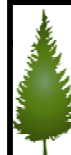


# KMIP Komments

November 2010



# KMIP

Kettle Moraine Insurance Professionals

## YOU'RE INVITED TO THE KMIP MEMBERSHIP PARTY OF THE YEAR!

**Bring a guest! Bring a guest!**  
**November 17, 2010**  
**West Bend Mutual Insurance Company**

**Mark your calendars, bring a guest, you don't want to miss out on this opportunity to show off how SWEET of a DEAL it is to be a member of the Kettle Moraine Insurance Professionals!**

**KMIP is 55 members strong and growing! The 2010-2011 goals is:  
EVERY MEMBER SIGN UP ONE NEW MEMBER**

Members often struggle with the question "who should I ask to come to a meeting". Traditionally the first thought might be co-workers, or the agents we talk to on the phone. However, current eligibility includes, risk management persons, employees of TPA's and adjusting organizations, employee's of trade associates, employee's of auditing, and salvage business. Also eligible are attorneys who handle insurance and risk management functions, employees of premium finance companies, professors who educate in insurance, and employees of companies who provide repair, restoration and/or replacement of property, and medical rehabilitation personnel.

Once you have potential guests in mind, share the "Top 10 Reasons to Join NAIW"

1. Career Center which provides a place to post resumes
2. Professional development on-line and instructor led classes
3. Local Associations which provide a sense of belonging
4. Groups which include E-Groups to network with on-line
5. Today's Insurance Professional quarterly magazine.
6. Annual Conference and Conventions in April we Rock, Rockford IL for Regional, and in June, National in Las Vegas!
7. 10% Discount on IIA/CPCU materials
8. Professional designations such as Certified Professional Insurance person, Diversified Advance Education.
9. Membership directory offering contacts and resources across the country
10. FRIENDS AND FUN!

2010-2011 membership party will kick off the night with networking, and a wonderful dinner. After dinner, we have special guests for the "KMIP Squares" game show, and of course, we will have PRIZES!

Once we share our enthusiasm and the benefits of a KMIP membership, we will accomplish our goal of doubling our membership in no time!

**REMEMBER THE GRAND PRIZE MEMBERSHIP DRAWING IN MAY**  
One entry for each member who signs up one new member

If you have any questions please e-mail Jen Weiterman, Membership Chair,  
[jweiterman@wbmi.com](mailto:jweiterman@wbmi.com) or call (262)334-6562!

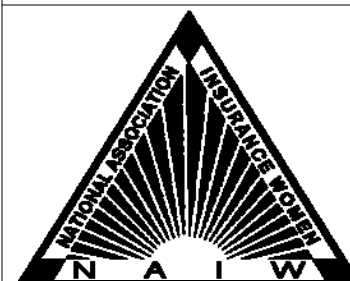
### Inside this issue:

Calendar of Events	2
Current Officers	2
Nov Meeting Info	3-4
Samaritan Caroling	5
Janine-Council Director	6
Meeting Etiquette	6
KMIP Library	7
Safety Articles	7-8

Mailing address:  
PO Box 15  
West Bend, WI 53095

Newsletter Editors: Natasha Lambrecht & Andrea Wulf

Please submit any articles of interest, classes completed or designations earned for publication in the newsletter via email to [nlambrecht@wbmi.com](mailto:nlambrecht@wbmi.com) or [awulf@wbmi.com](mailto:awulf@wbmi.com)



*"To provide all members with a comfortable & encouraging environment, with opportunities to learn, share, and grow through education and networking"*



### Calendar of Events

Nov 17	Monthly Mtg—Membership Drive and Visit from the Council Director	West Bend
Dec 6	Caroling	Samaritan
Dec 8	Monthly Mtg—Christmas Party	Heidel's
Dec 20	Enchantment in the Park	Wash Co Fair Park
Jan 19	Monthly Mtg—Work Comp/SIU	West Bend

As we express gratitude , we must never forget that the highest appreciation is not to utter words, but to live by them.  
- J F Kennedy



**Reminder:**  
Please consider applying for the NAIW awards. The deadline is November 15th. Contact Sue Van Camp for more information.

