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FROM THE STATE DIRECTOR

Council Connections has a new look, and I would like to give special thanks to Jim Castelize who designed the new format and to Carol Castelize for becoming its new editor.

Our first State Council meeting also had a new look, or should I say a new sound, as we held the meeting via a teleconference. Given everyone's tight schedules and the proximity of the all the board members, a teleconference seemed to be the perfect answer, as we were able to accomplish in two hours what would normally take the better part of a Saturday. So I can safely say that it was a **success**.

I would like to state my goals for the upcoming year.

1. Have a Horizon Plan for the State Council in place by 12/01/04
2. Initiate a Public Relation Campaign
3. Provide the membership Leadership Development Education

The Council will be working throughout the year to provide the support needed by the Local Presidents and their committee chairs. Please contact myself or any board member with any questions or concerns as well as any ideas or suggestions. We are here to serve you, but in turn you must communicate your needs to us.

By now you should have all received your copy of NAIW now! I urge you to please take a few minutes to read this as it has some very important information regarding the Bylaw Revisions made by National. Also Cheryl Lee Blair's recap of her year as National President gives a great synopsis of what was accomplished in 2003-2004. There the career corner has a great article on meetings written by Laura Stack, MBA, CSP. I would also recommend you visit her website www.theproductivitypro.com

Our state meeting will be held on October 22nd and 23rd at the Woodcliff Lake Hilton in Woodcliff Lake, New Jersey. Kim Dolan CIC, CPIW and her committee have been working on this for over a year and it is going to be a great time. Entertainment on Friday night, CWC and workshops on Saturday morning, a first timer's breakfast and a truly professional and knowledgeable key note speaker, Rita William Bogar. And did I mention a special guest appearance by our two most favorite Floridians?

You know Tweedle Dee & Tweedle Dum or a.k.a. Andrea Kudlak and Paula Michaels. I hope that you will mark your calendar and make every effort to attend. This is the only time each year that we have the opportunity to be together as the New Jersey contingent of Region 1.

I look forward to serving as your State Director this year and hope to see all of you in Woodcliff Lake, New Jersey on October 23rd.

NEW JERSEY PRESIDENTS

NAIW of Atlantic County

BARBARA WHITLOCK CPCU,AIM, CPIW
bwhitlock@pashleyinsurance.com
Association Meeting
3rd Wednesday of Month

NAIW of Cumberland/Salem County

MARY CORVAIA
mccorva@aol.com
Association Meeting
2nd Thursday of Month

Insurance Women of Monmouth County

Maureen Kulaga
Maureen.kulaga@cna.com
Association Meeting
4th Tuesday of the Month

Insurance Women of New Jersey

JANE O'DONAHUE
Email: connormic@aol.com (Mary Connor)
Association Meeting
1st Tuesday of the Month

NAIW of of Southern New Jersey

LYNN SCHMITTER, AAI, CPIW
Email lschmitt@yesinsure.com
Association Meeting
2nd Tuesday of the Month

NAIW of Central New Jersey

PATTI SMITH
psmith@niagroup.com
Association Meeting
1st Tuesday of Month

NAIW of Sussex County

Christina Coranota-Conklin
conklinprnc@aol.com
Association Meeting
4th Monday of the Month

Insurance Women of Mercer County

Carol A. Castelize, CPIW, DAE
ccastelize@princetonrisk.com
Association Meeting
1st Wednesday of the Month

NAIW of Northern New Jersey

Denise Beardsley
Email denise@JMAssociatesltd.com
Association Meeting
2nd Thursday of the Month

NATIONAL CONVENTION

PITTSBURGH, PA

Another NAIW National Convention has come and gone. This year it was held in Pittsburgh, Pa. The hotel was beautiful and the town of Pittsburgh was great.

The National Elections were held for National offices and our New Board is as follows:

National President

Chris Kelly-Storback CPIW, DAE

National President Elect

Joanna Mahoney CPCU, CPIW, DAE

National Vice President

Gloria Bruno CIC, CPIW, DAE

National Secretary

E. Faye Evans

President Cheryl Blair Lee honored the more than 600 members of the Winners Circle.

