



The Forum

Summer Issue

July 2015

Newsletter Sponsors



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President's Message

By Gigi Heffernan

This year is flying by so fast. It has been really busy but so much fun. I have enjoyed getting to know some of the FIWT members that I have not met before.

So far I have visited the IWSA and had a great lunch and visit. Then we were on the road to Longview to visit with East Texas at their bowling tournament. It was so very nice meeting up and visiting with all of them. We then got on the road to Arlington to install the new officers for IWM. Congratulations to President Linda Saupp. What a wonderful evening. I attended the IIAT Convention in San Antonio. I met a lot of exhibitors that were very interested in FIWT. I also spoke with some Agency Principles and expressed my BELIEF in FIWT. They did not have anyone from their offices involved with FIWT so I am trying to change that! We then traveled to El Paso.

JimmieGale and I were in for a treat. The first evening was the installation of their new officers. Congratulations to President Mary Bencomo. The next day we went and painted. I am not artistic at all, but we had so much fun! Then we went to the Chihuahuas Game. After the game there were fireworks. Wow, that was really exciting! Then back home. Our next trip was to Decatur on June 27th for the joint meeting where Dallas, Metroplex, North Texas, Tarrant County, Abilene and East Texas were all invited.



We have had such bad weather these last two months, and I have to say, that through our travels, we have been so lucky. Just a little bit of light rain while we have been on the road. When we got back from El Paso, we were met with Tropical Storm Bill. I want to thank all of our FIWT members that were worried about us and checked in on us. I look on Facebook and I always read where we (FIWT) are always checking in on or offering to help other members. It makes me feel so blessed to be involved with every single one of you.



Kristie and I have been in contact a lot since Mid Year in the planning of our Annual Convention. She is so good about letting me know my next step and what we need to be doing. We are having our Planning Meeting in July where it all comes together in the planning for our Annual Convention. All of the Officers are in their element in completing all of their duties. These women are such hard working people. They all love FIWT and want to do the very best for all of us. The Annual Convention is going to be fantastic. We have some more travels in July, August and September, and I am looking forward to meeting some more of our members.

I hope that everyone is getting their plans together to join us for the Annual Convention. It is going to be a wonderful convention!!

I hope to see you all there!

Thank you Sponsors of the FIWT Leadership & Education Mid Year Expo!



Thank you sponsors of the FIWT Bowling Tournament!

MYRON STEVES



Texas Mutual



Thank you Exhibitors at the FIWT Mid Year!

American Underwriting Managers

Great American Insurance Group

Blackmon Mooring

TAPCO Underwriters

DigiStream

Texas Mutual

President Elect

Hey Guys!

I hope you are all having a great summer! I can't believe that the year is already half over! With that being said, now is the time to make your plans for convention in October. Corpus Christi has always been one of my favorite places and we have so much planned for convention this year! Please come and join us! And bring someone who has never been to convention before with you! Share FIWT with them!

The "I Believe in FIWT" posts have just about disappeared on our FACEBOOK page. Please go and post a few sentences about why FIWT has made a difference in your life – whether professionally or personally. Your local association will get 10 points each month for a post.

I also want to remind you about the Beacon program. I have sent emails to all new members that I have information on but have had very little response from them. I will be making another push closer to convention and will reach out to those

Sharon Foster, PIWT, ACSR, AINS



convention first timers to set them up with a Beacon. Please encourage new members to take advantage of this opportunity to make friends with someone outside their local association. As you know, when you are in FIWT, you have friends across the state. Its one of the best things about our group!

The committee chairs for next year are just about set. But, if you are interested in serving on a certain committee next year, please let me know. Serving on the state level is so rewarding and being on a committee is a great place to start!

Please forward pictures to Kristie to post on Facebook of your local association meetings, parties, CE classes, programs, community service projects or anything else you are involved in! We want to see FIWT in action. We know you all are busy working in your communities – so show us!

See you in Corpus!

Vice President

Hello everyone, if you missed Mid-Year we missed you and you missed a great time. We had 8 hours of CE and non-CE classes.

After Mid-Year I took a little break but then got started on the classes for Convention. I am very excited about the classes we have set up for our members. There will be something for everyone, so please make plans to attend convention. The convention schedule and registration forms are included at the end of this issue of the Forum and on our website at www.FIWT.com/events.htm.

Donna Williams



The National Alliance Scholarship application is available now on our website. Other scholarships will soon be available there as well.

Please share this information with other members.

I want to remind you to keep up with your education points and turn them in for the Education Contest.

Have a great summer, then plan to extend that summer by joining us in Corpus for Convention.

Recording Secretary

Hello Everyone, Here we are in summer and the rain won't stop. I hope everyone has been able to handle all of the rain. As Recording Secretary I typed the minutes and got them approved from the October Convention and I am gearing up for Summer retreat.

