

THE BLUENOSE BUGLE – OCTOBER 2014 EDITION



NSIWA

NOVA SCOTIA INSURANCE
WOMEN'S ASSOCIATION

Presented by NSIWA

www.nsiwa.com

www.caiw-acfa.com/nsiwa

Presidents Message



Fall is in the air, and it's my favorite time of year. People start getting into their regular routines, the kids are all settled a month into school and Thanksgiving is just around the corner. It's the time when families come together to give thanks for which they have been blessed. I give thanks to the wonderful Executive and Committee members of NSIWA who stepped up to the plate in my absence in September. I could not have made it though the month without you!! THANK YOU!!!

As you may have seen in the Atlantic Broker Magazine, NSIWA hosted a booth at the IBA-PEI Convention in Charlottetown PEI, this was HUGE success, netting us some fantastic exposure as well as new members. A special thanks to the Marketing Committee chairs Roslyn Kozak & Laura Greening for organizing the booth, you guys are amazing!! And thank you to Roslyn and Janet MacDonald who worked the booth at convention, your dedication and enthusiasm is testament to our success at the Trade show!! Don't forget, if you haven't sent in your membership renewal, please send, along with your dues to Amber MacInnis our Membership Chair by October 28th, 2014.

Our Insurance Information Campaign will be run October 20th, 2014 to October 24th, 2014, our committee is hard at work planning the events. We will post the events on our Facebook page as they come up so stay tuned. We also have our Basket of Cheer tickets available for sale at our October General meeting...if you would like tickets, please contact Melanie Garrison or Brenda Vautour (contact info in bulletin).

Happy Thanksgiving!!!!

Yours in fellowship,

Lynne Gerhardt
NSIWA President

OCTOBER GENERAL MEETING

October 15th, 2014 – Brightwood Golf & Country Club
5:00pm for 5:30pm

RSVP to Tamara Higgins no later than **Tuesday Oct 14th at noon**
thiggins@pds.ca



APRICOT, CHERRY, PECAN STUFFED ROASTED PORK LOIN
ALMOND CRUSTED HADDOCK
MIXED VEGGIES
SPINACH SALAD
GREEK PASTA SALAD
VARIOUS DESSERTS
TEA AND COFFEE

\$40

Guest Speaker – Jai Laba – Fraser & Hoyt – Positive Motivation & lifting Up as a Team

Member Speaker – Leslie Roberts – Insurance Information Week

MEMBERS WANTED!!!!

I cannot believe it's October already and our Membership deadline is fast approaching.

Thank you so much for those of you who have already sent me your completed application and dues!!!

I am looking forward to receiving the rest of your applications and dues.

Renewals and Applications into me **no later than....**

October 28th, 2014.

Respectfully submitted,

Amber

Membership Chair

Please send Application & dues by October 28st to:

NSIWA

C/O Amber MacInnis

18 Rosewood Court

Bedford, NS B4A3C2

amber@pictoumutual.com – PH: 902-237-9047 - FAX: 902-405-5537



MEMBERSHIP APPLICATION 2014/2015

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 **(\$50.00)** by October 31st to:

Amber MacInnis

18 Rosewood Court

Bedford, NS B4A3C2

amber@pictoumutual.com – PH: 902-237-9047 - FAX: 902-405-5537



ASSOCIATE MEMBERSHIP APPLICATION 2014

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 \$25.00 PAYABLE TO NSIWA.

Signature: _____ date: _____

Please complete application and return with dues by October 31st to:

Amber MacInnis

18 Rosewood Court

Bedford, NS B4A3C2

amber@pictoumutual.com – PH: 902-237-9047 - FAX: 902-405-5537



OCTOBER BIRTHDAYS

GILBERTE THERIAULT	OCTOBER 3
LISA WIGHT	OCTOBER 8
ERIKA MACDONALD	OCTOBER 10
BARBARA YOUNG	OCTOBER 10
KRISTINA CONNORS	OCTOBER 12
MYRNA SMELTZER	OCTOBER 14
KELLY LOCKE	OCTOBER 18
JENNY REYNO	OCTOBER 18
GAYLE HANN	OCTOBER 20
KIM CONNORS-MACDONALD	OCTOBER 24
KATHERINE TONER	OCTOBER 25
JOYCE JENNINGS	OCTOBER 29
TOM HORI	OCTOBER 31



HAVE NO FEAR – THE BASKET OF CHEER IS NEAR!!! DONATIONS WANTED!!!!!!