Thanksgiving Day is a jewel, to set in the hearts of honest men; but be careful that you do not take the day and leave out the gratitude.  
- E. P. Powell

- Officers 2010-2011**
- President: Amy Baier  
[ABaier@wbmi.com](mailto:ABaier@wbmi.com)
- Vice President: Joan Kuhn  
[JKuhn@wbmi.com](mailto:JKuhn@wbmi.com)
- Treasurer: Meri Lou Chambers  
[MChambers@wbmi.com](mailto:MChambers@wbmi.com)
- Secretary: Karrie Isken  
[KIsken@wbmi.com](mailto:KIsken@wbmi.com)
- Board Members: Jen Weiterman  
Fran Clawson  
Mary Wittman
- WEBSITE: [www.kmipwi.org](http://www.kmipwi.org)



# November 2010 KMIP Meeting

*Join us for fun, friendship, and insurance knowledge*

**Place:** **West Bend Mutual Insurance Company—Prairie Center**

1900 S. 18th Avenue West Bend, WI 53095

**When:** **Wednesday, November 17, 2010**

5:00 pm - Networking (cash bar)

5:45 pm - Dinner

**Menu:** California Club Sandwich

(smoked bacon, turkey, Monterey jack cheese, tomato, avocado, light mayo & romaine lettuce on multi-grain bread)

Texas Chicken Roll-Up

(soft tortillas with layered green chili cream cheese spread, diced pimentos, olives & grilled chicken)

Mexican Orzo Salad

(orzo pasta, diced peppers, red onion, black beans, roasted corn with cilantro lime dressing)

Taco Dip, Tortilla Chips & Mild Salsa

Homemade Soup

Lemon Bars

**Cost:** \$18 – Payment by check (to KMIP) or exact cash when checking in.

**Program:** 6:30 pm

**KMIP Membership Drive**

-Jen Weiterman, Membership Chair

**Annual Visit from Council Director**

-Katherine Mattsen

**RSVP:** No later than **Thursday, November 11<sup>th</sup>** by email to Mary Wittmann at [mwittmann@wbmi.com](mailto:mwittmann@wbmi.com)

**Reminder:** If you respond that you are attending the dinner and do not show up, you will still be charged for the cost of the meal.

DON'T FORGET TO BRING IN GIFT  
ITEMS FOR THE SAMARITAN!!

THANKS FOR YOUR CONTINUED  
SUPPORT OF THIS CAUSE!