Shanna Sutton, CISR



I am excited to talk about convention and the ideas we will come up with

Immediate Past President

We have asked you to nominate an outstanding leader (FIWT Leadership Award – sponsored for Litchfield Special Risks) and servant leader (FIWT Service Award – sponsored by the Insurance Professionals of Galveston County). To date we have not received one single solitary nomination. This can mean one of two things: 1. You have not met a single member of this organization that has made any impression on you to believe they would be a good nominee (basically no one you have met is good enough to deserve your nomination) or 2. You have not nominated anyone because you don't know what leadership really is?

Unfortunately Leadership doesn't have a one-size-fits-all definition. We all have our own ideas about what it means to be a good leader. For example, some people think leadership means guiding others to complete a particular task, while others believe it means motivating the members of your team to be their best selves. But while definitions may vary, the general sentiments remain the same: Leaders are people who know how to achieve goals and inspire people along the way. What does leadership mean to you? Can you think of anyone that has been a great leader?

Vanessa Torres



Now, if you'll notice I said Servant leader not just community servant. Servant leadership is a philosophy and set of practices that enriches the lives of individuals, builds better organizations and ultimately creates a more just and caring world. Can you think of anyone who fits that description?

By not nominating anyone you are saying there is no need for FIWT. You are saying that we have not achieved our goals and we have failed our members. You are saying this organization is a waste of time and that we have not provided any tools to help grow leaders in our industry.

I refuse to believe that! I refuse to believe, that you are totally unable to recollect a time when your life was impacted by another member that made you stop and say "Wow! I want to be more like them" or "What a blessing _____ is" or "What a fine example of strength _____ is"

I charge you to show me, our officers, our members that this organization has been worthwhile and Nominate someone worthy today!

Executive Director

Kristie Gray

Please know we are always listening. We always look for ways to improve FIWT. The last issue of the Forum was on our website through the Issuu software. Many of you had difficulty using the software on tablets and other devices, so we have discontinued using that software. Therefore, we are saving a little money by simply keeping the pdf document on our website. Please continue to support the sponsors of the Forum and if you can take a second, shoot them an email thanking them for their continued support of the FIWT Forum.

Mid Year was a blast. I got to talk with many of the ladies (and Armando) from Harlingen and I really enjoyed getting to know them better. Ask Armando about our exciting trip to the bus station to pick up the membership directories! We were really crunched for time getting the books printed but hopefully the end result was worth it to you.

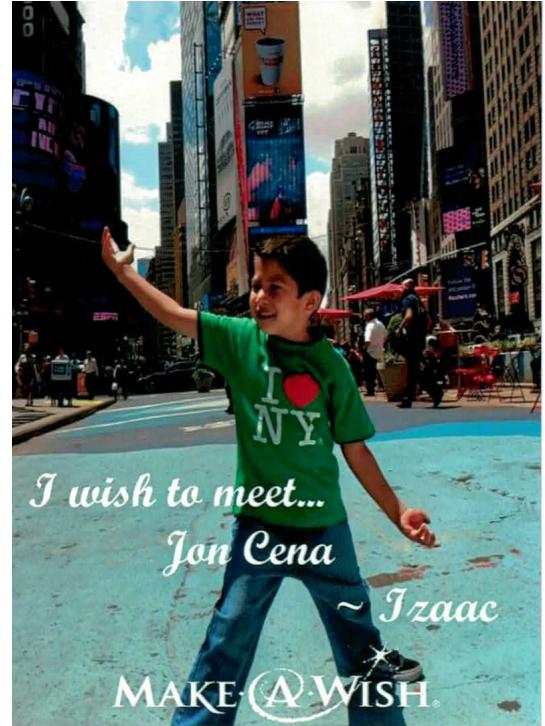
As with anything printed, things do change over time. Please remember to keep us informed of your updated information if you move or change jobs.

Next up is our convention in Corpus. We haven't been in Corpus since 2009. That local never disappoints so I look forward to another great event. Please see all the convention information in later in this Forum issue. You can register online and use PayPal to pay by credit card, or you can send in the registration form with a check. Either way, if you plan on attending, please make your hotel reservations today. The hotel is completely sold out on Wednesday night already. Contact the hotel directly at 361-887-1600 to book a room. Be sure to ask for the FIWT room block.

I hope to see many of you at events over the summer or at the convention in October!

During lunch at the FIWT Mid Year Expo, Scott Crews of the Make A Wish Foundation came to speak for us. FIWT hosted the FIWT Carriage Races on Friday night. We also have a wishing well in our registration area. Through the weekend we raised \$500 and was able to provide a check for that amount to Make A Wish.

