

Presidents' Chat

NCAIP Membership;

I hope each of you has managed to stay warm and dry this winter with the crazy weather we have been experiencing. It seems you never know what to wear from one hour to the next much less one day to the next. It is hard to believe that the third quarter of our NCAIP year has already come and gone. My visits to all of your association meetings are now complete and I would like to thank each of you for a warm reception and for opening your meetings and membership to me. The visits were very educational for me and I enjoyed seeing how each of you conduct your meetings and learn about the different community projects you are involved. I found that some of you have some excellent cooks in your associations'; (Unifour has Mr. Hughes who makes a killer Turtle Cheesecake) you have some great fundraising ideas (see Durham for your pecan needs, Greensboro and High Point can hook you up with some knives and Randolph knows how to have an auction) and your community projects go above and beyond (Charlotte's Salvation Army Blanket Drive, Raleigh makes wreaths for shut ins and Wilmington helps out at First Fruit Ministries) so NCAIP should be well known in the state of North Carolina with everything you are all doing in our state to promote our organization. Keep up the good work and I am proud to be a member of this great organization.

For those of you who were unable to attend the Regional Conference that was held in Asheville, NC March 21st through the 24th, you missed a wonderful conference. The co-chairman of the conference Billie Sleet and Tracy Cotton, members of the Western North Carolina Association, did an outstanding job as did several of our local associations who helped out with several of the events. Thanks to each of you who helped out with this conference, everyone truly enjoyed themselves; all of you did a great job.

During the regional conference, several issues were brought before the membership to be considered. Each of your delegates that were at the conference will be reporting to you on the issues that were voted on, but I did want to mention the Region II items that were proposed. One of the items was the establishment of a Region II Fund for the purpose of providing seed money for future regional conference host. This seed money would be used to help with deposits and other expenses incurred when you start the planning of a regional conference. The seed money that is funded to the council hosting the conference would be repaid to the Region II Fund after the conference concludes so that the funds could be forwarded to the next state council that will host the next year's regional conference along with 50% of any excess funds raised. This recommendation was unanimously passed by all delegates in attendance. In order for this fund to begin each council was asked to contribute \$625.00 towards the fund. I am pleased to



North Carolina Officers 2012-2013

President – Angela McClure
President Elect – Janet Crosscup
Vice President – Geraldine Plott
Secretary – Roberta Clodfelter
Treasurer – Brenda Webster
Immediate Past President –
Anita Williams

announce that the Raleigh Association generously donated \$1000 to the fund on the behalf of NCAIP. I would like to thank the Raleigh Association on behalf of NCAIP membership for their generous contribution.

Another item that was voted on at our Regional Conference was the continuation of our Regional Conferences. Delegates unanimously voted that beginning in 2015 Region II conferences will be hosted on a rotating basis by state councils; beginning with Maryland, followed by Virginia, Delaware, North Carolina and West Virginia. Since North Carolina just hosted the 2013 conference it looks like we have a little time before we have to start planning again, but look out 2018 because we will have to try to match the Asheville Conference.

NCAIP can hold their heads high with all of our Region II Award recipients. Beth Wilkerson of the Durham Association won the Insurance Professional of the Year, Brandi Lightner of the Charlotte Association won the Rookie of the Year and Fran Brown of High Point Thomasville Association won the Claims Professional of the Year and Teresa Fannin of the Raleigh Association won the Confidence While Communicating Competition. Please join me in congratulating each of our winners and wishing them good luck as they advance to National to compete, I am sure each of you will represent North Carolina and Region II well.

Many of you may not know that NCAIP has an endowed scholarship fund that was established several years ago by our membership for the Brantley Center at Appalachian State University. Several of our members are on the board at the Brantley Center and are very active in this organization. This year the Brantley Risk & Insurance Center will be celebrating their 25th anniversary and I am pleased to announce that a NCAIP representative will be attending this celebration as an associate sponsor of this organization. This is just one of the many ways that NCAIP promotes insurance education in North Carolina for our future insurance leaders.

