

# IPMD Connections

Insurance Professionals of Miami-Dade  
Established 1971

September 2007



1



## Message from your President

Greetings and welcome to all!! It is with great pleasure I serve as your President again for the 2007/2008 year. I would like to take this opportunity to thank everyone for their dedication and support given in accomplishing the goals set for the Insurance Professionals of Miami-Dade last year.

Taking a look at the past year, we made several accomplishments as an organization. IPMD was one of the hosting associations for the 2006 Florida Council Meeting held in Miami Lakes, Florida. IPMD had 8 First Timers attend the meeting. The association raised \$725.00 to off set the costs of registration for the meeting. Thirteen (13) members were able to attend on either a fully or partially paid registration. Kudos to all of our members for their participation in the fund-raising efforts.

During the 2006/2007 year, there were 2 meetings where members were able to get Continuing Education credits towards their licenses, and other meetings included guest speakers discussing topics such as Surplus Lines, What We Really Need To Know About Hurricanes, Wind Coverage, Windshield Repair, 401k and Pension Plans, etc. A big thank you to Janice Hoffenden, our Director of Education, for her hard work and efforts.

Our biggest challenge for the year was finding a meeting place, but we were able to get over that hurdle as well.

Looking at the coming year, we have already reached one goal. We have spent several months trying to get our website up and running. However, we ran into a few kinks. I am extremely excited to announce that Rebecca Julson has not only taken on the task of getting a new website up and running, but has accomplished this task and has taken it one step further. Rebecca has not only established a new website, but she has also developed a new e-mail address that can be used by future Board members. Please be sure to visit the site often for updates and new information. Feel free to e-mail anyone of our board members via the website.

I look forward to seeing you at our upcoming Southern Three Meeting in September being hosted by IPMD and hope that many of you will attend the 2007 Florida Council Meeting in Daytona, Florida in November.

Onward and upward!

Yours in fellowship,  
Roslyn Vargas, DBA (ABD), CISR  
President, IPMD

Presidents Message	1
Monthly Meeting Info/ Board of Directors	2
Southern Three Meeting	3
Call for FL Council Candidates	4
FL State Council Meeting	5
FL State Council Meeting Info	6
State Council Registration	7
FL Council Retreat	8
Classifieds/Kudos	9
Conference Info	10

# IPMD – Monthly Meeting Info

In lieu of our monthly meeting, we will host the Annual Tri-County Meeting.

The 2007 Southern Three Meeting details are as follows:

Date: Saturday, September 15, 2007

Time: 8:30 am

Meeting Location: Crowne Plaza Hotel  
13400 W. Sunrise Blvd.  
Sunrise, FL 33323

Cost: \$35.00

Contact: Roslyn Vargas, President  
954-331-4833 or [ipmd@ipmd-naiw.org](mailto:ipmd@ipmd-naiw.org)

**RSVP no later than Wednesday, September 12, 2007.**



## 2007/2008 Board of Directors



Roslyn Vargas  
[rvargas@macneillgroup.com](mailto:rvargas@macneillgroup.com)

President/Membership

Martha Valdes-Diaz  
[mvdiaz@macneillgroup.com](mailto:mvdiaz@macneillgroup.com)

Vice President

Caridad Garcell  
[cgarcell@macneillgroup.com](mailto:cgarcell@macneillgroup.com)

Parliamentarian/Treasurer

Eliana Ulloa  
[eulloa2@macneillgroup.com](mailto:eulloa2@macneillgroup.com)

Secretary

Janice Hoffenden  
[jhoffenden@macneillgroup.com](mailto:jhoffenden@macneillgroup.com)

Director of Education

Marie Greene  
[mgreene@macneillgroup.com](mailto:mgreene@macneillgroup.com)

Apprentice for Director of Education

Sabrina Edwards  
[sedwards@macneillgroup.com](mailto:sedwards@macneillgroup.com)

Social Events Director

Rebecca Julson  
[rjulson@macneillgroup.com](mailto:rjulson@macneillgroup.com)

Public Relations/Newsletter

## 2007 Southern Three Meeting

COME JOIN

INSURANCE PROFESSIONALS OF MIAMI-DADE  
INSURANCE PROFESSIONALS OF SOUTH FLORIDA  
INSURANCE PROFESSIONALS OF THE PALM BEACHES

FOR THEIR ANNUAL TRI-COUNTY MEETING  
ON SATURDAY, SEPTEMBER 15, 2007  
AT 8:30 A.M.