Kristie,
 Thank you for the opportunity to
 speak to the members of FIWT that
 attended your conference in Austin. Also,
 thank you for the very generous donation.
 Best Wishes,
 Scott



On behalf of Make-A-Wish® Central & South Texas and the children we serve, we extend our sincere gratitude for your recent gift. Through the generous support of friends and community, we are able to successfully fulfill our mission of granting the wishes of children with life-threatening medical conditions to enrich the human experience with hope, strength and joy.



Your donation will help to grant wishes like Lola's. Lola is a bubbly nine year old from San Antonio with a malignant spinal cord tumor. Lola's one heartfelt wish was to have her very own swimming pool!

Lola's mom told us, "A pool was the first thing she thought of and she never changed her mind. For a mom, the hardest thing you ever have to do is watch your child go through something as scary as cancer. That is one of the reasons it meant so much to the whole family to have the opportunity to see Lola happy and content in her new pool. We really can't thank Make-A-Wish and all the wonderful people who helped make her wish come true, enough."

Please know how much we appreciate your generosity and thoughtfulness. This year, it is our goal is to grant more than 200 local wishes. With your help, we can achieve our ultimate vision - to provide empowering, spirit-lifting experiences for every eligible child in our 40-county community.

Thank you for making wishes come true.

Sincerely,
 Kathrin Brewer
 President & CEO

*Thanks for supporting
 our kids!
 Please thank the team
 for us! See other
 letter*

For federal income tax purposes this letter serves to confirm that no goods or services were provided in exchange for your donation of \$500.00 on 4/20/2015. Please retain this letter for your records.

Share the Power of a Wish®

We are excited to announce our Keynote Speaker
for the 71st annual convention is
Courtney Clark.



Does Resilience Really Matter?

We have to learn how to drive a car and balance a checkbook before we can really call ourselves adults. But if no one ever teaches us how to bounce back from a crisis, can resilience be that important of a skill?

I never thought much about resilience until I faced a major health crisis at age 26. Immediately, my internal drive became the most important thing I possessed. Some days I was tempted to ignore what was happening to me and keep pushing forward – building the life I had been promised when I was a child. I thought surviving “in spite of” was the way to have a victory over these unfair challenges. Other days it felt like I had to craft a new life, one that incorporated my struggles.

Some people go through challenges in life and come out heroes. Others turn in to Chicken Little, always waiting for the rest of the sky to fall. I started wondering if there was a right or wrong way to face our challenges. How do we come out the other side stronger, not weaker? I’m going to share with you the answers to those questions at the FIWT Annual Convention in Corpus Christi!

Four years ago I began researching who becomes resilient in the face of challenge, and how they do it. My first book, *The Giving Prescription: A Personal Plan for Healing Through Helping*, provides a research-based model for trauma survivors to use as they consider giving back to others. I travel the country teaching people how to let go of the plan, manage change, and find perspective no matter what challenge is facing them.

The reality is, we all are going to struggle in our lives. The key is to struggle smarter. I look forward to joining you in Corpus Christi this fall so we can uncover ways to stare your challenges in the face and come out the other side victorious.

-Courtney Clark



71st Annual Convention
October 23-25, 2015
Omni Corpus Christi Hotel
Golf Tournament—Thursday, October 22
Trade Show—Friday, October 23
www.FIWT.com/events.htm for more information

FIWT Committee Chairs

If you have any interest in getting more involved in FIWT, contact any of the committee chairs listed below.

Budget Audit - Gloria Reed

ByLaws & Standing Rules - Cindy Condron

Parliamentarian - Toni Campbell

Long Range Planning - Cynthia Pinson

Education Resource - Teri Jones

Career Awareness - Lisa Hull

Community Service - Susan Tyner

Insurance - JoAnna Ringel

Past Presidents - Sandra Waters

Scholarship - Carolyn Maples

Scrapbook - Esther Torres

Nominating - JoAnna Ringel

Tellers - Esther Torre, Co-Chair Liz Dunn

Minutes -Cindy Jordan

CISR (CIC) - Linda Saupp

Windstorm (CAT) Pool - Debbie Johnson

Mid Year Conference - Katie Johnson

Co-Chair Janice Rendon

Bowling Tournament - Kim McFarland

Co-Chair Karla Lofton

Convention - Teri Hower, Co-Chair Debbie Trees

Golf Tournament - Shannon Dahlke Applegate

Co-Chair Debbie Johnson

FIWT Under 40 - Stephanie Taylor

Social Media - Tanya Wyatt

FIWT Under 40

Good Day Ladies and Gents,

Our trip to "Neverland" was a great success! We helped the "Lost Boys & Girls" by serving dinner to the LINC Austin Group on Thursday before Mid-Year. We spotted many "Mystical Creatures" on our adventure down 6th Street; while turnout was low we still had a great time. Thank you to all those Under 40 and Forever 40 Members that helped.