The Christmas season is fast approaching and we are starting to prepare for the annual auction to be held at the general meeting on Dec 17 2014. We hope that everyone will start to think about bringing in something for the auction including items such as Christmas crafts, baked goods, homemade pickles, jams, etc.

Books of tickets for the Christmas Basket of Cheer should be ready to distribute at the October general meeting or if you are unable to attend the meeting, can be obtained by contacting Brenda Vautour at Brenda.vautour@avisbudget.com or Melanie Garrison at mgarrison@wclbauld.com



Hosting a booth for NSIWA at the Atlantic Alliance Convention in Charlottetown

Congratulations to Linda Lipsett of Bridgewater Insurance who won our awesome booth prize at Convention...(\$150 Gift card to Future shop, Wolf Blass wine, Moosehead tickets, and various swag)...thank you to Mike Salterio, RMS, Avis Budget Group, Portage Mutual And Sovereign for their donations!



Business Report – CAIW Convention 2014

Business meeting started off with the presentation and adoption of minutes from the 2013 AGM in Winnipeg Manitoba – Panagiota Kalantizis LL.L, LL.B, LL.M asked for acceptance – minutes were accepted as published

Reports of the Executive Officers were read:

CAIW President Laura Greening, BA, CIP, CRM – gave a highlight of her year as President. She attended at least 1 event at every association and was shown warmth and fellowship. She was available to her Board, Directors and Association Presidents as needed. Even with her busy year she was able to assist in the creation of 2 more associations (NFLD & New Brunswick).

Past President Jody MacMillan – reported that she was in touch with Madam President Laura Greening and all other executive and directors. She was responsible for the Nominations Committee, Insurance Woman of the Year award and the Long Range Planning committee. (reported separately)

1st Vice President Tracy Fata BSc, FCIP, CRM – reported that she was available to Madame President and other members of the Executive Board and Directors as required. She was responsible for chairing Education day and Memorial committees. (reported separately)

2nd Vice President Lynn Kelly, CIP, CRM – reported she was available to the members of the Executive and Directors throughout her term. She was responsible for the Constitution and Bylaws Committee (reported separately). She arranged the midterm meeting in January. (discussed venue change and reason). She was pleased to serve under CAIW President Laura Greening.

CAIW Secretary Panagiota Kalantizis, LL.L, LL.B, LL.M – reported that she was responsible for recording the activities of the CAIW board, the minutes of the various meetings. She prepared letters to be sent to the various Executive Board members and Directors to be signed by CAIW President Laura Greening to send out to each members CEO and or employer. She compiled the minutes of the Midterm and the approved minutes went out to the Executive Board and Directors. She was also responsible for Final reports, a list of the Convention delegates and alternates and updating the CAIW contact list.

CAIW Treasurer Cheryl Morton, BA, CAIB, CIP – reported that she kept the books, paid the bills and issued cheques as required. She stated that there was a problem with access to the ING account and it has now been cleared up. She prepared the budget for the upcoming term. (reported separately)

LOCAL PRESIDENTS REPORTS

Insurance Professionals of Calgary – Orla McGregor – reported that they had good year, but had some struggles with numbers for events, they are offering group discounts to their events to encourage more

participation. They also did membership renewals. There are a few new faces on their Executive and are hoping for an exciting 2014/2015 term

Edmonton Insurance Association - Dawn Mercier BA, FCIP, CRM – reported that they tried a lot of new things and started to build excitement for the future. New faces on the Executive. They held a few events that were successful and have entered into the world of Paypal with TIWA's guidance and have a Square One credit card scanner that they use for the Auctions (members love it). They joined Facebook and continue to be on LinkedIn.