MEETING LOCATION



**CROWNE PLAZA**

FORT LAUDERDALE  
AT SAWGRASS MILLS

**13400 W. SUNRISE BLVD**

**SUNRISE, FL 33323**

### **BREAKFAST BUFFET**

Variety of Chilled Bottled Juices  
Sliced Fresh Seasonal Fruit  
Farm Fresh Scrambled Eggs with Cheddar Cheese & Chives  
Crisp Strips of Bacon, Sausage Links, Breakfast Potatoes,  
Biscuits with Country Gravy  
Assorted Breakfast Breads, Muffins, & Bagels,  
Creamery Butter, Cream Cheese, & Preserves  
Freshly Brewed Coffee and Hot Tea

**Cost: \$35.00**

RSVP To: [ipmd@ipmd-naiw.org](mailto:ipmd@ipmd-naiw.org)

No later than Wednesday, September 12, 2007

## Call for Candidates / Florida Council

Presidents, Council, Members at Large & Members

Future leaders of tomorrow! It is that most important time of the year, time for applications for those of you who wish to run for Council Office. The following are elected offices your delegates will cast their votes for on Saturday, November 3, 2007 at the Florida Council Annual Meeting.

- Council Director Elect
- Public Relations Chairman Elect
- Membership Development Chairman Elect
- Treasurer Elect
- Delegate to the Region III Nominating Committee
- Alternate to the Delegate to the Region III Nominating Committee.

I have appointed Bernice Ingram as the chairman of the nominating committee. The application can be found on the Florida Council website [www.naiwfl.org](http://www.naiwfl.org) under the category of Florida State Meeting. Scroll down and you will see 2007 Candidate Form, yes that's it. Fill it out and email it to Bernice Ingram [bingram@fajua.org](mailto:bingram@fajua.org). (Her information can also be found on the last page of the form. Applications must be received no later than October 1, 2007. **Deadline strictly enforced.**

If you need further information regarding the duties of these offices, please send Bernice an email, she will be happy to provide you with the duties.

*Betty Ribeiro*, PIAM, ACSR, CPIW, DAE

Florida Council Director

[bribeiro@ribeiroinsurancegroup.com](mailto:bribeiro@ribeiroinsurancegroup.com)

Phone: 407-616-3696

Fax: 407-574-7004

**POWER YOUR POTENTIAL WITH NAIW**



## 2007 NAIW STATE COUNCIL MEETING

**What:** N.A.I.W. 21st Annual Florida Council Meeting

**When:** November 2<sup>nd</sup> – 4<sup>th</sup> 2007

**Where:** Hilton Daytona Beach Oceanfront Resort at Ocean Walk Village

**Room Rates:** Booked before 10/2/07  
 Single/Double \$129 - Triple \$139 – Quad \$149  
 RESERVATIONS – 1-866-536-8477  
 Mention Group Code -NAIW

### Registration:

Early Registration received prior to 10/1/07:

Full Member \$160    Non-Member \$195

Late Registration received after 10/1/07:

Full Member \$185    Non-Member \$220



## 2007 Florida State Council Meeting

PO BOX 354841, PALM COAST, FL 32135-4841

September 20, 2007

The North Florida Associations invite you to be a part of the "WAVES OF POSSIBILITIES" at the 21<sup>st</sup> Annual Florida Council Meeting in beautiful Daytona Beach, Florida, November 2-3, 2007. The event is being held beachside at the Hilton Daytona Beach Ocean Walk Village.

We unofficially start on Thursday November 1<sup>st</sup> with a PIAM Class taught by Glen Cook 9:00AM-5:00 PM. Other educational opportunities are on Friday November 2<sup>nd</sup> 9:00AM-12:00 Noon Ethics and 1:30 PM-2:30PM "How to get out of your inbox and back into the rest of your life" (no CE). Saturday afternoon November 3<sup>rd</sup> brings still more CE opportunities 3:00PM-4:00PM Wind Mitigation and 4:00PM-5:00PM Errors & Omissions. Wow, 12 hours of CE to benefit you and your employer.

Dress for all business sessions is business casual. (No shorts, jeans or bathing suit attire, please.)