As planning begins for our next adventure, we are sure to have an excellent time! Our Community

Service project for Convention will be to collect food and/or donations for the Corpus Christi Food Bank. We will have collection boxes near registration and I will be happy to collect any monetary donations. Our "Magic Carpets" are soaring right along through this year and we cannot wait to be together again.

See you soon all my lovely fairy friends and as always, Thanks for Believing!

Stephanie Taylor
Stephanie@1starins.com

FIWT Golf Tournament

The 19th Annual FIWT Golf Tournament will be held Thursday, October 22 at River Hills Country Club in Corpus Christi, TX. Registration begins at 10:30 am with a noon tee time. Online registration is available now. Sponsor-

ships are still available. For more information please contact the Golf Liaisons Shannon Dahlke at Shannon@mhi-mga.com or Debbie Johnson at djohnson@bordenins.com

What a great way to spend our Saturday for lunch with some awesome food and great friends. We had our annual lunch for the President of FIWT and officers. We were blessed to have several local associations such as Dallas, El Paso, Metroplex, North Texas and Tarrant County. We were able to see what happens when you google your name and your photo may or may not come up. Some photos may actually just scare you to know you have the same name as that person. Some will make you laugh. It was nice for all the Officers to share how they joined FIWT and most importantly their passion for the group. As Gigi would say "We believe in FIWT".





Insurance Associates of Corpus Christi

Spring has sprung and summer is here in all its glory. The sweltering days of summer are now upon us. This might be a problem for some, but when you live in Corpus Christi, this is our favorite time of year. With the Beautiful Bayfront, Sparkling Beach waters, Texas State Aquarium, Waterparks, and so many other fun things to see and do, we love the summertime and catching a few rays.

Insurance Associates of Corpus Christi has been out and about in the Community. At our April luncheon we had a guest speaker from the Food Bank of Corpus Christi talk about their needs and in May we volunteered at the Food Bank of Corpus Christi to help organize their deliveries. We had members, members' children, and grandchildren help with this project. We have also been working on getting

out our scholarship applications to local high schools and will be selecting two recipients' in the next few weeks.

Of course, our main focus has been on the Annual FIWT Convention coming in October. As a local, we are so excited to be hosting this year and look forward to seeing you all in Corpus. To get the event kicked off, we invite you to be our guest at a "Happy Hour" on Thursday evening. This will be located at Rockit's Whiskey Bar & Saloon, 709 N Chaparral, Corpus Christi, starting around 9PM, just two blocks from the Omni Hotel. You can walk over and join in on the fun. We will have door prizes and other activities for your enjoyment. We hope to see you there and make this the most Magical Convention ever!!



Dallas Association of Insurance Professionals

We have not been extremely active since we have so few members but we are certainly trying. We have had monthly meetings on a regular basis and usually have from 8 to 12 people. For a community service project in June, we helped at the Metrocrest Food Bank, putting away non-perishable food items for those in need to pick up. We joined 4 other regions in the joint meeting with the FIWT officers at Catfish O'Harley's in Decatur in June. All of the

officers were present and it is always a very enjoyable meeting. We get to see so many of our friends in between mid-year and convention and it is a real treat. Besides getting to visit with our officers at a leisurely meeting. We're very excited about convention and look forward to seeing everyone there in October.



Insurance Professionals of El Paso

The Insurance Professionals of El Paso have been busy since the last Forum. First, we start with our annual Food Drive in November. We collected approximately 3 car loads of non-perishable food for El Paso's Salvation Army. December we held our annual Christmas Social. We use our social to honor our sponsors and collect unwrapped toys for the El Paso Child Crisis Center, which provides 24/7 emergency shelter for up to 31 children for families experiencing a crisis.

As always, our members reached deep into their pockets and both the food and toy drives were a success!!



Food Drive and IPEP Members & their families At the Salvation Army

Our February business luncheon is our annual Past President's Luncheon. It is during this lunch we honor our Past Presidents. We had nine past presidents in attendance and each received a sash and on it was the year they served as IPEP president. They also received a yellow rose, a wine glass with chocolate covered strawberries and our thanks for their past service.



Past Presidents, Cynthia Frausto, Mary Bencomo, Vanessa Torres, Lisa Daniels, Rosalva Montano, Tracy Carroll, Elena Esparza, Janet Aguilar, Liz Rios-Carl and President Rosa M. Herrera.



March, our speaker for our Business Luncheon was the General Manager for El Paso's own Triple A baseball team, the El Paso Chihuahuas and again we had approximately 25 member in attendance. In March we also took part in a Easter Basket Drive sponsored by local radio station, KISS FM. KISS collects Easter Baskets for kids in El Paso who would ordinarily get baskets Easter morning. Cash donations were collected at our March luncheon. With those donations and actual Easter basket donations from members, we provided 38 Easter basket to KISS FM's Easter Basket Drive.

