

PROFESSIONAL

INSURANCE WOMEN

PIW
JOURNAL

November Newsletter | Issue #2

President's Message

"Tis the season" is upon us.

Tis the season for pumpkin spice lattes, Halloween costumes, and PIW membership dues.

Tis the season, for hot chocolate, getting lost in the multitude of fall color, and being found at the holiday PIW social hour!

Tis the season for a new pair of boots and a new profile on the PIW website!

Tis the season to commit to a new exercise routine and commit to helping with the May meeting!

Tis the season when we are freezing in the morning and sweating in the afternoon, we are over using the word "One One," and we need to remind ourselves that everything will get done; because for goodness sakes, we are SUPERWOMEN and PIW is super too!

I thought I would share some of the "tis the season" comments from the Executive Committee (some have been adjusted a wee bit) and hope to see you (and a guest) at the November meeting!

Sincerely submitted,

Rose Rothecker

PIW Mission Statement

Professional Insurance Women is a networking organization whose mission is to promote the professional and personal growth of its members by creating an opportunity for the exchange of ideas and mutual support.

PIW provides a forum for communication among insurance providers, brokers/agents, and buyers; used to enhance the understanding of the insurance profession.

October Meeting Recap

Our meeting was held at the Double Tree Hotel in St. Louis Park on October 19th, and was attended by 24 members and 4 guests. We all had the pleasure of hearing Donald Droegemuller, CFP of Peak Financial Consulting, speak about “Raising Financially Aware Kids.”

It was enlightening to hear that kids learn about money more from watching, rather than listening. Remember, it begins with having “the talk.”

T – Talk to your kids/grandkids as early as possible

A – Act casually

L – Leave money in its proper place

K – Know your audience

The group enjoyed the lively conversation, and it was fun to listen to the PIW members share their stories! For further information, you can purchase the book Don based his discussion off of: [Yes, You Can! Raise Financially Aware Kids.](#)

Upcoming Meeting

Our next **open** meeting is **Wednesday, November 16** at the DoubleTree Hotel in St. Louis Park.

The topic is “The Ten Minute Leadership Challenge” hosted by Margaret Smith. During the November meeting, Margaret will provide useful tips and valuable insights to help you develop into a savvy business professional and lead with more confidence. Start (or “re-tool”) your journey to success today. Become the leader you **KNOW** you can be, ten minutes at a time.

Margaret’s book, The10-Minute Leadership Challenge, will be available for purchase at the November meeting

Head over to the [PIW website](#) for the full details and to pay the meeting fee via PayPal.

Membership Dues

Membership fees are due. **Payment is due on or before December 1, 2016.** Dues paid between December 2, 2016 and January 1, 2017 are subject to a \$10 late fee. If dues are not paid by January 1, 2017, the PIW member will be automatically removed from membership.

Head over to the [PIW website](#) to pay your dues via PayPal.

**Associate
Members
\$30**

**Members
\$60**

**Name Tags
\$14**

Nametags

Do you need a PIW name tag?

Order one through our [website](#) today!

Name tags are a good way to introduce yourself to someone you don’t know by saying their name first.

Membership Spotlight

If you could go anywhere in the world, where would it be and why? I would love an extended visit and tour of New Zealand. I was enthralled with the diverse beauty of this island nation in the Lord of the Rings and Hobbit movies. There seems to be so many wonderful camping, hiking, and exploring opportunities.

Do you have any kids (2 legged or 4 legged-furry)? I don't have any 2-legged kids, but I do have two 4-legged kids – Tasha and Dudley; a 10-year old Sheltie and 8-year old Whippet. They were named after two of the Rocky and Bullwinkle cartoon characters. Tasha was named for Natasha, the beautiful Russian spy. When we got Dudley, he didn't look like a Boris, so he got named Dudley Do Right instead, which fits him perfectly. Ask me about the rest of the Rocky and Bullwinkle story; hint – I'm Rocky the flying squirrel.

What is your favorite restaurant? My favorite restaurant is anything cooked on the grill or over the campfire while we're camping. No reservations are needed, there are no crowds, and all the clean-up goes right in the campfire.

Any vacations planned? We just got back from our final camping trip of the 2016 season at Bear Head Lake State Park. We spent the weeks of Labor Day in the Black Hills and Memorial Day at Tettegouch State Park. Camping is our preferred means of unplugging, getting away, recharging and enjoying the invigorating beauty of nature. Camping allows the four of us to run away from home, but still have our home with us. There's nothing like it!

What is your best childhood memory? My best childhood memories are summers spent at my grandma's farm in southern Iowa; collecting fresh eggs for breakfast directly from under the hens, playing with baby calves and pigs, riding the neighbor's tractor and hay wagon, climbing the apple tree, catching fire flies at night, helping Grandma harvest fresh vegetables from the garden, and of course her warm and welcoming hugs as we all piled out of the car upon arrival and raced to be the first one to hug her. Best summers and memories ever!

