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1. **REGIONAL CONFERENCE SUPPLY ORDER DEADLINES** - All orders for supplies including ribbons and educational materials for regional meetings must be received by 4:30 p.m. CST on 2/15/07 for March meetings and 3/15/07 for April meetings. This deadline helps NAIW (International) ensure that all orders are processed, shipped and received in a timely manner. You can contact Trish Nipper, Director of Education & Product Services at prod-educ@naiw.org with questions.
 2. **PINNACLE AWARD DEADLINE** – The purpose of this award is to recognize NAIW (International) local association achievement in association management, membership, education, leadership development, industry partnering and technology. There is no formal documentation required for this award, however, you should read each criterion carefully and make sure your response includes all of the information requested. Complete information on this award can be found in Chapter 6 of the comprehensive manual. The deadline to forward submissions to your Regional Vice President is no later than the close of business (4:30 p.m. CST) on January 31, 2007. Scored submissions for regional winners must be forwarded to NAIW (International) no later than the close of business (4:30 p.m. CST) on February 15th, 2007. All submissions are non-returnable. *RVP's: when forwarding the winning regional submissions to NAIW (International) please email to prod-educ@naiw.org or use the following address:*
NAIW (International)
Pinnacle Award Category
6528 E. 101st Street, #750
Tulsa, OK 74133
 3. **NAIW (INTERNATIONAL) PRESIDENT'S PAGE** – There are “No Boundaries” to limit the amount of information you can find on the President's Page of the NAIW web site. Here you can find a list of the HIGH FLYERS participants; information on convention; NAIW Member Recognition, Achievements, Testimonials; Recruit-A-Member; and Partners In Literacy. Take a few minutes and visit this important page of the web site, you never know what you'll find! Here are some new items of interest:
 - ❖ **RECRUIT-A-MEMBER CHALLENGE** – NAIW (International) President Gloria Bruno will be recognizing the NAIW member responsible for recruiting the most individual new members {new local associations are excluded from the competition} from July 1, 2006 – April 1, 2007. To receive credit for recruiting a new member, the new member must write your name on their new member application prior to it being received by NAIW (International). To see who is leading in recruiting be sure to visit the President's Page of the NAIW web site often. The NAIW member who recruits the most new members will be recognized during the 2007 convention in San Juan, Puerto Rico.
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- ❖ **MEMBER ACHIEVEMENTS: RECOGNIZING “NO BOUNDARIES”** – International President Bruno chose her theme “No Boundaries” in an attempt to encourage NAIW members to attain success despite the obstacles life sometimes presents. If you have a career success story you would like to share please submit it via email to joinnaiw@naiw.org for consideration by President Bruno. Chosen stories will be featured on the President’s Page of the NAIW web site under NAIW Achievements.
4. **COME TO SAN JUAN EARLY!** - Fly in early to the 66th annual convention to have some fun before convention begins! **NAIW (International)’s 3rd Annual Golf Tournament** will be held on Tuesday, June 5, 2007 at the Dorado Del Mar Golf Course in Dorado, Puerto Rico. This 72 par, 18-hole golf course features breathtaking views of the ocean and mountains and was designed by Chi-Chi Rodriguez. This is a Scramble Tournament where players will be teamed in groups of four. The cost is \$145/per person and includes transportation to and from the Caribe Hilton, green fees, ½ cart, boxed lunch and refreshments. OR if golf isn’t your cup of tea NAIW (International) has arranged an **Old San Juan Tour/Shopping day** for only \$45/per person. This tour is also on Tuesday, June 5, 2007 and provides a full 7 hour day of tours and shopping. Tourists will depart the Caribe Hilton at 9:00am and experience a driving tour of historical sites in San Juan. The drive will end at San Cristobal Castle where a walking tour is available at this, one of the largest and oldest military forts in the history of the Americas. The bus will then drive through parts of Old San Juan and stop so tourists can enjoy a nice 2 hour shopping and lunch break. The last part of the tour is a stop at the Bacardi Rum Factory where a refreshment break and tasting will be held.
5. **CONVENTION NEWS –**
- ❖ **REGISTER NOW!** Don’t wait to start making plans to come to San Juan, Puerto Rico for NAIW (International)’s 66th Annual Convention! Call NAIW’s Travel Agent, Ginny Fern at World Travel to find out how you can save money on your airfare! You can reach her toll free at 800-324-4987.
 - ❖ **NO PASSPORT REQUIRED** – because Puerto Rico is a United States Territory you are not required to have a passport to travel!
 - ❖ The **Convention Agenda/Schedule of Events** is now available on the NAIW web site. Go to www.naiw.org and click on the Meetings/Registration page. Please note the agenda is subject to change without notice.