We will be having our mid-year board meeting May 4th for anyone who would like to attend. This is a time for the outgoing officers to give their reports and for the incoming officers to share their ideas and projections for the coming year. The meeting is scheduled to be held at the IIANC building in Cary, NC at 9:00 and following the meeting our very own Tracy Cotton will conduct a short 30 minute "Twitter for Dummies" class for those of us who are 'technologically challenged'. I hope each of you will be able to attend this meeting; it will be a meeting you will not want to miss because the members from High Point Thomasville will be your host and you never know what to expect out of these members.

Thanks for a great nine (9) months; I can hardly believe how time flies, my year will be up before you know it and it will be time for the changing of the guard. But until then if you need anything, just let me know, I am only an email away. Enjoy your spring and I will see you in May!

Angela C. McClure
2012-2013 NCAIP Council Director



***Dare To Dream with IAIP Your
Possibilities are Endless***



Region II – Insurance Professional of the Year
Durham Ins. Professionals – Beth Wilkerson



Region II – Rookie of the Year
Charlotte Assoc. Ins. Professionals – Brandi Lightner

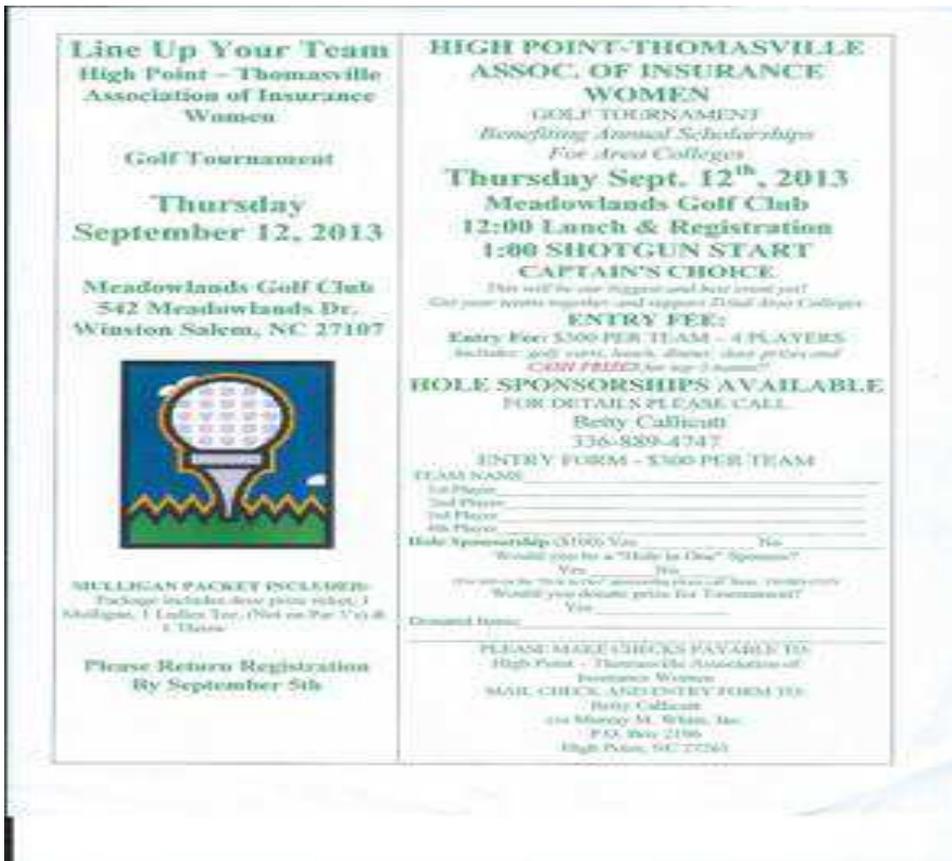


Our sponsorship sign at Peace College

DID YOU KNOW?

High Point-Thomasville

HPTAIW is in the process of supplying applications to various schools for students to apply for our scholarships. Our Ways and Means Projects have enabled us to present two scholarships this year. Our Ways and Means is also getting ready for our golf tournament – hope you will pass this along!



HPTAIW has sponsored two CISR classes and have additional classes scheduled. We are also in the planning stages of our campaign and soliciting donations for the Juvenile Diabetes Walk to be held in April. Our goal is \$1,000; donations are welcome for this very worthy cause. Our Horizon/Long Range Planning Committee has presented goals for the Association for the coming year and beyond.