Julia Uehling, Hays Companies

Have You Visited Our Website?

PIW is on the web! Here, you can pay for upcoming meetings and annual membership dues. As a member, please make sure to request to be a part of the website, and create a member profile. This is how we will be tracking our roster going forward.

New job, new email? Create a new account with your current email, and we will delete your old account for you. Visit www.piwmn.com.



Financial Update

The summary below shows the year-end recap of our actual 15/16 fiscal period income and expense as compared to our 14/15 income and expense. Our 14/15 fiscal period was very successful due to a number factors: 1) we held meetings offsite, which saved money on catering and room fees, 2) attendance at our CE meetings was very good, and 3) we brought our own AV equipment where possible.

In 15/16, we slipped a little. We are in the midst of doing our budgeting for 16/17, and plans are in place to hold off-site meetings, increase membership, increase attendance, and get better at communications around bringing members' AV equipment.

Our Programs Committee has a fantastic program in the works for the coming year; we can't wait to see you all at the meetings!

Happy Holidays from the Finance Committee!

PIW Financial Summary 10/1/15 - 9/30/16			
	2014/2015*	2015/2016*	Change
Income	\$18,519.89	\$16,228.56	(\$2,291.33)
Expense	\$16,341.79	\$17,158.40	\$861.61
Profit (Loss)	\$2,178.10	(\$929.84)	(\$3,107.94)

*Adjusted for 15/16 dues payments in 14/15 of \$840, and 14/15 dues of \$900 paid in 13/14.

Cash on hand at 9/30/16 is \$12,196.38.

Cash on hand at 9/30/15 was \$14,160.33.

Job Opportunity

Marsh & McLennan Agency is looking for an individual to join our property and casualty claims team as a Claims Specialist. The Claims Specialist is responsible for following up on claims inquiries for all standard commercial lines of coverage as delegated by other team members and clients. The Claims Specialist is also tasked with creating and delivering various client reports including open claim status reports. This position may also be responsible for managing detailed customized claims solutions for clients that have purchased this service. **Contact Dawn Araya (763) 746.8293.**

Success in this role requires:

- High School diploma or equivalent required; Bachelor's degree is preferred.
- 2+ years of experience working in claims.
- Must be detailed with excellent organizational and time management skills.
- Good interpersonal skills and high sense of urgency.
- Excellent written and verbal communication.
- Prior success and experience operating in a fast-paced environment.
- Ability to effectively build and maintain positive working relationships with clients, management, and peers.

16-17 PIW Meeting Schedule

Mark your calendars now. Here is the beginning schedule of our 16-17 PIW year.

You can always view our schedule for additions and changes [online](#).

DATE	TYPE	TOPIC	GUEST SPEAKER
Wednesday, October 19	Open Breakfast 7:30 – 9:00AM	Raise Financially Aware Kids	Donald Droegemuller, CFP Peak Financial Consulting
Wednesday, November 16	Open Breakfast 7:30 – 9:00AM	The Ten Minute Leadership Challenge	Margaret Smith, President UXL Consulting
Tuesday, December 6	Open Afternoon 4:00 – 7:00PM	Annual Holiday Reception Rojo Mexican Grill	
Wednesday, January 18	2:00 – 4:00PM <i>(meeting)</i> 4:00 – 6:00 PM <i>(happy hour)</i>	The Manufacturing Transformation – an Era of Disruptive Complexity	Mark Locke Chubb Insurance Meeting hosted at Aon (2 CE credits available)
Wednesday, February 15	Closed Breakfast 7:30 – 9:00AM	The Role of Good Nutrition in Health & Wellness	Jena Frizelle Nourishing Nutrition Wisdom
Wednesday, March 15	Open Breakfast 7:30 – 9:00AM	Presentation Skills/Impromptu Public Speaking	Eve Simpson Energizers Toastmasters Club
Wednesday, April 19	Closed Breakfast 7:30 – 9:00AM	Transforming your Passion into a Career	Lisa Berg, Owner Suitcase Therapy
Wednesday, May 17	Open Breakfast 7:30 – 9:00AM	Topic TBD Hosted by May Committee	
Wednesday, June 21	Closed Breakfast 7:30 – 9:00AM	Topic TBD Hosted by Membership Committee	
July	TBD	Charity Event	
August	Afternoon/Evening	Annual Golf Outing	
Wednesday, September 20	Closed Breakfast 7:30 – 9:00AM	Annual Business Meeting	

What would YOU like to see?

If there is news, or items you would like to share with the membership, please send an email to the Executive Committee. We like to celebrate and highlight our members' accomplishments!

When a member loses an immediate family member, PIW provides a plant and condolence card to the member. We want to continue to support our members in times of need. Please contact a member of the Executive Committee any time we can provide this support.

PIW members are invited to attend an Executive Committee meeting if you have something you would like to present to the Board. Please contact an Executive Committee member to review the request prior to the meeting.