Award winners at the conference were:

Rookie- of- the Year

Amy Craig CISR – Region II

CWC Speakoff winner

Jane Mayrer CIC, AIS, Region VIII

Claims Professional of the year

Lisa Hardin CPCU, CPIW, DAE Region V

Insurance Professional of the Year

Keri Morrell CIC, CPIW, DAE Region III

The competition between the different regions in the Pinewood Derby was exciting. Our representative, Bonnie Adams, did not compete National, but she had the best-looking car there. Vermont was our representative from Region I but unfortunately, she did not win.

It was a great conference, lots of education classes and seminars, lots of networking. Good meals and new friendships were formed.



“Success is the ability to go from one failure to another with no loss of enthusiasm.”
Sir Winston Churchill
(1874-1965)

DON'T FORGET YOUR CREDENTIALS!

BY DONNA WIJK, CREDENTIALS CHAIR

Just a Reminder – Each Association sending a Delegate to the State Meeting (E-Day) must submit the Certification and Credentials of a Voting Delegate form to me in the first week of October. The form should be mailed or faxed to me after the Association President and Secretary have completed the form IN DUPLICATE.

Upon arrival at E-Day, the delegate should check in at the credentials desk to be certified as a Delegate. If the Alternate is also attending, the Delegate and Alternate should check in at the same time. The DUPLICATE certification form should be presented at that time.

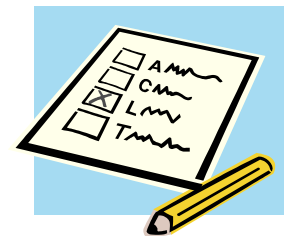
The forms are available on the State site and on the National site as well at <http://www.naiw.org/forms/2025%20-%20voting%20delegate%20form.doc>.

Please mail the completed form to:

Donna Wiik
PO Box 1036
Highland Lakes NJ 07422

Or fax it to: 973-764-5515

See you at E-Day!



INTRODUCING THE CUMBERLAND INSURANCE GROUP NAIW OF NEW JERSEY ROOKIE OF THE YEAR AWARD

BY DONNA WIJK, STATE AWARDS CHAIR

One of the first things I did when I became State Awards Chair was to send out a Fall Awards announcement to all of the Presidents that listed all of the awards to be presented. I sent it to Juliet Sisti first to see if she had any changes she wanted made and she wrote back and asked "What about Rookie of the Year?" I replied, "We don't have one." Change is good.

I was on the phone with Mary Corvaia and she mentioned Leo Hogan, Chairman and CEO of Cum-

berland Insurance Group, had expressed an interest in sponsoring an "of the Year" type award. Within weeks we made the announcement of the new award.

The award is a plaque that will be engraved with the recipient's name and will be passed on year to year to the subsequent winner.

Thank you Cumberland Insurance Group!



"The distance between **success** and failure can only be measured by one's desire."

Anonymous

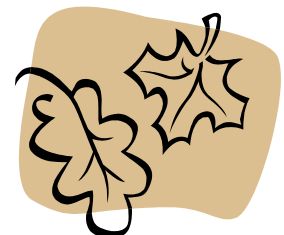
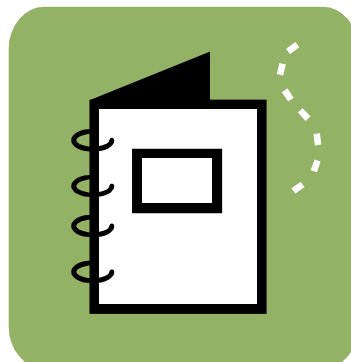
INSURANCE WOMEN OF MERCER COUNTY

BY CAROL A. CASTELIZE, CPIW, DAE

It is the start of another year with IWMC. We have a new president and some new officers to start the 2004-2005 year. I hope this will be a year of togetherness and excitement. "Looking into the future with NAIW" is our theme for the year.

We have some new challenges we want to undertake this coming year. Womanspace is welcoming us a helping hand for them. At our October meeting in honor of Women's Domestic Violence Month, they will come and speak at our meeting and give us more information how we can help their group. In return, we are collecting sweat suits and socks from our guests as a donation to them.

