

TO BE NAMED NEWSLETTER



WESTERN NORTH CAROLINA INSURANCE PROFESSIONALS

<http://naiw.net/wncip.htm>

2008 NCAIW 67th Annual Convention

By Tracy Brown, CISR

Sun, sand and...flowers? The Flower Power was prevalent at this year's NCAIW convention in Wilmington, NC. Our NCAIW president, Brenda Webster's theme is "Grow with NCAIW", which translated into pins, t-shirts, centerpieces, that were all blooming with floral décor.

Nearly 75 members and 19 exhibitors were in attendance at the convention. The Wrightsville Beach Holiday Inn Sunspree resort was the perfect venue for the event and the staff there worked almost seamlessly with the Wilmington Insurance Professionals to make everyone happy. And the beautiful expanse of beach and surf just outside was the only distraction from a wonderful line-up of classes, business meetings, food and fun.

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WNCIP November 2008 Meeting Minutes

Jo-Anne Esposito, AIC, CPCU, CPIW
Secretary, WNCIP

The regular business meeting of WNCIP was held at the Sagebrush Steak House and was called to order by President Robin Bennington at 7:45 pm. Our guest for the evening was Lisa Wood, an Arbonne representative and she spoke to us about looking and feeling good during the holidays. Also, another guest for this evening was Tammy Goodman, Selective Insurance

Company Flood Territory Manager.

The minutes from the October meeting were approved as published via e-mail with no corrections. A thank you note was read from NCAIW president Brenda Webster, thanking us for providing dinner for her and her assistant Christie Scott and for the donation of the shirts and snacks for the upcoming NCAIW annual meeting to be held in Wilmington, NC. She also thanked us for the donation to the Insurance Scholarship Foundation of

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WNCIP Goes Nuts Again

By Tracy Brown, CISR

The Mascot Pecans Fundraiser is once again underway. According to Robin Bennington, WNCIP president and pecan fundraising coordinator/expert, our profits will be higher this year than anticipated, at \$514.80. A total of 182 bags of pecans were ordered and Robin has distributed these according to the sign-up sheet completed in the October meeting. Reminder to all members that the money collected for the pecans should be turned in at the December meeting. Make checks payable to WNCIP.

If you need additional bags please check with Robin as she may have enough extras to



The holidays wouldn't be complete without our fresh pecans from Mascot.

share. Thanks to Robin for all her hard work on this annual fundraiser - we couldn't do it without you. Seriously - you always sell more than everyone else! Also a special recognition to Linda Lyons & Janice Adams of Webb Insurance for ordering more than any one *other* than Robin. Way to go!

Adversity: Your Seed of Greatness (Three Secrets to Using Adversity to Become Great)

By Ed Sykes,
www.sykesgrp.com

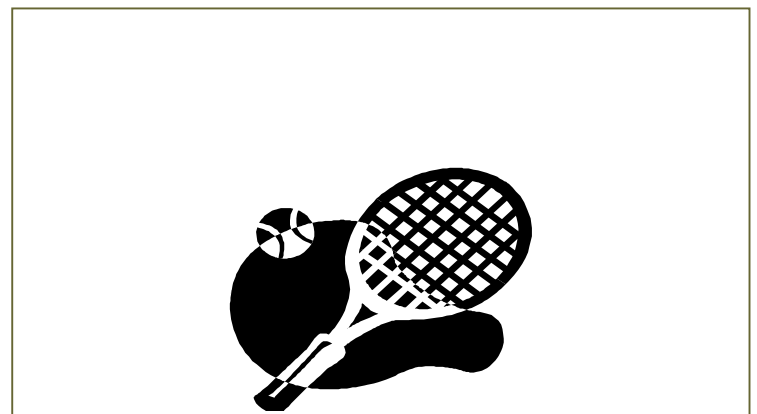
From our first day on earth until our last, we face different levels of adversity. Adversity may be sickness, a property loss, or the loss of a family member. It may be a lost career promotion or a business setback. How we handle these adversities defines how we achieve greatness in our lives.

Let me share the story of James Blake, who overcame multiple adversities -- more than most of us would ever experience in a lifetime -- and

yet achieved greatness. James Blake is a world class professional tennis player enjoying fame and making a six-figure income. However, in his childhood, he developed a rare disease that required him to wear a body brace for years. Other kids teased him, calling him "Iron Man" from the Marvel Comic Books, and he felt left out. During this time, he concentrated on his academics, read a wide variety of books, and developed himself as a well-rounded person. He also developed a heightened awareness for others who are going through difficult times.

Please see *Adversity* on page 5 & 6

"Once the door of adversity closes one opportunity to you, the door of greatness often opens another." Ed Sykes, www.sykesgrp.com



THE INSURANCE SCHOLARSHIP FOUNDATION OF AMERICA

By Billie Sleet, CIC, CPIW

WHO ARE WE: The Insurance Scholarship Foundation of America (ISFA) is an independent 501 C 3 public charity founded in 1993 whose Board of Directors understand the value of education and have dedicated their and resources to promote and strengthen the insurance industry.

OUR MISSION: To promote excellence in the insurance industry by underwriting the education of current and future employees.

OUR SCHOLARSHIP PROGRAMS:

- Academic Scholarships – awarded to junior and seniors whose course of study is working toward a degree in Insurance, Risk Management or Actuarial Science.
- Professional Scholarships – awarded to men and women currently working in the insurance industry pursuing a designation program, studying other industry courses, or completing their college degree.



INSSFA helps to make dreams of designations & diplomas come true

BENEFITS THE INSURANCE INDUSTRY:

- Provide scholarships to current industry professionals
- Promotes positive public relations between the industry and the academic world
- Perpetuates new talent in the work force

Visit our website at www.inssfa.org to learn how

Please see INSSFA on page 4

Newsletter Name Contest announced

By Tracy Brown, CISR

As you can see from the front page of this newsletter we need a name!

