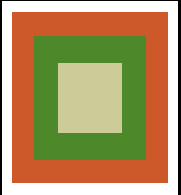


October 2011



KMIP
Kettle Moraine Insurance Professionals



KMIP Komments

WHAT HAPPENS IN VEGAS, STAYS IN VEGAS??

NAIW-DBA-IAIP ANNUAL CONVENTION RECAP FROM LAS VEGAS

Seven members from KMIP attended the National Convention in Las Vegas in June, and wow what a trip!!! The convention was held at the lovely Flamingo Hotel on the heart of the Las Vegas Strip. We all tried some form of gambling; either on the machines or tables, but no one took home enough to retire early.

Our days were packed with classes, and business meetings - our nights packed with fun on the strip. CE courses offered were Professional Ethics, Sales Proficiency and Relationship Knowledge (SPARKS), and Long Term Care. Something new in the program was the panel discussions held in the morning, one on Health Care Reform and the other, a Career Skills panel. Then on to workshops such as New Member Growth and Retention, NAIW Business Etiquette, Essential Leadership Skills, NAIW Website Training, and Building a Great Newsletter. Our own Fran Schulz scored high marks on her presentation on Monthly Meeting Planning ideas. We are hoping to bring one or more of these topics to our KMIP meetings in the coming years.

The Young and New Professionals Task Force (YNTF) finally met face to face, after months of conference calls. The task force was able to present the Executive Board with a written document outlining ideas to recruit, retain, and attract members.

Tuesday afternoon, the business meeting got into full swing. Margaret Wildi, International President, brought to the floor a motion for a complete name change from National Association of Insurance Professionals to a new name to be determined. The motion was voted down. The second motion was to add a DBA to the name, which was the change voted on during regional meetings.

THE RESULTS:

NATIONAL ASSOCIATION OF INSURANCE PROFESSIONALS (NAIW)

dba

INTERNATIONAL ASSOCIATION OF INSURANCE PROFESSIONALS (IAIP)

Next up was a less controversial vote for International Secretary, and based on the recommendation from Sue Van Camp, and the International Nominating Committee: Rosalyn Horton, CIC, CPIW, DAE was elected. The 2011-2012 Executive Board is Joi Wilson, International President, CRIS, AINS, CPIW, DAE; Penny Haworth-Rich, International President-Elect, AU, CPIW; Jane Densch, International Vice President, CPCU, AIC, ARe, ARP, AIS, CPIW, and newly elected Rosalyn Horton, International Secretary.

Then, with much pride, we watched our very own, Region V Regional Vice President, Linda Luka, and Janine Prusow, Wisconsin Council Director, be sworn in for the upcoming year. RVP, Linda Luka hit the ground running, updating her blog almost daily with the most recent events in the region. Don't miss out, and respond to her if you can!!!

Next year's national convention will be held in Dallas, TX, June 6-9, 2012. You won't want to miss this HOT opportunity!

Jen Weiterman, KMIP Vice-President

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Mailing address:
PO Box 15
West Bend, WI 53095

Newsletter Editors: Natasha Lambrecht, Andrea Wulf, & Carrie Broman

Please submit any articles of interest, classes completed or designations earned for publication in the newsletter via email to nlambrecht@wbmi.com or 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

Oct 14-15	WI Council Meeting	Appleton
Oct 19	Monthly Mtg—Membership Drive and National Update—Janine Prusow	Columbian
Oct 6	KMIP—Lunch Meeting	West Bend
Nov 16	Monthly Mtg—CE “Personal Umbrella”	TBD
Dec 7	Monthly Mtg—Christmas Party	TBD

There are 5 IAIP awards that are presented each year:

- Claims Professional of the Year * Professional Underwriter of the Year**
- Risk Management Professional of the Year * Rookie of the Year * Insurance Professional of the Year**

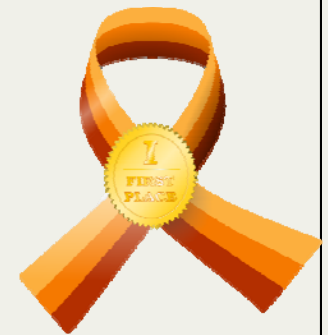
This year, KMIP is presenting awards as a local association. The local winner moves on to the Regional level, and the Regional winner moves on the National award. The national winner is awarded either \$500 or \$1000!! KMIP has had several winners of awards in the past including Linda Luka, Joan Kuhn, Janine Prusow, Karrie Isken, and Sue Van Camp.

To apply for the award is easy. You need to complete the award application found on the IAIP website which includes a 500 word essay. www.internationalinsuranceprofessionals.org, go to scholarships and awards.

The award application needs to be completed and turned in to Sue Van Camp by **October 13th** and the KMIP winner will be announced at the **October 19th** KMIP meeting. The KMIP winner will then be sent on to the Regional level to the Honorable Region V RVP – Linda Luka!!