London Insurance Professional's Association – Kim Langford, CIP – reported that LIPA had a great year with seminars at their monthly meetings and a successful Industry night. They also hosted a Wine & Cheese that CAIW President Laura Greening attended.

Manitoba Association of Insurance Professionals – Katherine Morgan Clark – reported that after 3 years of planning convention their theme for the year was “refresh, renew”. The Executive committees worked really hard and they tried to grow the membership. They held monthly dinner meetings and had bowling in April. There were some challenges with getting people involved, but they are working through it.

Montreal Association of Insurance Women – Josee Loyer – reported that they had a successful golf tournament and shopping event. They also had a President's Cocktail night. They had several educational events that allowed members to collect credits towards continuing education. They had a Gala to celebrate their 50th anniversary and 230 persons were in attendance. They had CAIW President Laura Greening in attendance and the guest speaker was Melanie Joly candidate for mayor of Montreal. They updated their website to be interactive for their members and are working out the kinks.

New Brunswick Association of Insurance Women – Katherine Toner, BA, LL.B – reported that they have had a successful year for only starting up in 2013 – they currently have 64 members and share the dinner meetings between 3 cities in New Brunswick (Moncton, St John & Fredericton). They formed 3 committees and had a participant for the national Public Speaking Contest. They are on Facebook and have 133 members.

Newfoundland Labrador Association of Insurance Women – Donna Payne CIP, CAIB, CRM – reported that they had an amazing 8 months since starting up their association. They had 5 executive meetings and 5 general meetings with an average of 30 members at each meeting. They had a VIP night that boasted 140 attendees and with the proceeds were able to donate \$1600 to a chosen charity. They sent 3 delegates to CAIW convention and were planning a mini conference in July for their members.

Northwestern Ontario Insurance Professionals – Linda Lacroix – reported that they have a Tri Conference and rotate it in between them, Manitoba Association of Insurance Professionals and the Insurance Women's Association of Western Manitoba. They struggle with membership, but will keep trying.

Nova Scotia insurance Women's Association - Amber MacInnis, BA, CIP, WETT – reported a successful year with NSIWA. Enhancements to the website and Facebook page allow for more member access. They have discovered the world of Twitter and will “tweet” about events as they are happening. The marketing committee worked hard to get their mission statement out and it shows. A booth is going in the Atlantic Alliance Convention in PEI, adding to the positive recognition that they are seeking. A members only mini conference was held in February and members enjoyed education, prizes, hospitality suite and networking opportunities. They reintroduced the seminars session in conjunction with Insurance Information week and entered in a submission for the Auto Impact award which hasn't been done in years. They have a SOLD out Golf event and a very successful Wine and Cheese in which proceeds are donated to Feed Nova Scotia

Toronto Insurance Women's Association – Betty Hornick, BA, CIP, CRM – reported that TIWA has had an increase in attendance at their Dinner meetings, venue change was one of the reasons, the others were that they did some research and found out what the members wanted to see at the meetings and organized speakers that would appeal to the members. They are also very social media savvy, tweeting and live on Facebook and LinkedIn. They offered networking opportunities via Golf Tournament, their wine and cheese and Summer social and Mini trade show. They have updated their website and their Constitution and bylaws. They are offering different levels of membership depending on your involvement in the industry (student/non insurance).

Insurance Women's Association of Western Manitoba – Andrea Mitchell, CIP – reported that they worked hard to incorporate networking into their meetings, they tried various ice breakers to encourage people to talk and get to know each other. They had a Tri conference in September, and hosted an Education day in October. December they held an annual Christmas party and supported “adopt a family”. They had a very exciting year and are looking forward to hosting convention in Brandon in 2015.

REPORTS OF STANDING COMMITTEES

Advisory – Jerri Burke, CIP – reported that she was approached with exciting news that Newfoundland and New Brunswick were interested in joining CAIW. Various Past Presidents guided CAIW Laura Greening with the process.