Friday evening's welcome party is going to be a parade of "Best Dressed in Your Own Backyard". This year's competition will give each association the opportunity to dress in a theme from their geographical area of the State. Each Association will select their fav five (5) to represent them in the competition, giving each association a "fair" advantage. A panel of distinguished guest judges (not members) will decide who will take home this honor.

Don't forget the Saturday morning CPIW, CPIM, DAE breakfast and Saturday afternoon's leadership luncheon. I know you will be hanging on the edge of your seats for the announcement of who won CWC.

The last boarding call of your adventure will be Saturday Evening at our "Yachts of Fun" banquet. Pull out your favorite "evening" yachting attire for dinner and mingle with the Captain and Crew. (No shorts, jeans or bathing suit attire, please.)

Be ready to "surf" the NAIW network, race to the education finish line and be a sea of information for those looking for a mentor.

Come to Daytona Beach to drift above the waves on a parasail adventure, perfect your swing at the LPGA or the USTA, fathom the depths at the new Marine Science Center, speed it up at Daytona USA, splash and slide at Daytona Lagoon and have a great time at the 21<sup>st</sup> Florida State/Council Meeting in 2007 all at the same time.

In fellowship,

Sarah K. Ballew, CIC, CISR, ACSR, CPIW  
2007 FI Council Meeting Chairman

# 21st ANNUAL FLORIDA N.A.I.W. STATE MEETING

## November 2<sup>nd</sup> & 3<sup>rd</sup> 2007

### Registration Form

#### 1. Registration Information

Separate form required for each registrant)

Last Name: \_\_\_\_\_

First Name: \_\_\_\_\_

Designations: \_\_\_\_\_

Name to appear on badge: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/ZIP: \_\_\_\_\_

Daytime Phone: \_\_\_\_\_ ext. \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Employer: \_\_\_\_\_

Local Association: \_\_\_\_\_

Check here if you do **not** want your contact information to be included in the registration book.

#### 2. Registration Fee

- Full Registration due by 10/01/07 \$160  
 Guest Registration due by 10/01/07- \$185  
 Meeting Pin \$ 5  
 Late fee after 10/02/06 - Add \$35  
 (Above fee includes all meal functions)

#### 3. Extra guest tickets may be purchased for

- Welcome Party \$40 each x \_\_\_\_\_ = \_\_\_\_\_  
 Sat. CPIW/M Breakfast \$25 each x \_\_\_\_\_ = \_\_\_\_\_  
 Leadership Luncheon \$35 each x \_\_\_\_\_ = \_\_\_\_\_  
 Sat. Night Banquet \$60 each x \_\_\_\_\_ = \_\_\_\_\_  
 Note: Guests MUST have a ticket for admission.

#### 4. Special Needs

I have special needs &/or dietary needs:  
 They are: \_\_\_\_\_

#### 5. Ribbons

Please indicate the ribbons to be in your packet:

- First Timer - Required to receive privileges!!  
 Gold Timer - 10+ FL State Meetings  
 Young Professional (< age 40)  
 Member at Large  CWC Speaker  
 Delegate  Local President  
 Alternate  Exhibitor  
 C.P.I.W  C.P.I.M  DAE

Have you had your C.P.I.W, C.P.I.M or DAE less than 2 years? \_\_\_\_\_

Past ST/REG/NAT'L Officer: \_\_\_\_\_

**Early Registration Thursday 7pm-8pm**  
**Registration & Credentials Open Fri. 9am - 3:30pm**  
**Exhibit hall Open Fri. 9am - 3:30pm**

#### 6. Continuing Education:

Indicate Classes you will attend:

##### Thursday 11/01

- PIAM Workers Compensation 7 hrs 9:00am-5:00pm  
 (CE693(#43571 P&C , not filed for adjustors) Instructor:  
 Glenn Cook, PCA, PCSR, CIC, PIAM, Sponsor Central  
 Florida Insurance School

##### Friday 11/02

- Ethics: Don't Decide at 5 3 hrs 9:00am-12:00pm  
 (#58407 P&C and L&H, not filed for adjustors) Instructor:  
 Petra Lee, AAI, CIC, API, AIS, ACSR, CPIW, DAE  
 Sponsor, Tower Hill Insurance School
- "How to Get Out of Your Inbox & Back into the Rest of  
 Your Life" 1:30pm-2:30pm (NO CE) Instructor: Marsha  
 Egan, CPCU, API, CPIW, PCC, Sponsor: The Egan  
 Group, Inc.

