



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

Michigan Council of NAIW Newsletter *January, 2010*

Focus On...

- **Vision**

Vision is a leadership skill that allows us to set a path for our organization that will lead to growth, membership satisfaction and overall success. It's scary and it carries risk. We could make a wrong decision and get lost. We could disappoint people if we make a mistake. So what do we do? Do we play it safe and wait for our successors to take the reins, or do we face that risk and lead anyhow? As an association leader, what vision have you shared with your members? What path have you mapped out for your organization's success? Trust your members to trust you; after all, they chose you to lead them!

- **Growth**

One of the greatest benefits of NAIW membership is professional growth and development. That includes mentoring young professionals to help them to gain greater understanding of the field of insurance, to build contacts, to open doors for them, and to help them advance their careers. As an association, what are you doing to attract and engage young professionals? Remember that in early stages of our careers we're reaching for a hand up, but in later stages of our careers we should be reaching back, to help others.

- **Leadership**

NAIW offers many opportunities to build leadership skills. Confidence While Communicating is one of those opportunities. Business presentations & communication is one of the most critical, most tangible skills that will directly contribute to career advancement. Members, ask your association leaders when the next CWC class will be offered in your area. Then, invest in yourself by signing up!

- **Begin with NAIW**

Don't forget about the Membership Madness competition, ongoing since October. How is YOUR association measuring up? The first step in recruiting new members is to invite a friend to a class or a meeting. Start with just that one step!

Council Director's Message:

We're half way through the year and going strong. I've visited several associations, and I have been impressed by the enthusiasm of the members - all the activities you're engaged in, your charitable and community works, and so much education!

There is a great deal more to be done and exciting opportunities on our horizon. In February we have our quarterly Council meeting, with a great presentation planned on Healthy Competition and another on Team Building/Building Teams. Each Association will report on their activities, as will each Council Committee. This is your chance to see what is REALLY going on around the state and what your fellow NAIW members are involved in. I hope to see you in Lansing!

In March is our Region IV Conference, in Akron, Ohio. Our own Sue Holbrook will be presiding, as Regional Vice President. The list of educational courses was sent to members today, and I counted 8 CE credits available to each member, without any charge for courses or for CE filings. In addition, there are NAIW courses for those who do not need CE. It's a great learning, networking, and leadership development opportunity for all!

At the Regional Conference we will also vote on proposed Bylaws changes that were sent to members by NAIW President, Linda Wilson this week. Members, review these recommendations carefully. There is a lot of necessary clean up, but there are also proposed changes that will have a long lasting impact on the way we govern our organization. It's critical that every member **READ** the proposed changes and discuss with your association. **Be sure your local association has a delegate at the conference to vote on behalf of your members.** If a delegate hasn't already been elected, consider volunteering to represent your association! The entire document will be decided with one vote - it will not be decided by each individual change. This is your association and your vote is critical in steering NAIW in the right direction. See you there!

Cindy Prud'homme
Council Director
2009-2010



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Mark Your Calendars & Notify Members:

- **February 13, 2010 – Council Meeting**
Lansing, MI
Lexington Lansing Hotel
- **March 18-21, 2010 – 65th Annual Region IV Conference**
Akron, Ohio
- **May 8, 2010 – Council Meeting**
Lansing, MI
Lexington Lansing Hotel
- **June 9-12, 2010 – NAIW Int'l Convention**
Washington D.C.
- **August 7, 2010 – Council Meeting**
Lansing, MI
Lexington Lansing Hotel
- **October 15-16, 2010 Annual Council Meeting**
Traverse City, MI
Great Wolf Lodge

Council Committees & Chairs:

Audit:	Linn Feinstein
Awards:	Kim Newberry
Budget:	Sandy Pope
Bylaws:	Deva Black
Corporate Partners:	Janet Holstine
Credentials:	Teresa Masternak
Custodian of Funds:	Kim Newberry
Education:	Nancy Kramer
First Timers:	Anita Upson
Leadership Dev:	Bonnie Hayward
Legislation:	Tammy Wascher
Literacy:	Anita Upson
Membership:	Jaime Millikin
Minutes Approval:	Linda Britton
Nominating:	Teresa Branham
Pages:	Dorita Beal
Parliamentarian:	Bonnie Avila
Public Relations:	Linda Gerke
Safety:	MaryLou Messenger
Tellers:	Deb Oldfield

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