We are adopting a classroom at Lalor School in Trenton, NJ for the 2004-2005 school year. We will be helping them with books (keeping to the NAIW involvement with literature) and any other supplies they need throughout the year. We think this will be a great and rewarding project to undertake.



EXCERPTS FROM LINDA WILSON, AAI, CPIW REGION I VICE PRESIDENT

If you are new to the association, I hope you will find the coming year educational and rewarding. If you are a seasoned member, thank you for your continued commitment.

It is a pleasure to be serving a second term as your Regional Vice President. I am continuing with my theme, NAIW -Your Bridge to the Horizon. NAIW provides all of us with many opportunities and we only have to choose one to start us on a pathway over the bridge to our horizon.

This year's National theme chosen by President Chris Kelly-Storbeck is "'Success is a Choice' and she has provided an opportunity for members to achieve **success** through participation. You will find on the National website a "'Stairway to **Success**" form, The form is for the time period of July 1, 2004, to May 1, 2005. Complete as many activities as possible during that timeframe. Then submit the form to National Headquarters and you will be recognized on the website for your accomplishments.

The 2005 Region I Conference will be held in Sturbridge, Massachusetts, from March 10 through March 13. The Massachusetts Association of Insurance Women is our host for this wonderful event and is working to make the conference a memorable one for

all of us. This will be the 60'h conference held in the region, and plans are underway to have a history panel prepared for each state in the Region. Lee Ann Landine is conference chairman and can be contacted at llandine@allamerica.com.

Growth and member retention are always concerns for all officers at every level of the association. President Kelly Storbeck has given her leadership team the opportunity to develop a Strategic Plan for Growth, Throughout the year, you will be hearing about the plan as it is developed with assistance from you, the member. All nine Regional Vice Presidents have distributed survey forms to their State Directors to obtain information from local associations and members at large. Please take the time to complete and return the survey. Your ideas will help form the association of the future



MINI BOARD

PROVIDENCE, RI

Mini Board this year in Providence RI. was awesome as usual. There was information available for all new officers. This was Region I's training weekend. The Trainers were the State Directors, so you had the opportunity to meet and talk with them as they took their term of office. The chairman for the weekend conference was Joan Furi of NAIW of Rhode Island.

I would strongly recommend that all future officers attend a mini board. I know it is not easy, but

the experience is overwhelming.

Try to encourage your association next year to send a couple of officers in 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.



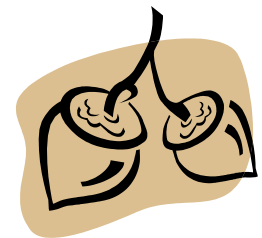
INSURANCE WOMEN OF SOUTHERN NJ

BY LYNN SCHMITTER

Welcome back to a new NAIW year. I hope that everyone had an enjoyable and safe summer. Barbara Whitlock President of NAIW of Atlantic County, and I traveled to Pittsburgh for the National Conference in June and, in July, we drove to Providence, Rhode Island for Regional Mini-Board. We had a wonderful time seeing many of our old friends, meeting new members and visiting both cities. It is now time to get back to work as we have many plans underway for this year. In October we are holding another Fashion Show and we need all of your help to make this a fun and successful event. Also in October is our State Council Meeting and E-Day. Our September and November Din-

ner Meetings will be held at Steak & Ale in Cherry Hill and Carol Massare is already working on our Membership Drive Much will be held at Ramblewood Country Club..

Please come out and join us. We really need your support and input to make this Association successful and have value to each and every one of you. I hope to see all of you soon.



STATE E-DAY

BY KIM DOLAN CIC CPIW
NAIW OF NORTHERN NJ, E-DAY EVENT CHAIR

Attached is the registration information for E-Day. We are very excited to have you all visit us in Northern New Jersey. We have a fun time planned for you! We have a great DJ lined up for Friday night, he even sings great too! As a special treat, we will have some additional entertainment on Friday evening (I'll let this be a surprise). On Saturday, we are providing a CE class to help you comply with the Ethics component of your NJ licenses. And, if you are not in the mood for CE, we have lined up Rita Williams-Bogar to provide a workshop on how to enhance your professional growth. Rita will also be our keynote speaker at the awards luncheon. Our vendors will be set up on Friday and Saturday morning, be sure to visit them and thank them for their support. Some of those who will be exhibiting are: Allan Industries, Comp Care Brokerage, Continental Marmorstein, NAIW Region I Conference, Premium Financing Specialists, Professional Risk Placements and Singer Nelson Charlmers. There will be plenty of food through out the event, so you shouldn't have to find a meal elsewhere. But, in

case you want something other than what we have to offer, there are restaurants in the hotel and just around the corner is The Tice's Corner Mall where you will find Panera Bread along with great shops such as Pier One, Williams-Sonoma, Banana Republic, J. Crew, and more.