Please email Tracy with your ideas for the name of the newsletter. An unbiased third party (probably the communications director from my church since he does know a lot about newsletters) will judge and choose one name from your entries. All entries must be received no later than December 24th so the winning name can be put on January's newsletter.

The prize will be the winner's choice of a bottle of Biltmore Estate wine or a bag of Port City Java coffee beans.

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America made in both her name and Christie's name. Also, a letter was read from Billie Sleet, Administrative Manager of the Insurance Scholarship Foundation of America thanking us for the \$25.00 donation made in honor of Brenda Webster and Christie Scott.

The Treasurer's report was presented and will be filed for audit.

NCAIW convention from page 1

Regional Vice President, Teresa Sheppard from Virginia gave a wonderful speech at the first business meeting on Friday afternoon regarding how small changes can add up to measurable results.

The CWC speak-off was held during Friday's business meeting as well and there were four competitors. The winner which was announced on Saturday was Jackie Clark-Gatto and the runner-up and alternate to regional speak-off

NEW BUSINESS:

Program: Tracy Brown announced that our annual Christmas meeting will be held on December 9, 2008 at the Black Forest Restaurant in Arden, NC. A collection will be made of non-perishable food items to be donated to The Storehouse on 7th Avenue in Hendersonville, NC as they are low on food to distribute to their clients. Also, a grab bag will be held and the limit is \$10.00 for a gift.

was Cathy Bowling.

Other awards included Tracy Brown (that's me!) winning NCAIW Rookie of the Year and Chris McCleod winning the AAMGA Award of the Year. NCAIW's insurance woman of the year went to Geraldine Plott.

The dinner cruise on Saturday night was a wonderful change from the usual banquet and the group proved they can dance on a boat just like they do on dry land. Next year Durham association will be hosting the NCAIW convention Oct.22-25th, 2009

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you can become a Partner in Education with ISFA, or apply for a scholarship. Contact us at 866-379-ISFA (4732) or email: foundation@inssfa.org.

REMINDER:

*Mark your calendars for
Region II's 63rd annual
convention*

March 26-29, 2009

Huntingdon, WVA

See www.naiw.org for details.

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Once he had the brace removed, he learned to play tennis with an intense passion not exhibited by many other tennis players, because he appreciated the opportunity to finally play tennis. He didn't take this opportunity for granted. He attended Harvard and became the #1 player on their tennis team.

As a promising professional player, adversity struck again. In 2004, while practicing for a major tournament, he slipped and fell forward striking his neck against the metal pole that holds the tennis net. James's doctor said that had James not slightly turned his head, James would have broken his vertebra and become paralyzed from the neck down. Instead, he was hospitalized with a fractured vertebra, blurred vision, and dizziness.

While in the hospital, James did much soul searching. Many family members and friends came by to offer encouragement, advice, and support. His coach was a constant bedside companion and finally asked James, "Do you want to play tennis again?" James said "yes," and they developed a plan to start his comeback.

With the support of family, friends, and his coach, James started his comeback step by painful step. At first when he tried to play tennis, he still had to overcome his blurred vision and dizziness. He had doubts whether he would ever handle the 125 mph plus serves of his opponents.

Then he suffered another setback. During his rehabilitation, his father, with whom he had a very close relationship, developed cancer and passed away. During his father's sickness, James was by his side. After his father passed away, James was devastated. However, he regrouped and carried on with the support of his mother, family, friends, and coach.

He returned to playing professional tennis, and there were many more losses than wins. But he stayed focused and determined and progressively improved. He began playing the top professional players competitively, and he began winning against the top players. Then he once again started winning tournaments. After this long

journey, James became one of the top players in the world.

What can we learn from James Blake's journey through adversity to greatness? The following are three keys to making adversity work for you:

1. If it Doesn't Kill You, It Makes you Stronger

Many times we face adversities and say, "If only I can make it through this." It may be a sickness, loss of a loved one, job loss, etc. By remaining focused, determined, and concentrating on the positive, many times you can become stronger.

Parents are now sheltering their children against any little adversity for fear it might be painful. I say allow your children to "grow up" and stop sheltering them from adversity. Teach them how to make adversity work for them. These adversities and the way they handle the adversities will define who they are and prepare them for challenges in the future. Some of our greatest business leaders, scientists, engineers, inventors, humanitarians, and sport heroes became the people they are because they overcame adversity.

2. Adversity Develops Unknown Talents

Once the door of adversity closes one opportunity to you, the door of greatness often opens another. James Blake, first during his sicknesses and then after, developed his awareness of helping other unfortunate people. Now he runs free tennis programs for disadvantaged children. Before his sickness, James was not known for his concentration and focus on the tennis court. After his sickness, he developed and became known for his mental toughness. When experiencing adversity, ask yourself, "What positive thing can come out of this?"

3. Adversity Rallies Your Resources

While James was sick, many resources

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**The Association of Choice:
WNCIP**

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arrived to help him. First, he had the time to step back to reflect on his life, goals, mission, and values. Second, he was able to obtain sound advice from family, friends, and others that he might not have been able to receive while traveling on the road. His setbacks allowed him to take time to summon resources (advice, help, etc.) he would not have realized if he had been traveling non-stop. He made his "downtime" work for him.

When adversity comes, don't avoid it; attack adversity with all your resources. The way you manage adversity will define who you are and ready you for future opportunities, because adversity can be your seed of greatness.

We're on the Web!

Visit us at:

www.naiw.net/wncip.htm

Company Name
Street Address
City, ST ZIP Code



Current Member or Prospect
Street Address
City, ST ZIP Code