Community Chair, Jessica De Anda and President, Rosa M. Herrera delivered Easter Baskets to the KISS FM Easter bunny.

In April we had a CE class for our member sponsored by Myron Steves. We had 27 attendees. The class and instructor were given rave reviews!

Our May luncheon, we honored our new members. We had 9 new members in attendance and we hope to see future IPEP leader in that group. Also at our May luncheon we has IPEP Officer elections and as of June 12th our new board is as follows:

President - Mary Bencomo
President Elect – Vanessa Torres
Vice-President – Vicken Reyes
Secretary – Jessica De Anda, and
Treasure - Cynthia Frausto



Which brings us to our Installation where Gigi Hefferman, FIWT President and JimmieGale Berg, FIWT Corresponding Secretary honored us by installing our new Board at our annual Installation dinner. The fun continued the next day with a trip to "I Painted That". Were we all found our inner Picosos and Van Goghs. Later that evening we attended an El Paso Chihuahua's baseball game.



El Paso Chihuahua's Baseball Game
Front Row - Steven and Susan Dearborn, Lisa Daniels, Lilly Chavez, IPEP President – Mary Bencomo
Back Row – FIWT President – Gigi Hefferman, IPEP President Elect – Vanessa Torres and FIWT Corresponding Secretary - JimmieGale Berg

NORTH TEXAS INSURANCE PROFESSIONALS

Where does the time go, I can not believe it is time for another report for the Forum. We have been busy. We are continuing to work at our local food bank once a month. Several of our ladies meet on our lunch hour. We pack 400 bags of food for local kids to take home. This is for kids that would not have anything to eat on the weekends. We also helped with the local miracle league on two separate times. These are special needs kids that get a chance to play sports. They just need a little help. They are just special people. What a privilege to help them. When we went to Austin for Mid Year, we helped serve a meal for teenagers living on the streets. I personally was very humbled after this experience. I will never take for granted the many blessings the Lord has provided for me. We do have some members that help out our four legged friends. They take time to go to our local Humane Society to walk the dogs.

Our annual boss's luncheon was held on May 17, 2015. We were very privileged to have a gentlemen by the name of Bill Lynch be our speaker. Our theme this year was on team work. He spoke on the power of enriching each other lives and how that builds teamwork. Every year at our bosses' luncheon, we present our annual scholarship winner. Our local group of Independent Agents gave us \$1,500 this year. We also donate \$500.00. This enabled us to give two scholarships this year

After attending the state convention in Waco this year, we began working on our own brochure. We have almost completed that. We hope to visit each agency in our local area.

Respectfully Submitted

Karen Brady

President

North Texas Insurance Professionals

**Insurance Women of Metropole**

Insurance Women of the Metropole held their installation of officers for 2015-2016 on May 12, 2015. We were honored to have FIWT President Gigi Heffernan and her corresponding secretary, Jimmie Gale Berg to install the officers.

We will continue our community service projects; The Boys and Girls Clubs, and homeless shelters. We recently discovered homeless shelters were in need of socks. For the month of June our community service project was providing socks for men, women and children to the homeless shelter.

The old Region IV held their annual FIWT Presidents Visit at Catfish O'Harleys on June 27th in Decatur. We had representation from IWM, TCIP, DAIP, and North Texas Associations. We were honored to have all FIWT Officers in attendance, as well as 10 Past Presidents and our Executive Director.

**Insurance Women of San Antonio**

Greetings from San Antonio!!

We hope all of you and yours have been safe during this crazy weather we've had in our wonderful state of TEXAS!!

We are continuing our busy schedule as usual!! Since the winter issue of the Forum, we have done many things!

Most recently we have elected and installed our officers for 2015/2016. Our new President, Karla Moeller, has some great plans and events coming up for the year!

We had a booth at the IIASA Trade Fair in February and provided IWSA information and talked to lots of great people. We were able to obtain some new members too!!

March brought us to our 71st Birthday and we celebrated big time at our March luncheon with FIWT President Gigi Heffernan. We swapped stories and laughed a lot!!! Always a pleasure to share info about FIWT with our membership!

In April, Pat Villarreal, 2nd VP organized an extremely successful Golf Tournament at TPC. We had a great turnout and lots of fun! We invited 2 Wounded Warriors to participate and had a "birdies for the Brave" at one of the holes. We donated the money collected from that hole to the Wounded Warriors. Our wonderful sponsors made it all possible!

The month of April also brought the FIWT Mid-Year Expo and we had several IWSA members who attended! We all had a blast and came home with many new memories and CE hours!

Gloria Cessac, 1st VP Membership, provided a brilliant program for all of our new members at the April luncheon. We encouraged participation and engagement with our organization.

