeting.
- iii. There shall be a meeting of the newly-elected members of the Executive Board immediately subsequent to the Annual Meeting.
- iv. A Mid-Term meeting of the Executive Board including the Chairman of the Standing Committees will be held annually in January.

## **Proposed:**

(a.)The Annual Meeting of the Association shall be held in June at the place designated at an Annual Meeting at least three years prior to such Annual Meeting. In the absence of bids, the choice of Convention site shall be made by the Executive Board. **Notice of selection must be provided to the Local Association in writing. The Local Association chosen shall hold the right of first refusal, which can be executed within 90 days of its notice of selection in writing.** The Annual Meeting shall be composed of members of affiliated organizations, which have complied with Article III. Each organization shall be allowed two (2) voting delegates, if only one(1) delegate is present, she shall be allowed to cast two(2) votes.

- i. The voting body shall consist of duly-accredited delegates or their alternates; however, all members of affiliated Associations may make motions and take part in the discussion at the annual meeting.
- ii. The Executive Board shall meet immediately prior to the Annual Meeting.
- iii. There shall be a meeting of the newly-elected members of the Executive Board immediately subsequent to the Annual Meeting.
- iv. A Mid-Term meeting of the Executive Board including the Chairman of the Standing Committees will be held annually in January.

Motion to accept was made by Donna Payne of the Newfoundland Labrador Association of Insurance Women. Motion was seconded by Shannon McMurchy of the Insurance Professionals of Calgary. There was no discussion. All in favour and motion was carried.

## **Advisory Report**

Report was presented by Donna Brown. A meeting of the Advisory Board was held with all Past Presidents in attendance at Convention and the following items were discussed:

- CAIW should look at ways to shorten Convention/AGM
- Convention is not a fundraiser and sponsorship money is to be used towards Convention not to pass along to CAIW as a profit from Convention

## **New Business:**

Madame President, Lynn Kelly, announced with regret that Mary Hooper from the London Insurance Professionals handed in their charter.

## **Budget 2015-2016 presented by Brenda Miller, CAIB, FCIP – Treasurer**

A motion to accept the budget was presented by Dawn Mercier of Edmonton Insurance Association and seconded by Nancy Dixon of Manitoba Association of Insurance Professionals.

Discussion:

- Sephora Sciara of Toronto Insurance Women's Association advised that the amount shown under Revenue for Convention Registration and Education Day TWIA will not meet these numbers so not sure as to why these are shown under the Budget.
- Brenda Miller advised that in the Constitution and Bylaws it states that the host city will pay \$5.00 per registration.
- Education Day – CAIW gives \$4,000 to the host city to put towards the cost of Convention education
- Joanne Matheson of the Insurance Professionals of Calgary had asked why the Past President gift has been reduced?
- Panagiota responded that she had made that request
- For mid-term expenses why are these being cut by \$800? The mid-term meetings are being held in Montreal this year and Panagiota was able to move the meeting to her office at no additional cost.
- Katherine Toner of the New Brunswick Insurance Women's Association had posed a question to Toronto Insurance Women's Association and what they had understood regarding the Registrations and the dues that are required by to CAIW?
- Sonia Scattarelli differed this question to Karen Akeson. Karen had advised that TIWA is well aware of what is owed to CAIW. Toronto is a very expense city and TIWA is doing its best to pay those dues to CAIW.
- Brenda did advise to refer back to the budget from 2015-2016 and the numbers for Registration, Education, Exhibitors have been greatly reduced.

