



## Vision, Growth, and Leadership... Begin With NAIW!

### *Michigan Council of NAIW Newsletter*

*June, 2009*

#### ***Focus On...***

- **Vision**

What is your vision for the future? Is it written in the form of a business plan? Don't just ride out the year – have a plan for where you want to go and write it down, so you'll be prepared to take the first steps and see your plan through to the end. Local Associations - if you haven't updated your Horizon Plan in the last year, do it now - then act on it. Success will be yours!

- **Growth**

Does your employer understand the value your NAIW membership brings to them? If you are one of many members who receive employer support for your NAIW involvement, thank your employer and tell him/her often about the positive things you do as a member of NAIW. Share course materials and learning experiences, use what you gain to help others in your department, and most of all, tell your manager when you or NAIW are making a difference in the industry or community. These positive messages will communicate value and result in your manager's ongoing support. If you are a member who does NOT receive employer support, start communicating now, with the goal of changing their perspective before the next dues cycle comes around. Employers sponsor those things that they perceive bring benefit to their business – it's up to you to help establish, reinforce, and sustain that perception. Don't ever give up and don't ever stop communicating positive news about your NAIW involvement!

- **Leadership**

Now is when Local Association Leaders for 2009-2010 should be meeting with their members and committee chairs to plan the upcoming year. Are you prepared for the coming term and ready to hit the ground running? Take a tip from successful leaders – plan, set goals, communicate those goals, and then take the first steps. You have 365 days to accomplish all your association's goals – make every one of those days count.

- **Begin with NAIW**

Benefits of membership are delivered by every level of NAIW involvement. Are you enjoying all of the membership benefits promised to you by participating at each of the levels of NAIW?

#### ***Council Director's Message:***

Greetings to all of you!

This is my last newsletter of the 2008-2009 term, and I am happy to report that it's been a great year for the Michigan Council. We had 4 very well attended Council meetings, and at each we had very lively discussion, did a lot of planning and problem solving, and enjoyed quality leadership development presentations.

It was a year of very high highs and some very low lows. We lost loved ones this year, and we gained new lifelong friends as well. We did good work to help local associations to become stronger, and made new connections in the industry that will help us to grow. Some of our members had terrible losses this year, but NAIW members were there to provide help and support. Some of our members or their family members lost jobs and were hit hard by the economy; others found new opportunities to succeed. What is important is that through good times and bad, NAIW members have been here for each other and are always trying to help one another. Not only do we enjoy personal friendships through our membership, but we also benefit from the broad business network that we each build through our NAIW involvement.

It was my great pleasure to visit each of the 12 Local Associations in Michigan this year, and I give thanks to all of you who served the Michigan Council or your Local Association in a leadership or committee position. Your efforts DO make a difference, and together we DO contribute to a better insurance industry through quality education, ethical business practices, and professional conduct. And still, we get to have fun! I give thanks to all of you for your many contributions.

Cindy Prud'homme  
Council Director  
2008-2009



## Vision, Growth, and Leadership... Begin With NAIW!

### Michigan Council of NAIW Newsletter June, 2009

#### Mark Your Calendars & Notify Members:

- **June 30, 2009 – Incoming Local Association Officers Contact Information due to Council Director and to NAIW Headquarters**
  - June 30, 2009 – Local Associations should have Treasurer's books closed and annual audits scheduled.
  - July 1, 2009 – Begins the new fiscal year for NAIW
  - August 8, 2009 – Council Meeting, Lansing, MI, Sheraton Hotel
- **September 15, 2009 – IRS Form 990N is due; file online.**
  - October 16-17, 2009 – Annual Council Meeting, Lansing, MI, Midway Best Western (Avalon)
  - February 13, 2010 – Council Meeting, Lansing, MI, Sheraton Hotel
  - May 8, 2010 – Council Meeting, Lansing, MI, Sheraton Hotel

#### Council Committees & Chairs:

<b>Audit:</b>	Irene Basso
<b>Awards:</b>	Teresa Branham
<b>Budget:</b>	Kathleen Bianculli
<b>Bylaws:</b>	
<b>Corporate Partners:</b>	Janet Holstine
<b>Credentials:</b>	Kim Newberry
<b>Custodian of Funds:</b>	Kim Newberry
<b>Education:</b>	Bob Gerke
<b>First Timers:</b>	Anita Upson
<b>Leadership Dev:</b>	Barbara Norris
<b>Legislation:</b>	Mitch Smith
<b>Literacy:</b>	Dorita Beal
<b>Membership:</b>	Deb Oldfield
<b>MI Ins. Hall of Fame:</b>	Florence Nagy
<b>Minutes Approval:</b>	Linda Britton
<b>NAIW Education Foundation:</b>	
<b>Nominating:</b>	Norma Nammensma
<b>Pages:</b>	Tara Busha
<b>Parliamentarian:</b>	Leslee Hardebeck
<b>Public Relations:</b>	Bonnie Avila
<b>Safety:</b>	Jaime Millikin
<b>Tellers:</b>	Teresa Masternak
<b>Website:</b>	MaryLou Messenger
	Betty DuRocher

#### Important Contact Information:

##### NAIW (International)

###### General Mail

9343 East 95th Court South  
Tulsa, OK 74133

###### Checks and payments

Department 2214  
Tulsa, OK 74182

**Phone:** 800-766-6249

**Local Phone:** (918) 294-3700

###### NAIW (International) President:

**Jenelle Duffy**

Email: [JenelleDuffy@neb.rr.com](mailto:JenelleDuffy@neb.rr.com)

##### NAIW Region IV

###### Region IV Vice President

**Sue Shaw, CPIW**

Lance & Co Insurance Agency LLC

119 N. Court Street

P O Box 488

Medina OH 44258

Phone: 877-725-2623

Fax: 866-725-2633

Email: [Sue@lance-co.com](mailto:Sue@lance-co.com)

##### Michigan Council of NAIW

###### Council Director:

**Cindy Prud'homme**

3181 McGregor Street

Grand Blanc, MI 48430

Office Phone: 248-204-8190

Cell Phone: 586-850-7632

Fax: 248-485-6769

Office Email: [CPrudhomme@meadowbrook.com](mailto:CPrudhomme@meadowbrook.com)

###### Assistant to Council Director:

**Linda Britton**

c/o Gregory-Newell Ins. Ltd.

P.O. Box 99

Mattawan, MI 49071-0099

Office Phone: 269-668-4561

Fax: 269-668-2081

Email: [lbgregorynewell@i2k.com](mailto:lbgregorynewell@i2k.com)