## Fundraising Vendors to attend:

At Home America—Lisa Laufer

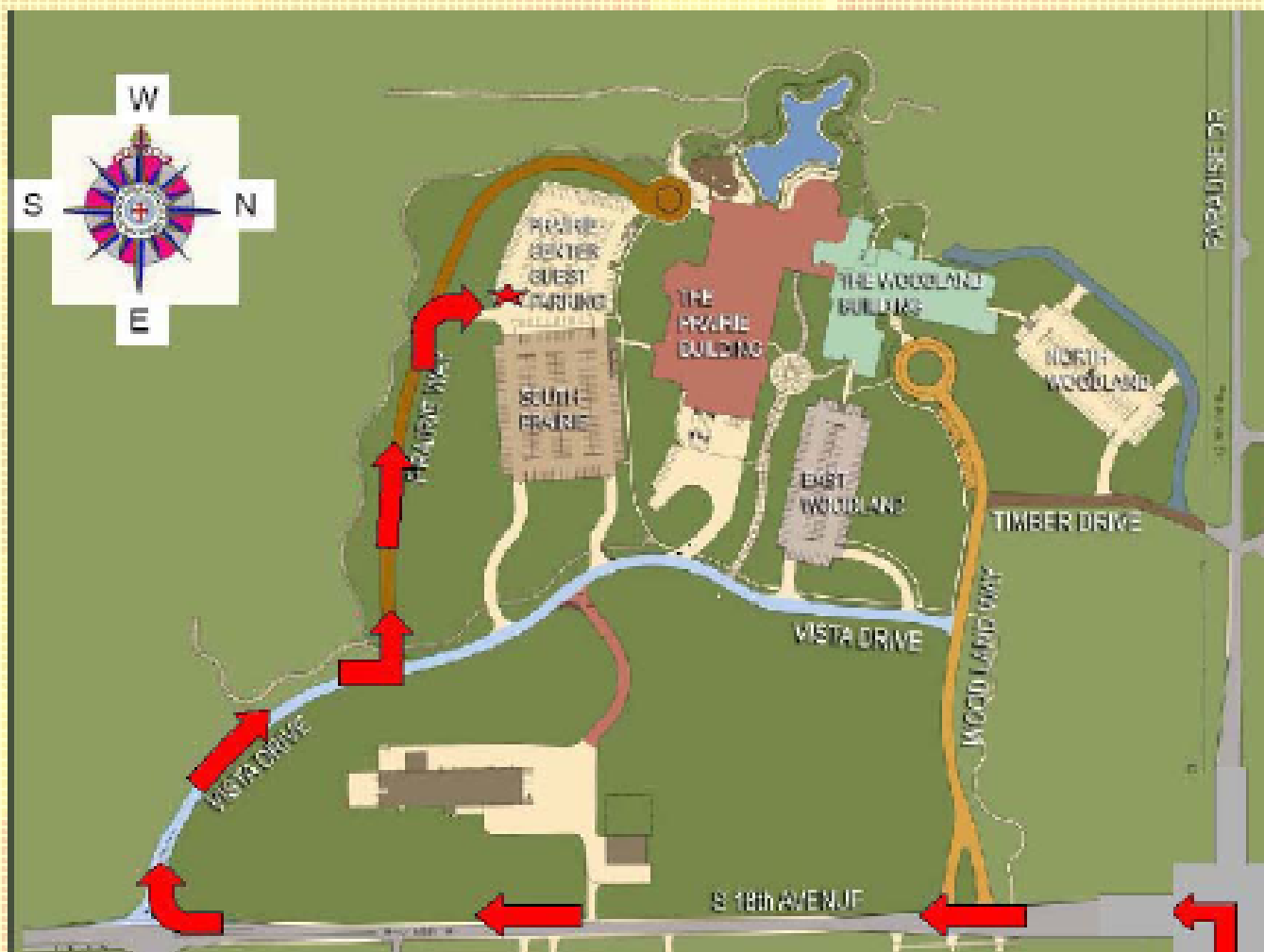
Scentsy products—Nancy Arndt

Designer Inspired Purses & Cookie Lee and Just Jewelry—Sharyn Weaver

Mary Kay lip glosses—Cherie Vita-Lenk

Tastefully Simple—Jessie Jordan

Jockey Line Clothing—Amy Shore



## Directions to West Bend Mutual Insurance Company

- ◆ From Paradise Drive turn South on S 18th Avenue. Enter the grounds at the Second Entrance to West Bend (Vista Drive). Follow Vista Drive to Prairie Way into the Prairie Center Guest Parking lot. Enter the Prairie building at the main entrance (by the turn-around driveway).



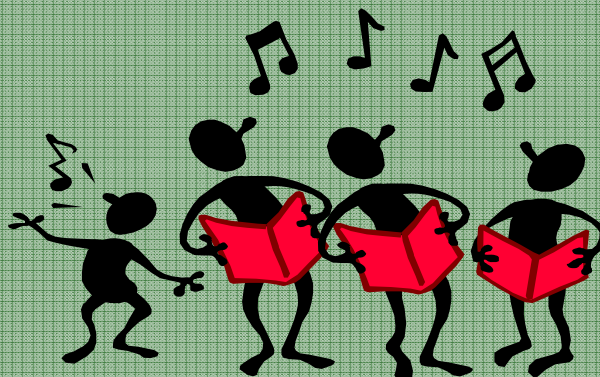
### **SAMARITAN CAROLING**

Date: Monday December 6, 2010

Time: 6:00 pm Arrive to Samaritan Health Center

6:10 pm Help residents to event room

6:30 pm Caroling begins



The Samaritan Health Center is located at:

531 E. Washington Street

West Bend WI 53095

**Kids, Family, and Friends are invited to join.  
Feel free to dress in holiday apparel if you wish.**

Jessica Klas will be bringing some props to the event. If you have any questions, please email Jessica at [jklas@wbmi.com](mailto:jklas@wbmi.com)