PLEASE TAKE THE TIME TO APPLY!! WE WOULD MAKE OUR RVP PROUD TO HAVE SOME KMIP WINNERS REPRESENT US AT REGIONAL NEXT APRIL IN ST. LOUIS!!

Please contact Sue Van Camp if you have any questions or need assistance in completing the award applications. svancamp@wbmi.com or #262-365-2916.



Officers 2011-2012

- President: Joan Kuhn
JKuhn@wbmi.com
- Vice President: Jen Weiterman
JWeiterman@wbmi.com
- Treasurer: Jessica Greisch
JGreisch@wbmi.com
- Secretary: Karrie Isken
KIsken@wbmi.com
- Board Members: Laura Brown
Cherie Vita-Lenk
Mary Wittmann
- Website: www.kmipwi.org

Happy Birthday!!

- Mary Richards 10/7
- Beth Schmitt 10/12
- Cindie Pitz 10/21


“Nothing is impossible, the word itself says ‘I’m possible!’”

-Audrey Hepburn



October 2011 KMIP Meeting

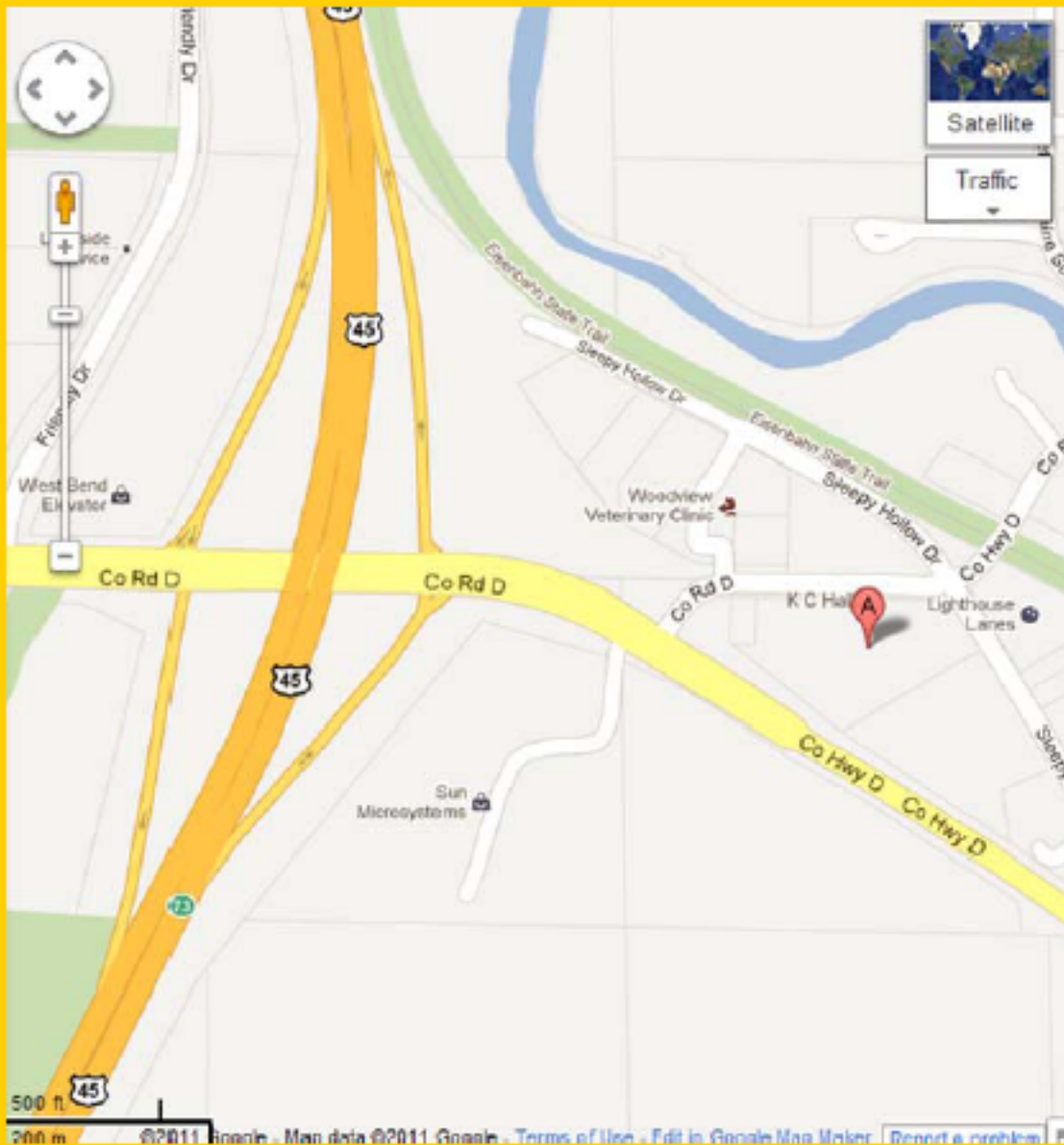
Join us for fun, friendship, and insurance knowledge