We were able to provide 5 scholarships for some remarkable local high school seniors. We had a wonderful celebration luncheon in May in their honor. It's a fabulous feeling to see and meet these amazing students and their parents!

IWSA also provide the 5th Grade Graduation party for our adoptive school, Woodrow Wilson Elementary! IWSA planned some fun and generous items including a cake, a DJ and gift cards. The kids had a great time!

We have monthly raffles with proceeds benefiting FIWT. Our new officers and chairmen are busy planning new, fun and different events. We wish you all a happy and safe summer!!

WE BELIEVE!!!!

Submitted by Susie Hollingsworth IWSA President Elect 2015/2016

New President Karla Moeller with 2nd VP Deni Townsend



2015/2016 IWSA Officers with Installing Officer Candy Price



Karla presenting outgoing President Sue Finke with a memento of gratitude.

FIWT Pres GIGI at IWSA Birthday Celebration



Officers Lucy Martinez and Lisa Bielefeld enjoying the wonderful Golf Tournament weather



IWSA Trade Fair



Tarrant County Insurance Professionals

TCIP recently had their 6th Annual Putt-Putt Tournament...It was a great success and we had a great time and raised a lot of money to help fund our scholarships.

Our group donate supplies for DFW Humane Society. We also gathered personal items to donate to YWCA Women's Shelter. And we will be Hosting the Monthly Birthday Party for the YWCA in August.

We are making plans currently gearing up to volunteer for other organizations.

Once Upon A Time

FIWT 71st Annual Convention

October 22-25, 2015

Omni Corpus Christi, 900 N. Shoreline Blvd., Corpus Christi, TX

Tentative – Subject to Change

Community Service Project - Please bring can food items to donate to The Food Bank of Corpus Christi



Thursday, October 22nd – Business Casual

FIWT Golf Tournament - River Hills Country Club, 4225 River Hills Drive	12:00 pm
Registration opens at Omni Hotel, 3 rd Floor lobby	3:00 pm
Exhibitor Set-up for Trade Show	3:00 pm – 6:00 pm
<u>Technology and Tools for Time Management</u> - CIPT – Module 5 Presented by Jan Kearbey, CWCP, CIC, CISR, CPIW	4:00 pm – 6:00 pm

Sponsored by  and  Service Lloyds

***This class is separate from the convention registration, additional fees apply.*

Class Discussions to include:

- Developing Realistic Plans
- De-cluttering your Office
- Keeping a Check on Emails
- Learning to say NO Activities and Interruptions
- How to Create Daily/Weekly/Monthly Plans
- Setting Priorities
- Handling Correspondence
- Recognizing Unnecessary

Happy Hour, Sponsored by Insurance Associates of Corpus Christi	9:00 pm
Rockit's Whiskey Bar & Saloon, 709 N Chaparral, just two blocks from the hotel	

Friday – October 23 – Business Casual

Registration Open, 3 rd floor lobby	7:30 am
Pre Con Board Meeting	8:00 am – 9:30 am
FIWT Trade Show	9:30 am – 12:30 pm
Buffet Lunch – Exhibitors and Attendees welcome. <i>Two exhibitor passes included with booth cost.</i>	12:30 pm- 1:30 pm

Local CSRs are invited to attend the trade show for free however if interested in staying for lunch, additional fees apply.

Sponsored by  Specialty Insurance Managers, Inc.



Exhibitor Announcements of booth prizes



1:15 pm





Friday – October 23 – Schedule Continued

Seminar - 1 HR CE - – Affordable Care Act 1:45 pm – 2:45 pm

Presented by Misty Baker, Sponsored by



Market Spotlight 2:00 pm – 2:30 pm

Market Spotlight 2:30 pm – 3:00 pm

Seminar - 2 HR CE – Fire and Water Restoration 3:15 pm – 5:15 pm

Presented by Lori Snelson, Sponsored by



Local President Workshop, Presented by FIWT President Elect Sharon Foster 3:15 pm – 4:15 pm

Nominating Committee Meeting 5:30 pm – 6:00 pm

First Timers Reception – *All first time convention attendees invited* 6:15 pm – 6:45 pm

FIWT Welcome Party and Dinner 7:00 pm

Sponsored Exclusively by



Saturday – October 24– Business Casual

Registration Open, 3rd floor lobby 7:30 am

General Store- *Local Association sales for scholarship funds, advance table reservation required* 8:00 am – 12:30 pm