#### **SAMARITAN HEALTH CENTER HOLIDAY GIFT WISH LIST TO BE COLLECTED AT NOVEMBER KMIP MEETING**

- Mini size candy bars (no nuts)
- Chap stick or lip balm
- Colored Markers (Crayola Brand is best)
- Jigsaw puzzles with bigger pieces (about 100 to 300 pieces)
- Fuzzy velvet black coloring pictures
- Pre-electric Shave
- Sugar free soft candy
- Small spray-on type perfume
- Aftershave (spray kind)
- Wide toothed combs
- Snack crackers (small packs)
- Diet or Regular Soda – small size
- Smaller size pump hand lotions
- Snack Cakes (like Little Debbie)
- Kleenex tissue – soft variety
- Snacks in tins (like Pringles)
- Wrist Watches (with bold numbers)
- Boxed Greeting Cards (Birthday, etc.)
- Bold faced Playing Cards
- Stamps/envelopes
- AA or AAA Batteries (Alkaline only)
- Beaded necklaces that fit over the head
- Bone-shaped Neck Pillows
- Slipper sox with gripper soles
- Wall Clocks with bigger numbers
- Coin purse with a little change for vending
- CD's–Oldies or Instrumentals
- Chewing gum
- Scratch off Lottery tickets
- White men's hankies
- White ladies socks
- Men's X-large t-shirts (White)
- White Men's socks





## Congrats to Janine Prusow—Council Director Elect 2011-2012

Janine's acceptance speech at the October Council Meeting:

I would like to thank all of you for giving me the opportunity to be your next council director for 2011-12 term. I look forward to working with each of the six associations and the MAL's in the state of Wisconsin and guiding you through your experiences and growing professionally with NAIW.

As I entered the "insurance world" many years ago shortly after high school, I never imagined that I would be holding the positions I have held with NAIW. With each step you take, you have wonderful friends to help you along the way.

Starting out in the company side, I knew there were other insurance avenues to explore. I wanted to get involved with a group that had networking in all fields and I could learn about the different sides of the insurance businesses. I learned quickly that NAIW was the organization.

I joined NAIW in January of 1999 and remember thinking... "What a great organization this was". This was what I was looking for. All the members encourage you to grow personally and professionally.

I've come to a chapter in my life that I can now have the time to take this leadership role and experience the opportunities and challenges..... hopefully there will not be a lot of challenges but more experiences!!

I want to thank all the women who stood here in the past and gave me the inspiration to do this. I hope that some day YOU will be inspired and follow me through this rewarding journey.

My theme for the coming year will be "Start Your Next Chapter with NAIW".

I hope you will join me in the adventures of writing this next chapter. I look forward to including all of you as a special character in the book of THE LIFE OF NAIW.

### Meeting Etiquette

We should pride ourselves in our involvement during our meetings and attentiveness to our speakers. The programs committee has received several comments from fellow members about general meeting etiquette. Here are a few reminders that we would appreciate everyone remember:

- ◆ Please don't interrupt the speaker unless he/she has encouraged open discourse throughout the meeting. Don't interrupt other attendees either.
- ◆ Avoid talking during the meeting with other colleagues. This can be disruptive to other attendees and distracting to the speaker.
- ◆ Ask one question at a time to make it easier on the speaker.
- ◆ Listen carefully what the speaker is addressing, the attendees' questions and the answers provided so questions are not repeated.
- ◆ If at all possible, please try to attend the entire meeting. Of course we all have things come up, so if you need to leave early, try to bow out at the most appropriate and least interrupted time.

Thank you for your attendance and participation at our monthly meetings. We still want to have plenty of fun but need to remember to be respectful of those around us.

If you have any questions or concerns, please contact the Programs Committee or President Amy Baier.