Our Red, White and Blue Theme colors were chosen because this is a National Election year. We want to urge our members to exercise their right to vote. Remember, that many women fought for this right for us many years ago. Let's not let them down! We have attached voter registration information for those of you who may need to register.

Looking forward to seeing you all at the Hilton in Woodcliff Lake on Friday, October 22 & Saturday October 23, 2004!

Dates to Remember

October 22nd 23rd
New Jersey State Meeting
& Education Day
Woodcliff Lake Hilton,
Woodcliff Lake, NJ

November 1st
Council Connections Dead
line for articles

November 15th
Regional Awards deadline
for Rookie of the Year, In-
surance Professional,
Claims Professional and
Educational Scholarships

December 3rd
All Association Social
Woodbridge Hilton, Wood-
bridge, NJ

January 31st
Pinnacle Award Deadline

NAIW of Southern NJ
is sponsoring a
Fashion Show at
Bosco's in the
Moorestown Mall on
October 14, 2004.

The flyer for this event
is included in a
separate attachment.

MARK YOUR CALENDAR
Friday, December 03, 2004

Woodbridge Hilton

6:00 pm to 9:00 pm

**"* ALL ASSOCIATES
SOCIAL ***

The New Jersey YIPs are orchestrating a Holiday social and networking event for the members of all the industry associations. Marlene Swiderski will be the NJNAIW liaison to the committee. Stay tune for more details.



This year our National President, Chris Kelly Storbach's theme is **“Success is a Choice”**. In support of her theme I will be presenting the “NAIW Tools for Success” at my association visits. In each issue of Council Connections I will spotlight a NAIW tool for **Success**. In this issue I would like to discuss the NAIW programs that improve leadership skills.

LEADERSHIP TOOLS

Local Association Leadership Training- Students will learn the fundamentals of NAIW and basic skills of becoming a leader within their local association. Topics include running an association, available resources, key qualities to effective leadership, basics of by-laws and parliamentary procedures, techniques to recruiting and retaining members, fundraising ideas, association accounting and NAIW leadership opportunities. This course qualifies for the CPIW/M and DAE designations.

Leadership Development Program- This is a series of eight workshop sessions designed to examine the art of leadership and suggest ways the student can develop or enhance leadership skills. Sessions include the following topics; communication, developing financial awareness, team building, decision making, mentoring and leading change. This program qualifies for the CPIW/M and DAE designations.

Region I Mini-Boards- This is a NAIW tool that is unique to Region I. It is a week-end usually held the last week-end in July. Its purpose is to provide leadership training and information to the incoming local association officers. It is an excellent way of sharing past successes, and for brainstorming for solutions to your concerns by networking with the officers from others within our region.

Leadership Training Manuals – Available on National's website are complete leadership manuals for the positions of RVP, State Director and Local Association President.

NAIW Workout- Available on National's website it is a guide for the local associations on how to retain members and keep the NAIW passion alive in their organizations.





**NAIW OF SOUTHERN NEW JERSEY
PRESENTS....**

2004 FALL FASHION SHOW

****FEATURING WOMENS & MENS BUSINESS
AND CASUAL FALL CLOTHING**

DATE: OCTOBER 14, 2004

**TIME: 6:00PM DESSERT & COFFEE
 7:00PM FASHION SHOW**

**PLACE: BOSCOV'S 2ND FLOOR AUDITORIUM
 MOORESTOWN MALL, NEW JERSEY**

COST: \$10.00 PER PERSON

**CONTACT: LYNN SCHMITTER FOR TICKETS
 PHONE: 856.489.7024
 FAX: 856.751.2772**