Budget & Finance – Cheryl Morton, BA, CAIB, CIP – presented the financial statements for CAIW for 2013 2013 Term – Proposed budget was presented on Saturday June 14th..there was healthy discussion and the budget was amended and passed...Jerri Burke 1st, Mary Hooper 2nd the motion.

Constitution & Bylaws – Lynn Kelly, CIP, CRM – reported that there were 5 proposed changes to the Constitution and 3 proposed changes to the Standing rules submitted by the associations. The constitutional changes were voted on and passed, with the exception of 1 constitutional change (dissolution of a local association) it was amended and passed to discuss at the 2015 AGM.

Education Day – Tracy Fata, BSc, FCIP, CRM – reported that the speakers and programs were set and accreditation has been confirmed for the provinces requiring credits. The Education day was Friday June 13th, 2014 topics: Succeeding in Challenging Times Through Professional Advice and Exceptional Service, Selling Made Easy and Products Liability Loss Prevention.

Insurance – Diane Penney – The CMP policy was up for renewal in Sept 2013, she worked with Cowan and gave updated information. D&O doesn't come up for renewal until 2014 – CAIW absorbed the cost of NFLD as they were new.

Insurance Information Campaign – Diane Penney – Aviva has generously supported the award for 14 years, the prize is \$1000 for first place and \$500 for second place – Submissions will be judged and awarded on Banquet night June 14th, 2014

Membership – Lori Penner, CIP – reported that Associations were to give their membership numbers to Cheryl Morton by Dec 15th, 2013 and again in March, 2014 – Overall there was a 3% increase in membership across country

Nominating – Jody McMillan – Nominations were to have been received by February 28th, 2014, all nominees allowed their names to stand. Elections to be held on June 14th, 2014

President – Tracy Fata, BSc, FCIP, CRM – Edmonton Insurance Association (elected)

First Vice President – Lynn Kelly CIP, CRM – Insurance Professionals of Calgary (elected)

Second Vice President – Panagiota Kalantzis LL.L, LLB, LL.M – Montreal Association of Insurance Women (elected)

Secretary – Cheryl Morton, BA, CAB, CIP – Toronto Insurance Women's Association (elected)

Treasurer – Brenda Miller, CAIB, CIP – Manitoba Association of Insurance Professionals

Treasurer – Lori Penner, CIP – Insurance Women's Association of Western Manitoba (elected)

Publicity – Lori Penner, CIP – reported that she placed an ad in Canadian Underwriter to thank all the sponsors for support and announce the 2013 award winners. There was an announcement in October concerning CAIW President Laura Greening. Insurance Woman of the Year award was in the February addition of CAIW and a convention announcement was in the April 2014 addition.

Ways & Means – Brenda Miller, CAIB, CIP – reported on the different items that CAIW offered up for raising funds, 5050 national draw, and at the luncheons at convention. CAIW Logo wear – CAIW business card holders and flash drives, pins..They will be looking at other ways to raise money in the future.

CAIW-ACFA Website – Mary Hooper, CAIB, CIP – reported that she forwarded all updated for the website. They are working on the Awards section. Mary is looking for sponsors and they are committed to keeping the website updated. Takes 2 weeks for changes to be made.

REPORTS OF SPECIAL COMMITTEE CHAIRPERSONS

Archives – Cheryl Morton, BA, CAIB, CIP – She is the current keeper of the Archives and have placed a copy of the AGM program and minutes of the last AGM meeting. The only thing kept in Archives is the approved minutes from the AGM meetings and photos

Long Range Planning – Jody McMillan – reported that the Association form is an important part of convention, and notices were given to associations to see what they would like to see addressed at Convention. She wants a hands on approach to tap into the best resources in the room.

First General Achievement Award – Sheila Slowe, CAIB (HONS) – reported that they changed the name of the award from CAIW Achievement award to the new sponsor First General, the prize money was increased to \$1000. The criteria and judging will remain the same and cannot be postmarked later than April 30th, 2014

Essay Contest – Lori Penner, CIP – reported that Wawanesa will continue to sponsor the award, she forwarded the topics to the Association presidents and deadline was March 31st, 2014. A winner and runner up will be announced at the banquet on Saturday evening

Insurance Woman of the Year – Jody McMillan – reported that it is a high honor for this award and the winner will be announced at the banquet. Keeper trophies were needed to be purchased and 4 were bought, the will be stored with Karen Akeson.