## KMIP Library Spotlight

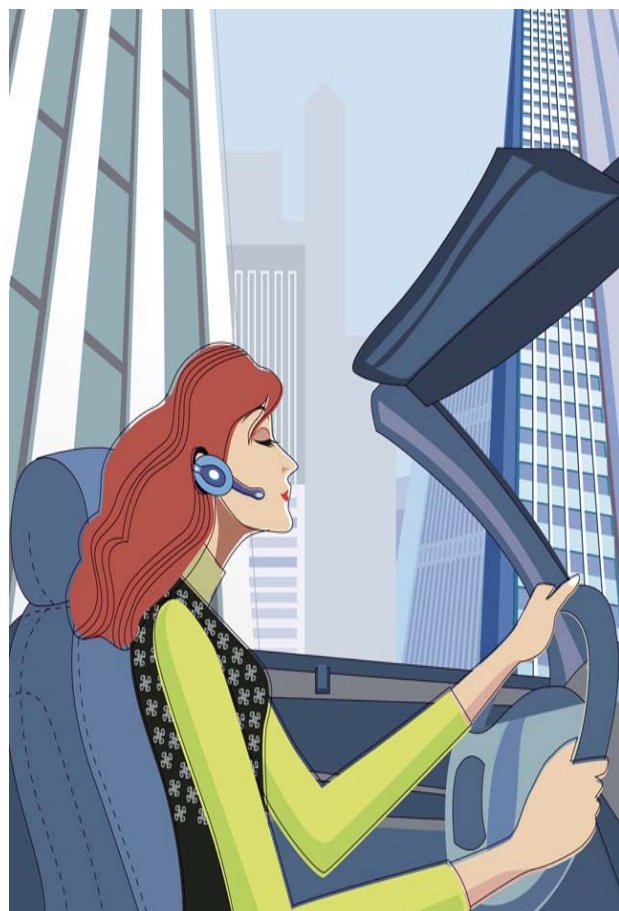
The following publications (in addition to many more) are available for checkout from our library:

**The Essence of Leadership** by Mac Anderson  
**No Glass Ceiling, just Blue Sky** by Marcy Blochowiak  
**What Signals are you sending?** by Marcia Egan (CD set (8)

Anyone interested in checking out these or any other items from the library should send an email to Cindie Pitz at [cindiepitz@hotmail.com](mailto:cindiepitz@hotmail.com) and be sure to put "library" in the subject line. Items are due back at the next KMIP meeting.

Anyone who has materials they would like to donate to our library can do so—additions are always welcome!

Thanks so much!!  
Cindie Pitz



SafetySmart Online Insider, April 14, 2010

## Don't Zone Out in a Work Zone

Luis Jimenez, 49, and his son Edward, 24, were reportedly very close. They lived in the same house in Inverness, Florida and did the same kind of work: highway construction. And in a twist of tragic irony, in March 2008, they were killed by the same vehicle. A Ford Freestyle was passing the work zone, ran off the road and struck Edward, who was standing on the shoulder. Then the vehicle hit a trailer, jumped a guardrail and ran over Luis.

Luis and Edward were two of the 720 workers and motorists killed in highway work zones in the United States that year. Another 40,000 people were injured. That's one work zone fatality every ten hours - 2.3 every day - and an injury every 13 minutes.



## What's wrong with this picture?????



Emergency exits aren't always used for emergencies, but using a padlock to keep workers from taking a shortcut outside is foolish. Should an emergency occur, precious seconds that could spell the difference between life and death could be lost . (Naval Safety Center photo)

Safety Smart Weekly, January 11, 2010

### Identity thieves' preferred source of personal info

*IT Manager Daily, July 14, 2010*

Give users and execs in your company a heads up to check their bank and credit card statements after they travel for business or pleasure.

The hotel industry is a huge target for hackers looking to steal personal financial information — in fact, 38% of all credit card hacking cases last year involved hotels, according to a recent report by security consulting firm Trustwave.

That makes hotels a significantly bigger cybercrime target than financial service companies (19% of hacking cases), retail stores (14%), and bars and restaurants (13%), the [New York Times](#) reports.

Why is leaving a credit with a hotel such a risky proposition? Simply put, hotels deal with a lot of credit cards, and they vary widely in the quality of their security measures. Also, it's often easier to steal from travelers who may not have a chance to regularly check their accounts.

Best bet for your company and its employees: Keep a close eye on accounts and notify credit card companies immediately about any discrepancies.