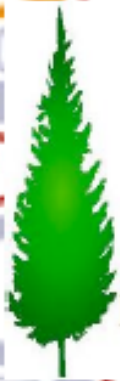
- Place:** **The Columbian (formerly the KC Hall)**
3245 Lighthouse Lane West Bend 262-334-9849
- When:** **Wednesday, October 19, 2011**
5:00 pm - Networking (cash bar)
5:45 pm - Dinner
- Menu:** To be determined. This will be communicated later this week.
- Cost:** \$18 dinner – Payment by check (to KMIP) or exact cash when checking in.
- Program:** 6:30 pm
Membership Drive—Cindie Pitz
Kick-off the annual KMIP Membership Drive with a short, information, and fun presentation by the Membership Committee. Please consider bringing a guest to this meeting.
Council Update—Janine Prusow
7:30 pm Business Meeting
- RSVP:** No later than **Thursday, October 13th** by email to Mary Wittmann at 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.
- 

Directions to The Columbian

3245 Lighthouse Lane, West Bend 262-334-9849

- ◆ From the north: Take Hwy 45 south to CR-D Exit 73. Turn left onto CR-D E. Take the first left onto Lighthouse Lane. Restaurant is on the right.
- ◆ From the south: Take Hwy 45 north to CR-D Exit 73. Turn right onto CR-D E. Take the first left onto Lighthouse Lane. Restaurant is on the right.





KMIP

Kettle Moraine Insurance Professionals



Young Professionals of Greater West Bend

RPM

RISING PROFESSIONALS ON THE MOVE

**Kettle Moraine Insurance Professionals
and
Rising Professionals on the Move**

are co-hosting a lunch meeting on
October 6, 2011
Featured speaker will be:

Tom Snyder
**Founder, President, and CEO of Trivera
Interactive.**

Per his bio, Tom has been blogging since 1998, sharing the insight gained from helping small to medium sized businesses use digital and Web technology as powerful tools to re-enforce their bands.

Check out his website: <http://www.triveraguy.com/>

PLACE: WEST BEND MUTUAL INSURANCE PRAIRIE CENTER

1900 S. 18th Ave.

Follow the signs to the entrance

TIME: 11:45-CHECK IN

LUNCH BUFFET/NETWORKING BETWEEN 11:45 AND 12:15

COST: \$10.00

Bring your cash for a KMIP Kool Cash and to purchase KMIP fundraiser goodies!!

RSVP TO MWITTMANN@WBMI.COM

Directions to West Bend Mutual Insurance Company





10 most outrageous lies on resumes

No Bull Business Blog

Only 8% of employees admit to stretching the truth on their resumes, but 49% of hiring managers say they've caught job applicants lying on their resumes, says a CareerBuilder.com survey.

The most common lies included:

- Embellished responsibilities – 38%
- Skill set -18%
- Dates of employment -12%
- Academic degree -10.5%
- Companies worked for – 7%
- Job title 15%

But some folks make incredible claims: Here are some of the most outrageous:

1. Claimed to be a member of the Kennedy family
2. Invented a school that did not exist
3. Submitted a resume with someone else's photo inserted into the document
4. Claimed to be a member of Mensa
5. Claimed to have worked for the hiring manager before, but never had
6. Claimed to be the CEO of a company when the candidate was an hourly employee
7. Listed military experience dating back to before he was born
8. Included samples of work, which the interviewer actually did

Bring your Smiles!!

We are trying to get pictures of all KMIP members out on the IAIP/NAIW website. We will have a digital camera at the October meeting so please bring your smiles and your membership #/password to update the website.



“How important it is for us to recognize and celebrate our heros and she-roes!”

-Maya Angelou

New warning about sleep deprivation and safety

Safety News Alert by Fred Hosier

A new study shows that a method some workers use to catch up on missed sleep may not be effective, making them vulnerable to accidents and errors. After going for long periods without sleep, workers may not be able to make up for it by sleeping longer on weekends, according to the study.

Researchers at Brigham and Women’s Hospital in Boston put young adults on a sleep schedule that a medical resident might experience: 33 hours awake followed by 10 hours sleeping. That works out to about 5.6 hours of sleep every 24 hours. The sleep-deprived subjects, along with a control group, were given performance tasks to test their ability to pay attention and gauge their reaction time. Those who had less sleep performed the same as the control group if the test was given just two hours after they had awakened.

But, the sleep-deprived subjects performed significantly worse on tests that were given after 30 hours spent awake. And the results got worse as the study went from one to three weeks.

The subjects appeared to have developed a sleep debt that could not be made up by sleeping 10 hours at a time. In the real world, a person who is regularly sleep deprived during weekdays might try to catch up on weekends. The person might feel pretty good during the first few hours after their long sleep, but the next time they lose sleep their work performance may start to deteriorate.

The findings are particularly applicable to people who work odd-hour jobs such as health workers, truckers and emergency responders.