 - ❖ **Make your hotel reservations now** – the cut-off date to receive NAIW’s discounted rate is May 3, 2007. You can call the hotel directly at 787-721-0303 or toll free at 800-468-8585. You can also email the Caribe Hilton reservations department at reservations.caribe@hilton.com. For more information regarding hotel rates and tax information, visit the web site at www.naiw.org and click on Meetings/Hotel Location Information.
 - ❖ Go beyond the regular attendee role and **VOLUNTEER** to serve on a committee at the Annual Convention. You will have an opportunity to see what goes on behind the scenes and volunteers are valuable resources at convention! The Volunteer Form is available online on the NAIW web site by clicking on Meetings/Convention Extras.
 - ❖ **CONVENTION PIN** – The 2007 convention pin is now for sale in the NAIW Store for only \$10/each. Click on NAIW Jewelry and it is the first item listed. In staying with President Bruno’s theme “No Boundaries” this year’s pin is in the shape of a hot air balloon. These pins are available on a first-come, first-served basis and are limited in quantity so be sure and get yours today!
6. **FUNDRAISER TABLES NO LONGER AVAILABLE AT CONVENTION** – The 2006-2007 Board of Directors in August voted to NO LONGER have fundraiser tables available outside the Exhibit Hall at annual convention. If any Association, Council or Region wants to exhibit or sell items you MUST buy a booth inside the exhibit hall and you must adhere to the same rules, times, etc. as all other exhibitors. Also, there will be no RAFFLES or 50-50 drawings allowed. Exhibitors are allowed to accept business cards for gift drawings but money must not change hands for these drawings. Products can be sold at their fair-market value. For information on purchasing a booth or for
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questions please contact Kendra McColloch, Director of Meetings/Marketing at conventions@naiw.org or at 800-766-6249 x17.

7. **CORPORATE PARTNER HIGHLIGHT – Please give a warm welcome to NAIW (International)'s most recent Platinum Partner – Safeco Insurance!** Safeco Insurance has been a strong supporter of NAIW (International) for several years including at the Annual Convention. Make sure you stop by their booth in San Juan and express your gratitude at their continued support of NAIW! Safeco, in business since 1923, is a Fortune 500 property and casualty insurance company based in Seattle. The company sells insurance to drivers, homeowners, and owners of small and mid-sized businesses primarily through a national network of independent agents and brokers. To learn more about Safeco visit their web site at www.safeco.com.
8. **COUNCIL DIRECTOR-ELECT TRAINING PRIOR TO REGIONAL CONFERENCES** – The Convention Department will be contacting the Council Director-Elects to provide them with the details and agenda for the ½ day CD-E training that will be conducted the day prior to the start of each Regional Conference. NAIW (International) will be making the CD-E's hotel arrangements to come in one day before the Regional Conferences and CD-E's will be sharing rooms with NAIW (International) picking up the room & tax expenses for that night. The meeting will begin with a boxed lunch from noon-1pm and following with the CD-E training class from 1-6pm. From 6-7pm there will be a networking pizza dinner in the EC member's suite for additional training, questions, etc. If you have any questions please contact the Meetings Department: Kendra McColloch, conventions@naiw.org, 800-766-6249 x17 or Lindsey Tanner, conventions2@naiw.org, x22.
9. **FEBRUARY IS INSURANCE SCHOLARSHIP FOUNDATION OF AMERICA MONTH** – Celebrate Insurance Scholarship Foundation of America – NAIW Education Foundation month by investing in the future of the insurance industry and making a difference. Help support the Foundation's mission: *Promoting excellence in the insurance industry by underwriting the education of current and future employees*, through its scholarship programs. Visit www.inssfa.org or contact foundation@inssfa.org for additional information.
10. **APPLY TODAY FOR ONE OF THE MANY SCHOLARSHIPS AVAILABLE EXCLUSIVELY TO NAIW MEMBERS** –
 - ✓ The Societies of CIC and CISR will award scholarships at the NAIW (International) Annual Convention in San Juan, Puerto Rico on June 6-10, 2007. The Society of CIC will award five CIC Scholarships and one CIC Update Scholarship; the Society of Certified Insurance Service Representatives (CISR) will award ten CISR Scholarships, five CISR Online Scholarships, and two CISR Update Scholarships; Certified Risk Managers International will award three CRM Scholarships. To apply for these scholarships please complete the form located under Resource Center/NAIW Forms/CIC, CISR & CRM Scholarship (2007). **Applications must be received at the National Alliance by May 1, 2007.**
 - ✓ During NAIW's (International) upcoming Annual Convention in San Juan, Puerto Rico June 6-10, 2007, IIABA and NAIW will award the following scholarships toward the Independent Insurance Agents and Brokers Association's (IIABA) Accredited Customer Service Representative designation (ACSR): 1 full scholarship to take all classes required to earn the ACSR personal, commercial, or life/health designation and 3 scholarships to take one ACSR personal, commercial, or life/health class. Applicants must be current and active members of NAIW in good standing, must work at an IIABA member agency, must be employed full-time and in the insurance industry for at least one year. To apply visit www.naiw.org and click on Resource Center/NAIW Forms/ACSR NAIW Scholarship (2007). **All applications must be received at IIABA by April 30, 2007.**
11. **OUTSTANDING CSR NOMINATIONS NOW BEING ACCEPTED BY THE NATIONAL ALLIANCE** – Nominations are now being accepted in all 50 states and Puerto Rico for the 2007 National Outstanding CSR of the Year. This award is the highest honor for insurance customer service representatives who have distinguished themselves through contributions to their industry and profession. Open to everyone regardless of affiliation or professional

designations. The deadline to make your nomination is May 1, 2007. The nomination form can be found by clicking on the RESOURCE CENTER, NAIW FORMS and then by clicking on "C" forms on the NAIW web site (scroll to the bottom of the "C's").