- 2015/16 Registration \$500                      2016/17 Registration \$500
- 2015/16 Education Day \$2,000              2016/17 Education \$500
- 2015/16 Exhibitors \$5,000                  2016/17 Exhibitors \$2,500
- 2015/16 Convention Split \$1,000          2016/17 Convention \$0
- Michele Malo had asked to explain under what is the "Revenue" under Education Day?
- Brenda advised that there may be extra revenue for those additional attendees less any expenses that the host city may have. This is additional funding that is paid to CAIW.
- If the host city is not able to meet the Budget for these costs where would they raise these funds?
- Panagiota reminded members that there are certain criteria in our Constitution and Bylaws under "Hosting National Convention". There has been no mention to change this in regards to the funds that are to be paid to CAIW after convention. There is a form that is in the "Host City" section of the CBL which shows the breakdown of the financial responsibility.
- In our pre-convention meeting with all the members present there was no mention from anyone that we need to change the constitution in this regard.
- We need to work within the parameters of the Constitution and Bylaws.
- If we are looking for a change then we need to make sure that these changes are proposed 60 days before the Annual General Meeting.
- Katherine Toner asked Toronto Insurance Women's Association if they had had discussions with the Board to recognize what expenses are required to CAIW?
- Karen Akeson responded and advised that TIWA will do what needs to be done to turn over the funds required.

**Nutrition Break was sponsored by Strategic Resource Consulting and the Montreal Association of Insurance Women from 10:15 am to 10:30 am.**

#### **Budget 2015-2016 presented by Brenda Miller, CAIB, FCIP – Treasurer cont'd**

Business session resumed with Brenda Miller requesting any further questions to the Budget that was presented. There was no further discussion. In favour were 18 delegates, 2 oppositions and no abstentions. Motion was carried.

Madame President Lynn Kelly, CIP, CRM thanked Valarie Clarke for being here as Parliamentarian and for all her help during our business meetings.

#### **Association Forum results – Tracy Fata, B.Sc, FCIP, CRM**

- Tracy Fata, BS.c, FCIP. CRM presented a report on the Association Forum results.
- Mission Statement was worked on approximately 16 years ago and wanted to know if it still makes sense for today!
- It reflects our values and several comments were made:
  - Promote insurance professionals
  - Value words – personal growth, empowerment, diversity, energy & fun, recognition & mentoring
  - One group had actually wrote their own mission statement
  - Individual questionnaires that were handed in the members had to rank the events of the convention from 1-16 (1-5 high, 6-11 med & 12-16 low)
    - Education
    - AGM
    - Public Speaking
    - Association Forum
    - Banquet
    - Welcome
    - Fun Night
    - Elections
    - Pre-Post
    - Trade Show
    - Association Free Night
    - Advisory Board Meeting
    - Memorial

- President Reception
- Association Photos
- Presentation of Host Association

### **Presentation of Associations to Host Future Conventions:**

- 2017 Montreal Association of Insurance Women
  - Theme: Maiden French
  - Dates: May 24th to May 28th
  - Venue: The Omni Hotel
- 2018 Nova Scotia Insurance Women's Association
  - Theme: Building Bridges together"
  - Dates: June 6th to June 10th
  - Venue: Halifax Convention Centre & Prince George Hotel
- 2019 Insurance Professionals of Calgary
  - Theme: TBA
  - Dates: TBA
  - Venue: TBA
- 2020 Newfoundland Labrador Association of Insurance Women
  - Theme: Kitchen Party

Madame President Lynn Kelly asked if there were any bids for 2021 Convention. There we no bids for the 2021 Convention at this time.

### **Election and Installation of Officers 2016 – 2017 Term**

Chairperson: Tracy Fata, BS.c, FCIP, CRM Immediate Past President of CAIW-ACFA

Held at the Annual Meeting of CAIW/ACFA June 11, 2016 at the Hyatt Regency in Toronto, ON with all associations represented

Secretary Pro-Tem Scrutineers	Gloria Balls Michele Malo Glenda Edwardson Jody McMillan
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Chairperson Tracy Fata then asked if there were any changes to the voting delegates.

- Tamara Higgins Nova Scotia Insurance Women's Association replaced Deborah McDougall.
- Sara Cole replaces Dawn Mercier, Edmonton Association of Insurance Professionals.
- Sandy Bishop replaces Donna Payne, Newfoundland Labrador Association of Insurance Women

Ballots, which were initialled by Tracy Fata were handed to the scrutineers. Ballots without Tracy's initials would not count.