Seminar - 2 HR CE – Topic TBA 8:00 am – 10:00 am

Presented by Jim Gavin, Sponsored by



Seminar - 2 HR CE – Homeowners Policy 10:15 am – 12:15 pm

Sponsored by

Seminar –Topic TBA – No CE 10:15 am – 12:15 pm

Presented by Mark Cox, Sponsored by

Leadership Lunch Honoring FIWT Past Presidents 12:30 pm – 2:30 pm

Including Keynote Speaker Courtney Clark

Detour: Coping When Life Doesn't Go According to Plan





Saturday – October 24 – Schedule Continued

Seminar - 1HR CE – Ethics Class Presented by Judy Walker	2:45 pm – 3:45 pm
Seminar - Frustration to Fortitude Workshop – No CE Presented by Courtney Clark	2:45 pm – 3:45 pm
Annual Business Meeting – <i>Delegates please sign in at 3:45 pm</i>	4:00 pm – 6:00 pm
Pre-Dinner Reception	7:00 pm
Installation of New FIWT Officers and Awards Dinner Dinner Entertainment sponsored by Delta General Agency FIWT Leadership Award sponsored by Litchfield Special Risks FIWT Community Service Award sponsored by Insurance Professionals of Galveston County	7:30 pm



Private Board Orientation Meeting	8:30 am
Chapel Service	9:00 am
Post Convention Board Meeting	9:15 am



Thanks to the sponsors of the FIWT 71st Annual Convention





71st Annual Convention Registration



Omni Corpus Christi Hotel, 900 N Shoreline Blvd., Corpus Christi, TX 78401

NAME: _____ **DESIGNATIONS:** _____

COMPANY: _____

ADDRESS: _____

CITY: _____ **STATE:** _____ **ZIP:** _____

PHONE: _____

EMAIL: _____

LOCAL ASSOCIATION: _____

Convention Registration - Includes admission to all classes, trade show, Friday lunch and dinner, and Saturday lunch and dinner.

	Early Registration Postmark by 9/5	Registration Postmark after 9/5
FIWT Member (Individual or Industry)	\$175	\$195
FIWT New Member/First Convention	\$160	\$180
Non Member	\$195	\$215
CIPT Class – FIWT Member	\$ 50	\$ 50
CIPT Class – Non Member	\$100	\$100
TOTAL REGISTRATION		\$

Check all categories below:

- FIWT Member
- Industry Member
- Local President
- FIWT Committee Chair
- Sponsor
- Exhibitor
- Delegate
- Past FIWT President
- 1st Convention**
- I will attend Thursday Night event**

Extra Tickets -- Full registration includes 4 meals, below is for extra tickets needed only. Seating is limited. Advanced purchase required.

	# of tickets needed	Price per ticket
Friday Lunch		\$40
Friday Dinner/Opening Party		\$45
Saturday Past Presidents Leadership Lunch		\$40
Saturday Dinner/Installation		\$60
TOTAL EXTRA TICKETS		\$

Name of Guest (as it will appear on name badge)

Convention Hotels

FIWT Room Block

Omni Corpus Christi

\$154 single to quad

Hotel: 361-887-1600

Self-park \$7 per night.

Rules:

Exhibit hall is reserved for companies that purchase booths. Anyone soliciting without booth purchase will be asked to leave. Payment must accompany registration form. Registration fees are non-refundable after October 1.

Questions:

Call 1-800-856-6677
or send email to
fiwt@msn.com

Payment Options

Check	Credit Card
Mail payment with registration to FIWT 2831 E. Eldorado Parkway, Suite 103-192 Frisco, TX 75033	Register online at www.FIWT.com/events.htm . PayPal will be available at the end of the online registration form.



FIWT 71st Annual Convention Sponsorship Opportunities

October 23-25, 2015
Omni Hotel, Corpus Christi, TX

*Sponsorship payment must be received by August 1 to be included in printed materials.

All Sponsorships Include:

- ♦ Program Listing
- ♦ Sponsor Signs at Event
- ♦ Special Recognition during convention announcements
- ♦ Thank You Recognition in The Forum
- ♦ Sponsor Listing on FIWT Website

- | | |
|---|----------------------------------|
| <input type="radio"/> Friday Buffet Lunch Partial Sponsor (4 available) | <input type="checkbox"/> \$1,000 |
| <input type="radio"/> Past President Leadership Luncheon Partial Sponsor (4 available) | <input type="checkbox"/> \$1,000 |
| <input type="radio"/> Convention Keynote Speaker Sponsor (4 available) | <input type="checkbox"/> \$500 |
| <input type="radio"/> Installation Dinner Entertainment Sponsor (1 available) | <input type="checkbox"/> \$500 |
| <input type="radio"/> Sunday Continental Breakfast Sponsor (1 available) | <input type="checkbox"/> \$500 |
| <input type="radio"/> Friend of FIWT General Convention Sponsor (Unlimited)
Platinum Level | <input type="checkbox"/> \$1,000 |
| Gold Level | <input type="checkbox"/> \$750 |
| Silver Level | <input type="checkbox"/> \$500 |
| Bronze Level (any amount up to \$250) | <input type="checkbox"/> \$250 |

Sponsors from 2014 have first option to repeat the same sponsorship in 2015.
Therefore, those opportunities are not included above.