Memorial Committee – Tracey Fata, BSc, FCIP, CRM – reported that in March 2014 a notice went to all associations requesting the names of members who have passed, a Eulogy will be read for those members and a memorial service performed on Saturday morning. (4 members were lost this year)

Public Speaking Contest – Mary Hooper, CAIB, CIP – reported that Donna Brown of Intact insurance confirmed that Intact will continue to support this award, the first place award is \$500, \$250 for second place and \$150 for 3rd place..with \$100 for expenses. There are 5 Public speaking contestants this year.

Impact Auto Action Education Award – Sheila Slowe, CAIB (HONS) – reported that Impact Auto has graciously agreed to support this award with \$3000....\$1000 for 1st place for each of 2 regions and \$500 for second place for each of 2 regions. Submissions to be received no later than April 30th, 2014

Reports of the Standing Committees were presented and accepted – Betty Hornick from TIWA 1st, Katherine Morgan Clark 2nd

Reports of the Special Committees were presented and accepted – Donna Payne from NLAIW 1st, Dawn Mercier Edmonton 2nd

Upcoming Conventions:

2015 – Insurance Women’s Association of Western Manitoba

2016 – Toronto insurance Women’s Association

2017 – Montreal Association of Insurance Women’s

2018 – Nova Scotia Insurance Women’s Association

2019 – Insurance Professionals of Calgary

2020 – Newfoundland Labrador Association of Insurance Women

Respectfully Submitted

Lynne Gerhardt



NOVA SCOTIA INSURANCE WOMEN'S ASSOCIATION
EXECUTIVE OFFICERS
2014 – 2015



PAST PRESIDENT

Amber MacInnis, BA, CIP, IICRC
Pictou Mutual Insurance
18 Rosewood Court
Bedford, NS B4A 3C2

P: 237-9047
F: 405-5537
amber@pictoumutual.com

PRESIDENT

Lynne Gerhardt
Travelers Canada
300 – 100 Venture Run
Dartmouth, NS B3B 0H9

P: 492-5724
F: 423-6812
lgerhard@travelers.com

1ST VICE PRESIDENT

Ann Marie Patterson
ServiceMaster of Hal Dart
90 Simmonds Dr.
Dartmouth, NS B3B 1P6

P: 468-3738
F: 468-3746
annmarie.patterson@svmrestore.ca

2ND VICE PRESIDENT

Tamara Higgins
Paul Davis Systems
3 First Avenue
Middle Sackville, NS B4E 3B5

P: 999-7055
F:
thiggins@pds.ca

TREASURER

Tracey Stuart, B.Comm, FCIP, CRM
Ecclesiastical Insurance
2106 – 1969 Upper Water St.
Halifax, NS B3J 3R7

P: 492-4548 ext. 4019
F: 492-4484
tstuart@eccles-ins.com

SECRETARY

Janet MacDonald
Marsh Adjustment Ltd.
711 – 1550 Bedford Hwy.
Bedford, NS B4A 3Y4

P:
F:
jlmacdonald@marshadj.com

DIRECTOR

Annie Martin, CIP
Aviva Canada
1600 – 99 Wyse Road
Dartmouth, NS B3A 4S5

P: 460-3109
F: 463-2293
annie_martin@avivacanada.com

DIRECTOR

Debby Johnson, FCIP, CRM
Zive Insurance Limited
302 – 5657 Spring Garden Rd.
Halifax, NS B3J 3R4