Panagiota Kalantzis, LL.B, LL.L, LL.M has been nominated for the position of President. Tracy asked 3 times if there were any further nominations from the floor. As there were no further nominations from the floor, Panagiota was elected President.

For the position of First Vice President the nominees are; Brenda Miller, CAIB, FCIP from Manitoba Association of Insurance Professionals. Tracy then asked if there were any further nominations from the floor. Donna Brown from Insurance Professionals of Calgary nominated Deb MacDougall from Nova Scotia Insurance Women's Association and stated that she had her credentials. Tracy then asked Deb if she accepted the nomination. As Deb accepted the nomination ballots were distributed and collected. Deb MacDougall was elected First Vice President.

For the position of Second Vice President the nominees are; Lori Penner, CIP from Insurance Women's Association of Western Manitoba. Dawn Mercier, BA, FCIP, CRM from Edmonton Insurance Association. Brenda Miller, CAIB, FCIP from Manitoba Association of Insurance Professionals. Tracy asked three times if there were any further nominations from the floor. As there were none, ballots were handed out and collected. Lori Penner, CIP was elected Second Vice President.

For the position of Secretary the nominees are; Dawn Mercier, BA, FCIP, CRM from Edmonton Insurance Association and Brenda Miller, CAIB, FCIP from Manitoba Association of Insurance Professionals. Tracy asked three times for further nominations from the floor. As there were no further nominations ballots were handed out and collected. Dawn Mercier was elected as Secretary.

For the position of Treasurer the nominees are; Donna Payne, CIP, CAIB, CRM from Newfoundland Labrador Association of Insurance Women. Dawn Mercier, BA, FCIP, CRM from Edmonton Insurance Association. As Dawn was elected as Secretary her name is removed. Tracy asked three times for further nominations from the floor. As there were no further nominations ballots were handed out and collected. Donna Payne was elected as Treasurer.

Tracy then asked for a motion to destroy the ballots. Moved by Candace Martin of Insurance Professionals of Calgary and seconded by Shannon McMurchy that the ballots be destroyed.

Discussion: None  
Oppositions: None  
Abstentions: None  
Motion Carried

Tracy thanked the scrutineers and secretary pro tem.

The directors for the 2016-2017 were introduced.

Insurance Professionals of Calgary  
Edmonton Insurance Association  
Manitoba Association of Insurance Women  
Montreal Association of Insurance Women  
New Brunswick Association of Insurance Women  
Newfoundland Labrador Association of Insurance Women  
Northwestern Ontario Insurance Professionals  
Nova Scotia Insurance Women's Association  
Toronto Insurance Women's Association  
Insurance Women's Association of Western Manitoba

Shannon McMurchy, CAIB, CIP, CRM  
Dawn Patton, BA, FCIP, CRM  
Brenda Miller, CAIB, FCIP,  
Jackie Lisi  
Paula Eichmann  
Donna Payne, CIP, CAIB, CRM  
Sheila Slowe, CAIB (Hons)  
Deborah MacDougall, CIP  
Sonia Scattarelli, B.Comm, CIP  
Lori Penner, CIP

Tracy Fata, BSc, FCIP, CRM proceed with the installation of Officers.

Donna Payne, CIP, CAIB, CRM	Treasurer
Dawn Mercier, BA, FCIP, CRM	Secretary
Lori Penner, CIP	Second Vice President
Deb MacDougall, CIP	First Vice President
Panagiota Kalantzis, LL.L, LL.M, LL.B	President

Tracy introduced Lynn Kelly as Past President, thanked her for all her hard work and presented her with a gift.

Our incoming President Panagiota was asked to say a few words.

The podium was then turned back to Lynn Kelly who acknowledged all of our supporters and exhibitors.

Tannis Rathwell from the Insurance Women's Association of Western Manitoba moved that the meeting be adjourned. Candace Martin of Edmonton Insurance Association seconded the motion. Meeting was adjourned.

Our **50<sup>th</sup> CAIW Convention** was a BLAST!!! So sorry for those that had to miss it. We began our adventure at the Hyatt Regency in downtown Toronto where we were met with the sights and sounds of Toronto and our hosts.