Several of you took part in our "Goggles Program" at the State Convention. These goggles simulate the feeling of being under the influence while driving. We are taking this program to the schools again for Prom Night, assisted by the Thomasville Police Department. Our members will be working with the golf cart, "walking the line" and assist students attempting to walk while bean bags are flying by. We hope this program will save or have a meaningful influence on at least one person.

HPTAIW worked on table decorations for the Region II Convention in Asheville. Betty, Judie, Nora and our friend Elizabeth had many sore fingers from cutting and bending wire, cutting ribbon, and burns on fingers while working with hot glue guns. I hope our decorations were enjoyed at the conference.

On the social side;

Phillis Butcher's daughter, Tara, is getting married on April 20, 2013. Phillis and her husband will celebrate their 23rd Wedding Anniversary on March 17. Roberta Clodfelter's granddaughter turned 16 at the end of 2012; two of Judie Hancock's granddaughters will turn 16 the 21st of March and April 1st.

Charlotte

It's hard to believe it's already April. Spring has sprung and our organization is in full bloom. We have had three (3) marriages so far this term. Hollan (Bradley) Delany and Norell (Myers) Smith was married in December; and Kelly (Bryant) Proctor in January. Our very own Brandi Lightner won **Rookie of the Year** for Region II and Connie Hacker won **Travelers Personal Lines 2012 High Achiever Award**. We have had seven (7) new members Scott Baldwin, Sylvia Bertz, Megan McConnell, Kathy Benfield, Barbara Pritchard-Shank, Rita Budreckas and Amanda Legg to join our organization and two (2) transferred members Christine Field and Trisha Herold this term.

We have also been busy in our community. In January we completed a Salvation Army Blanket Drive, February we put meals together at Friendship Trays to be delivered to members in our communities, March and April an 'accessory' drive for Dress for Success, also in March CAIP participated in the Mecklenburg Fire and Safety Bowl. On May 3rd and 4th we plan to take part in an overnight walk for Relay for Life for the American Cancer Society.



Fire & Safety Bowl

We are also taking part in the ALS Walk on 4/27/13 in support one of our industry colleagues who has been diagnosed with ALS, more commonly known as Lou Gehrig's disease. This is a motor neuron disease

that impairs muscular activity while the brain remains active and as sharp as ever. Our hearts go out to her and her family!

We have wrapped up our KrispyKreme fundraiser for February and March. We are now working on our annual Golf Tournament scheduled for 04/19/13 rain or shine! This annual event raises money for Insurance scholarship recipients from UNC-Charlotte and Appalachian State University.

**Charlotte Association of Insurance Professionals
20th Annual Golf Tournament**

Friday, April 19, 2013

OLDE SYCAMORE GOLF PLANTATION

Mint Hill, North Carolina

Proceeds Help Fund Scholarships for Risk Management Students at:

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We are continuing to focus on the growth of our organization, this is imperative to our survival, as well as striving to be good stewards to each other on a local, state and national level.

Our Rookie of the Year

Travelers VP of Field Underwriting, Patti Bryant commented on Brandi Lightner's Rookie of the Year Award – *“Congratulations. I was a very active member of Association of Insurance Professionals in Kansas City 25+ years ago. I think of my affiliation with the organization as a spring board in my insurance career. They helped me focus on a rewarding career in insurance and surrounded me with other professionals that served as my mentors then and still today. I formed many strong bonds and friendships across the country which remains strong today. Enjoy and utilize the vast array of talents in this organization. I guarantee you they will serve you well as you continue with your professional insurance career. I also guarantee you will call many of them your friends 25+ years from now.”*

Wilmington

WIP is busy planning our annual banquet to be held May 2, 2013 at Events on Front, Wilmington, N.C. Our guest speaker will be NC Insurance Commissioner, Wayne Goodwin. We are actively searching for auction items; the proceeds will benefit the Cape Fear Community College – “June Mumford Scholarship Fund”.



We cordially extend an invitation to ALL NCAIP members. For registration information and additional details, please contact Brenda Webster at 910.794.3157, ext. 28.

Raleigh

BRANTLEY RISK & INSURANCE CENTER – APPALACHIAN STATE UNIVERSITY

Since its establishment in 1988, the Brantley Risk and Insurance Center at Appalachian State University has been educating and preparing insurance leaders. The Brantley Center is a privately funded center that received no State funding. The purpose of the Center is to prepare the next generation of insurance leaders through student interview preparation, resume production and teaching valuable “soft skills” that set AppState RMI students apart from other majors.

