

North Carolina Association of Insurance Professionals  
78<sup>th</sup> Annual Convention  
First Business Session – Minutes  
November 1, 2019

The 78<sup>th</sup> annual meeting of the North Carolina Association of Insurance Professional was called to order on November 1, 2019, at 4:20 pm by Council Director Paula Burgess. She hoped everyone enjoyed time and lunch with the vendors. She asked the membership to personally thank them. She requested the vendors stand for a round of applause.

She asked Kimmie Rogers, NCAIP Council Director-Elect to lead us in the Pledge of Allegiance, Angela McClure lead us as we sang the National Anthem. Council Director-Elect Roger then gave the collect.

Council Director Burgess thanked Convention Co-Chairs: Cathy Bowling and Beth Wilkerson along with the Triangle Insurance Professional for all the hard work and directed the attendees to look for the members with the Egyptian Headbands for any assistance. Convention Co-Chair Cathy Bowling introduced the Hotel Representative, Lisa Westmoreland, who welcomed us to the Hilton Garden Inn and Suites in Research Triangle Park, N.C.

Council Director Burgess introduced our Keynote Speaker Eric Schoolcraft. Eric lead us on an adventure “Beyond Valley of the Kings.” It was a fun, interactive and interesting exercise in how to survive a balloon crash in the desert. It was enjoyed by the membership and she thanked Eric for his hard work in presenting the exercise to our association. She then introduced our Board of Directors and Region II RVP.

Jessica Pruitt	Region II RVP
Kimmie Rogers	Council Director-Elect
Robin Bennington	Secretary
Beth Wilkerson	Fund Custodian

Beth Blackwell of the Raleigh Association/Triangle Insurance Professionals served as Parliamentarian for the meeting. She recognized NCAIP Past Presidents, Past RVPs and IAIP Vice President Geraldine Plott. She thanked all for their service to the Association.

Council Director Burgess introduced the convention committee chairs:

Credentials: Bonnie Lea-Surgeon  
Tellers and Pages: Laura Scott  
First Timers: Pam Grimes  
Minutes Approval: Robin Bennington  
Timekeepers: Brian Tilley  
CWC: Jacque Clark  
Memorial Service: Cathy Bowling  
Registration: Debbie McDuffie  
Nominating Committee: Todd Jones

Pages and Tellers were asked to stand and were distinguished by wearing Mardi Gras Beads. Council Director Burgess introduced Jessica Pruitt, Region II RVP for a short report. RVP Pruitt reported that the Board is committed to delivering to us tools for success. They need sponsors and are trying to connect with corporations to provide in-house training. We need to send articles into Insurance Magazine. The Board intends to update the website and we should look for a dues increase next year. We need increased cash flow for technology upgrades for our website.

Council Director Burgess called Bonnie Lea-Surgeon for the credentials committee report. We have a total of 7 associations and there were 5 delegates present and 1 MAL. The total voting strength was 6. We had a quorum for the meeting.

Council Director Burgess called on Beth Wilkerson to give the Finance Committee Report. Wilkerson reported the Finance Committee met on November 1<sup>st</sup>, 2019 and the books for 2018-2019 were found to be in order. Also, at the same committee meeting the 2018 NCAIP Convention Books were found to be in order. The recommendations were accepted by the Delegates and both were placed in the permanent record.

Council Director Burgess called on Pam Grimes the First Timers Chair and she introduced **4 First Timers**.

Burgess then called on Todd Jones to present the report from the nominating committee. The Nominating Committee recommended the following slate of officers for 2020-2021:

Council Director Elect: Jackie Clark  
Secretary: Laura Scott

Fund Custodian: Cathy Bowling

Chair of the Nominating Committee: Norell Smith

Burgess noted there were no nominations from the floor. Nominations are closed until the Second Business Session to be held in the morning at 9:00 am. Nominations will again be open prior to the election.

Council Director Burgess called on the Secretary to read the correspondence, announcements and any messages. Bennington reported that dinner would begin at 6:30 PM. Wear your 1960's dance attire. The Hospitality Suite will be open after the Welcome Party.

The Meeting was adjourned at 6:03 pm by Council Director Burgess.

Respectfully submitted,  
Robin A Bennington  
NCAIP Secretary 2019-2020