The theme of the Convention was **POWER OF THE PAST, VOICE OF THE FUTURE** and it didn't disappoint. As our 50<sup>th</sup> Anniversary we were all expecting great things from TWIA and they started us off in the right direction with every delegate receiving their very own mini IPAD.

**AMAZING!!!**

Wednesday evening kicked off with our **Welcome Wine & Cheese** and it was casino themed at the Hilton. Lots of great food, drinks and meeting up with our fellow sister associations took place. This was an opportunity to celebrate with our treasured friends from afar and also make new ones.

Thursday was our Annual General Meeting and the much anticipated Public Speaking Competition where our very own Rebecca Burke competed and it was fantastic!!! In the evening we had the

Exhibitors Cocktails and TIWA switched it up this year and we ended up having our *FUN NIGHT* at a local watering hole where we danced the night away and some of us even got to chit chat with Kevin O'Leary from Dragon's Den.....ahhh the celebrities!!!! But he didn't like any of my money making ideas...HE WAS OUT!!! Lol.

Friday was our Education Day and we listened to 3 wonderfully inspiring women in insurance, with other great presenters. That evening NSIWA had our own local dinner, after a bit of shopping therapy!!! It was Italian themed at **Forget About It** and we basically did, with great food, fun and beverages.

Saturday morning after the memorial, we had the Montreal Association dance and sing an invitation to their hosted CAIW 51<sup>st</sup> Convention for 2017 which was lovely. Not to be outshone, we then took the stage with our own association **uptown funk invitation** where we sang and danced inviting all of CAIW to our very own Nova Scotia hosted CAIW 52<sup>nd</sup> Annual Convention for 2018. It was truly a sight to be seen. (I'm sure there are photos out there) ☺

Saturday night was our **President's Reception** where we celebrated with our various awards but our very own Rebecca Burke took home the first place honors for Public Speaking Champ for 2016!!! We couldn't have been more proud.

We came, we saw, we ate, laughed, cried, and shopped...we missed some of our constant companions but again, made memories to last a lifetime. **Happy 50<sup>th</sup> CAIW!!!** Thank you for a wonderful time!!

Special awards are all about our members and association. This is the time to tell us all about your accomplishments, help our association shine.

Did you write any educational pieces in **2016**. Do you plan to write any articles? Were you published in any newsletter, newspapers, magazine, company website, other associates....please share.

Did you volunteer this year? Were you written about in any articles? Did your efforts show up in a newspaper, magazine.....tell us about it.

Contact: Tracey Down [tdown@portagemutual.com](mailto:tdown@portagemutual.com)

Paula Creelman [pcreelman@portagemutual.com](mailto:pcreelman@portagemutual.com)



# Insurance Information Campaign 2016

Insurance Information Campaign 2016 has begun!! Here are some photos of the events so far. The next event is in November, we will be having a booth in Sunnyside Mall about Safety & Prevention. More details to follow.



CONVENTION 2018

ATTENTION ALL MEMBER

NSIWA will be Hosting Convention in 2018. Joyce Jennings and Denise Russell are in charge of the door prizes for each of the delegate that attends. As in past convention we have called upon our members for a donation or a gift. However we have decided that for this convention we would ask our members of a Monetary Donation (\$25.00) and the committee will purchase the door prizes for the delegates. When you have decided that you can contribute to our Committee, you can either get in touch with Denise Russell or Joyce Jennings and we would be more than happy to take your donation and your name will be noted.

Respectfully Submitted

Door Prizes Committee

Convention 2018

Joyce Jennings – email : [jennj@ns.sympatico.ca](mailto:jennj@ns.sympatico.ca) – Phone Number – 902-455-8652

Denise Russell – email: [drussell@stanhopesimpson.com](mailto:drussell@stanhopesimpson.com)- Phone Number – 902-454-7198

**NOVA SCOTIA INSURANCE WOMEN'S ASSOCIATION  
EXECUTIVE OFFICERS  
2016 – 2017**

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