P: 429-4242
F: 423-0949
djohnson@zive.com

DIRECTOR

Jerri Burke, CIP
Travelers Canada
300 – 100 Venture Run
Dartmouth, NS B3B 0H9

P: 492-5732
F: 423-6812
jburke5@travelers.com

CAIW DIRECTOR

Diane Penney
76 Westwind Ridge
Middle Sackville, NS
B4E 3B4

P: 865-3422
F:
diane.penney@icloud.com



NSIWA Executive 2014- 2015

Committee	Committee Chairs	Company	Email	Phone
Archives & Historian	Amber MacInnis	Pictou Mutual Insurance	amber@pictoumutual.com	902-237-9047
Audit	Debbie MacDougall Lana Kenny Jerri Burke	Travelers Canada Travelers Canada Travelers Canada	dmacdoug@travelers.com lkenny@travelers.com jburke5@travelers.com	902-492-5710 902-492-5730 902-492-5732
Budget & Finance	Tracey Stuart	Ecclesiastical Insurance	tstuart@eccles-ins.com	902-492-4548 X4019
Bulletin	Myrna Smeltzer	Basin Insurance Brokers	msmeltzer@basininsurance.ca	902-443-6050
Cancer Crusade	Leslie Roberts	Salvatore Ins. Brokers	leslier@salvatoreinsurance.ca	902-865-0025
Convention 2015	Joyce Jennings	Retired Portage Mutual	jennj@ns.sympatico.ca	
Corresponding Secretary	Janet MacDonald	Marsh Adjustment Bureau	jlmacdonald@marshadj.com	
CAIW Director	Diane Penney	Retired Intact	Diane.penney@icloud.com	902-865-3422
Constitution & Bylaws	Deb MacDougall	Travelers Canada	dmacdoug@travelers.com	902-492-5710
Co-ordination & Planning	Tamara Higgins	Paul Davis Systems	Thiggins@pds.ca	902-999-7055
Education	Ann Marie Patterson	ServiceMaster of Hal Dart	annmarie.patterson@svmrestore.ca	902-468-3738
Fellowship Fund	Debby Johnson	Zive Insurance	djohnson@zive.com	902-429-4242
Golf Day 2014	Debbie MacDougall Lana Kenny	Travelers Canada Travelers Canada	dmacdoug@travelers.com lkenny@travelers.com	902-492-5710 902-492-5730
Insurance Information	Leslie Roberts	Salvatore Ins. Brokers	leslier@salvatoreinsurance.ca	902-865-0025
Life Membership	Amber MacInnis	Pictou Mutual Insurance	amber@pictoumutual.com	902-237-9047
Long Range Planning	Colleen Sampson	Retired AON	cmsampson@bellaliant.net	902-443-0087
Mailing List	Heather McLean	Basin Insurance Brokers	hmclean@basininsurance.ca	902-443-6050
Marketing	Laura Greening Roslyn Kozak	Sovereign General Ins. SCM Risk Management	Laura.greening@sovgen.com Roslyn.kozak@scm.ca	902-492-4970 902-579-2501
Membership	Amber MacInnis	Pictou Mutual Insurance	amber@pictoumutual.com	902-237-9047
Nominations	Amber MacInnis	Pictou Mutual Insurance	amber@pictoumutual.com	902-237-9047
Parliamentarian	Gilberte Theriault	Retired RSA	gilberte@ns.sympatico.ca	902-434-5517
President	Lynne Gerhardt	Travelers Canada	lgerhard@travelers.com	902-492-5724
Public Relations, Publicity & Website	Denise Russell Roslyn Kozak	Stanhope Simpson SCM Risk Management	drussell@stanhopesimpson.com roslyn.kozak@scm.ca	902-454-7198 X 231 902-579-2501
Public Speaking	Laura Greening	Sovereign General	laura.greening@sovgen.com	902-492-4970
Special Awards	Paula Creelman Tracey Down	Portage Mutual Portage Mutual	pcreelman@portagemutual.com tdown@portagemutual.com	902-835-1054 902-835-1054
Ways & Means	Brenda Vautour Melanie Garrison	Avis Budget Group WCL Bauld Insurance	Brenda.Vautour@avisbudget.com mgarrison@wclbauld.com	902-492-7522 902-832-6793
Wine & Cheese	Jerri Burke	Travelers Canada	Jburke5@travelers.com	902-492-5732