12. **DIRECT DUES BILLING ASSOCIATIONS** – All associations currently participating in Direct Dues Billing should notify NAIW (International) of the local dues amount for their associations for the 2007-2008 fiscal year, as well as the name of the person to receive the refunds. A form will be sent to local presidents in February. Please complete and return the form **NO LATER THAN 3/15/07.** This will ensure that your association receives the correct amount of local dues refunded for the 07-08 fiscal year. You can contact John McColloch, Director of Member Services at 800-766-6249 x26 or membership@naiw.org with questions.
13. **PRODUCTS OF THE MONTH IN THE NAIW STORE** – The following products, including education material and jewelry, can be found for sale in the NAIW Store at www.naiw.org. **From January 1st through March 31st you can purchase the student guide for the I CAN course "Let's Talk Coverage" at a discounted price of \$17.00 (regularly \$20).** For FEBRUARY we are featuring the NAIW earring/pendant set (\$35)-*if purchased separately the earrings are \$20/pair and the pendant is \$20.* Also in February we are featuring "Advanced Communications Skills" (\$40)-this is a 6 hour program and a qualifier for the CPIW/M and DAE designations along with the NAIW Planner (\$25). And while you are in the NAIW Store why not add a pair of NAIW socks to your basket? They are only \$4.75 per pair and are sure to keep you warm on these cold winter days! Be sure and shop the [NAIW Store](#) today!
14. **SEE THE NAIW (INTERNATIONAL) OFFICE BUILDING BEING BUILT RIGHT BEFORE YOUR EYES!** – Visit the NAIW web site at www.naiw.org to watch a slideshow of the new building being built step-by-step! Just click on NAIW (International) LEGACY/Phases of Construction and see the progress being made at each phase. And don't forget your chance to be a permanent part of NAIW by purchasing a Legacy Brick for \$125 that will be permanently displayed at NAIW (International). For a brick order form visit the web site at NAIW (International) and click on NAIW (International) LEGACY/Donor Form. ***Building NAIW's Future, Brick by Brick!***
15. **MAKE A DONATION THAT WILL LAST A LIFETIME** – Building NAIW's Future, Brick by Brick – NAIW (International)'s Board of Directors invites you to be a part of a very special commemorative opportunity. NAIW is building a new International Headquarters office in Tulsa, Oklahoma and wants you to be a part of the Legacy by purchasing a 4" x 8" brick for \$125 dollars to be permanently displayed at the new NAIW (International) building. Now is your chance to support NAIW with a one time donation that will last a lifetime. President Bruno, on behalf of the Board of Directors, would like to extend a very special THANK YOU and CONGRATULATIONS to the Ohio Council of NAIW for winning the President's Legacy Brick Challenge by purchasing the highest percentage of bricks from July 1 – December 31, 2006. They will be recognized during the 2007 convention in Puerto Rico. President Bruno is proud to announce, due to the overwhelming support of this challenge, she is now issuing the following two *new* Legacy Brick Challenges:
 - ❖ To recognize the Council with the highest percentage of bricks purchased from January 1 – May 1, 2007;
 - ❖ To recognize the Region with the highest percentage of bricks purchased from January 1 – May 1, 2007.
16. **AICPCU DISCOUNT INFORMATION UPDATE** - AICPCU is continuing to offer a 10% discount to NAIW members and their employers on AICPCU educational materials. This is an update to the contact information NAIW has provided members in the past. To order your discounted materials directly from AICPCU please contact Karen Lawrence (formerly Karen Jennings). Her phone number is the same: 877-284-5060. You can also reach her by fax at 610-651-7723 or by email at Lawrence@cpcuiia.org. **Karen Lawrence with AICPCU will handle all course material orders directly.**