More than 950 alumni have graduated from the RMI program in the last quarter century. The North Carolina Association of Insurance Women began giving scholarships at the beginning of the program and made contributions toward the start-up of the program. NCAIW endowed its scholarship which means that even if no additional funds re added, scholarship will be given in infinity.

Brantley Center Points of Pride

- ✓ 5th largest RMI program in the US in 2012
- ✓ 950+ RMI graduates from AppState in the last 25 years
- ✓ 135 RMI majors in 2012 (10% increase from 2011)
- ✓ 90% job placement rate for RMI majors within three (3) months of graduation
- ✓ Three (3) RMI student winners of the AAMGA “White Paper” award in the last three (3) years
- ✓ More than ½ of RMI majors traveled to off-campus industry events in 2012
- ✓ Spring Break trip to London financial district for International Insurance Markets class students
- ✓ RMI students won three (3) awards in October 2012 International Gamma Lota Sigma convention



The NCAIP membership should be very proud to be a part of such a great program!

Unifour

The Unifour Association of Insurance Professionals has been overcoming inclimate weather and discovering that no matter how diverse our group is, we have all been able to agree that Duck Dynasty is the Must-Watch show of the season!

In our effort to grow and further ourselves both personally and professionally, many of our members took part in a seminar by Steve Black of Charlotte concentrating on goal setting, attitudes etc and the best part, it was free!



"Let Me Show You How To Have Your Best Year Ever! – Steve Black"

**WOULD YOU LIKE TO
DOUBLE YOUR
BUSINESS
WITHOUT WORKING
TWICE AS HARD?**

WHO: STEVE BLACK - SENIOR TRAINER
WHAT: BUSINESS WORKSHOP-TRIPLE YOUR SALES & BUILD YOUR BUSINESS
WHERE: **Crowne Plaza Restaurant, 1385 Lenoir Rhyne Blvd, Hickory NC. 28601**
SPONSORED BY: Unifour Association of Insurance Professionals
WHEN: **6:00 PM Tuesday February 26th 2013**
HOW: LEARN HOW TO IMPROVE IN THE FOLLOWING:

- GOAL SETTING-MENTAL VS WRITTEN, SPECIFIC & ACHIEVABLE
- ATTITUDE-KEYS TO ESTABLISHING "LIKE & TRUST"
- PROSPECTING & INTIAL CONTACT
- NEEDS ANALYSIS & DISCOVERY PROBING
- PRESENTATION SKILLS AND OVERCOMING OBJECTIONS
- THE CLOSE & FOLLOW UP
- HOW TO GIVE AND RECEIVE BETTER REFERRALS

PLUS MANY MORE IDEAS TO EXPLODE YOUR BUSINESS in 2013!

Our National Senior Trainer, Steve Black, is the architect behind several of the fastest growing training and internet firms. He can teach your team members traditional sales skills and also cutting edge techniques to get more business. Steve is regarded to be one of the nation's best sales trainers and public speakers. He has toured with Brian Tracy and Tom Hopkins for many years and has spoken to approximately 500,000 people across the Country.

www.businesssuccesstraining.com

Randolph

Spring 2013 has started off strong for Randolph Insurance Professionals Association (RIPA). We began our newest fundraiser which involves selling flats of fresh local strawberries as well as honey baked hams. The fundraiser is just wrapping up, and it went very well!

We have one strong prospective member that we are very excited about adding to our association. We have also had several new visitors that we hope to recruit over the coming months. Our association is growing and we are thrilled with the new ideas that are being brought into our meetings.

RIPA has also started our own Facebook page! Make sure to "Like Us" if your organization has Facebook too! We also began our monthly member newsletter to keep everyone informed of important dates and happenings within RIPA.

Lastly, we have been exploring offering an "I Can" Series class. We hope to be able to do this in the next few months and invite other associations. We will keep you updated!

Do not dwell in the past; do not dream of the future,
concentrate the mind on the present moment.
- Buddha

*For those associations that were unable to submit an article - we miss you and hope you
will be able to join us in the next edition!*