##### Saturday 11/03

- Instructor both classes: Beth Jones, CPCU, CPIW  
 Sponsor: Beth Jones
- Wind Mitigation 1 hr 3:00pm- 4:00pm  
 (#61201 P&C, not filed for adjustors)
- Errors and Omissions 1 hr 4:00pm-5:00pm  
 CE approval pending

#### 7. Registration: Total Check Amount \_\_\_\_\_

(Payment for registration, extra meal tickets & meeting pin  
 must accompany registration form)

Check payable to: **2007 Florida State Meeting**

**Mail to: 2007 Florida State Meeting**  
**P O Box 354841**  
**Palm Coast, FL 32135**

If questions, please contact Pat Nicholas or Dianne Dando  
 Email: [PNicholas@bbdaytona.com](mailto:PNicholas@bbdaytona.com), [ddando@fbmc-ormond.com](mailto:ddando@fbmc-ormond.com)

#### 8. Hotel Information

Hilton Daytona Beach Ocean Resort  
 At Ocean Walk Village  
 100 N Atlantic Ave  
 Daytona Beach FL 32118  
 Phone (386) 254-8200

Single/Dbf Room Rate \$129.00 + applicable taxes  
 Triple Room Rate \$139.00 + applicable taxes  
 Quad Room Rate \$149.00 + applicable taxes

(Reference 2007 Women's Insurance Conference)  
**Reservations must be received prior to 10/02/07.**  
**After 10/02/07, reservations subject to availability.**  
 Contact Hilton direct to make your reservation.

Florida Council of NAIW  
Bringing a Retreat to You

**January 12, 2008**

MacNeill Group  
1300 Sawgrass Corporate Parkway, Suite 300  
Sunrise, FL 33325

**Time:** 8:30 am – 3:00 pm

**Cost:** \$35.00

Morning Coffee and Lunch included

Agenda

- 1) Time Management Seminar
- 2) 30 minute "I Can" Series (Manual included)
- 3) Round Table Discussion  
"Strengths and Weaknesses in your Association" &  
Member Needs

Please bring an item for silent auction.  
Proceeds will go to the Florida Council.

**Reservations and checks must be received no later than  
December 21, 2007 to insure manual for I Can Series**

**No refunds after December 21, 2007**

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Name: \_\_\_\_\_

Association: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

Phone: \_\_\_\_\_

Mail to: Helen Wright, 1868 Plumtree Drive, Deltona, FL 32725

Phone: 386-789-3577 Work: 407-647-1616 ext. 116

Email: [hwright@hshinc.com](mailto:hwright@hshinc.com)



## Classifieds



- Are you ready for a career change and/or ready to grow and develop with a great company? The MacNeill Group welcomes the opportunity to invest in your future and to help you achieve your goals. We will provide training to help you get started in the insurance industry and to obtain the required licenses. No prior insurance experience is required. If you are interested please fax your resume to: 954-331-4828 or email [stephen.dipardo@macneillgroup.com](mailto:stephen.dipardo@macneillgroup.com) or [amy.smith@macneillgroup.com](mailto:amy.smith@macneillgroup.com)
- MacNeill Group is also seeking Personal Lines Underwriters in their Sunrise office. If you are interested in applying for this position, please fax your resume to: 954-331-4828 or email [stephen.dipardo@macneillgroup.com](mailto:stephen.dipardo@macneillgroup.com) or [amy.smith@macneillgroup.com](mailto:amy.smith@macneillgroup.com)

Please submit all classified ads to [ipmd@ipmd-naiw.org](mailto:ipmd@ipmd-naiw.org)

## Kudos

Please let us know the milestones you have achieved, we're right behind you! If you have added alphabet soup to your name, earned a promotion, changed jobs, addition to the family, etc. we'd like to pat you on the back!

Contact us @ [impd@impd-naiw.org](mailto:impd@impd-naiw.org)



## When's that conference??

### **Florida State Council Conference**

**Date: 11/2/07 - 11/4/07**

**Place: Daytona Beach, FL  
Daytona Beach Hilton**



### **Regional Conference**

**Date: 4/3/08 - 4/5/08**

**Place: Macon, GA  
Crowne Plaza Hotel**

### **National Conference**

**Date: 6/4/08 - 6/7/08**

**Place: Scottsdale, AZ  
The Westin Kierland Resort & Spa**