Company Name: _____

Contact Name: _____

Address: _____

Phone: _____ Email Address: _____

Preferred Sponsorship: _____ Amount Enclosed: _____

**Return completed sponsorship form with payment to:
FIWT, 2831 E. Eldorado Parkway, Suite 103-192, Frisco, TX 75033**

Questions: Call 1-800-856-6677 or fiwt@msn.com



2015 Exhibit Space Contract
Friday, October 23, 2015
Omni Corpus Christi, 900 N Shoreline Blvd., Corpus Christi, TX 78401



Company Name: _____
Booth Sign will list company name as written above

Contact Name: _____

Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

BOOTH RATES – Circle choice below

Includes Friday lunch for two people

Booth Fee for FIWT Industry Members	\$625
Prime Booth Space/Corner Booths Available for FIWT Industry Members only	\$675
Booth Fee for Companies (all others that are not FIWT Industry members)	\$800
Total Registration	\$

Sold Out

FIWT Trade Show:

The ballroom has carpet.

Friday, October 23, 2015

Set-up booths:

Thursday, 3:00 pm – 5:00 pm

Friday, 8:00 am – 9:30 am

Exhibit Hours: 9:30 am – 12:30 pm

Lunch: 12:30 pm – 1:30 pm

Exhibitors will give out their booth prizes during the buffet lunch.

Two lunch tickets are included in booth price.

Breakdown: 1:30 pm – 3:30 pm

Subject to the Rules and Regulations specified in the Exhibit Guide which is part of this contract, we hereby lease from Federation of Insurance Women of Texas the exhibit space at the Omni Hotel.

When completed application and payment is received, a confirmation will be sent by email.

The exhibitor packet from the exhibit decorating service will be available six weeks prior to event at www.FIWT.com/events.htm.

Rules: Exhibit hall is reserved for companies that purchase booths. Anyone soliciting without booth purchase will be asked to leave.

Payment must accompany registration form.

Registration fees are non-refundable after September 1.

FIWT Room Block

Room Rate of \$154

Omni Corpus Christi – 361-887-1600

Questions:

Contact Kristie Gray

Phone: 1-800-856-6677

Email: fiwt@msn.com

PAY BY CHECK

PAY BY CREDIT CARD

Mail payment with registration to

FIWT
2831 E. Eldorado Parkway, Suite 103-192
Frisco, TX 75033

Pay online by credit card through
PayPal at www.fiwt.com/events.htm

Exhibit Guide and Information Packet

Omni Corpus Christi – Corpus Ballroom

Exhibit Date: Friday, October 23, 2104

The ballroom has carpet.

Theme: Magical, Mystical

Exhibit Hours: 9:30 am – 12:30 pm

Drape Colors: Green and Black

Trade Show Exclusive for Exhibitors: The trade show area is for distribution of materials by registered Exhibitors only. Distribution of marketing materials by anyone other than a registered Exhibitor is prohibited and will be considered trespassing.

Request for Exhibit Space: All requests for exhibit space should be made on the contract. It is understood that the spaces will be filled on a first-come, first-served basis. All requests must be in writing and accompanied by full payment.

Exhibit Booth Fee: \$625 for current FIWT Industry Members, \$675 for a prime booth for FIWT Industry members and \$800 for a Non Member booth. All booths will be 8 x 10 and will be decorated in accordance with our annual theme, separated by 3' side draped dividers. In addition, a booth sign displaying the exhibitors name and booth number, a fold draped table and 2 chairs are included in your fee. **Extra items, including electricity, are available through our decorator, Lone Star Decorating, Lubbock, TX, 806-762-4112. Information will be available on our website 60 days prior to the event.**

Exhibitor Awards: Two prizes will be given to exhibitors. The Best Overall Booth winner receives a free booth for the 2016 Convention. Other exhibitor winners will receive a free banner ad in The Forum E-zine.

Subletting of Space: Exhibitors may not assign or sublet any space allotted to them, and may not advertise or display goods other than those sold by them in the regular course of their business. The space assigned to the exhibitors is for their own exclusive use. Booth fees not paid in full prior to the show are subjected to a surcharge.

Floor Plan: The convention floor plan is available for viewing on our website at www.figt.com and a copy is included in this packet. The floor plan will be updated periodically on the website and the exhibitors list is also shown at this site.

Exhibit Installation and Dismantling: Booths may be set up Thursday, October 22 from 3:00 pm – 5:00 pm or Friday morning from 8:00 am to 9:30 am. Exhibit hours will be on Friday 9:30 am to 12:30 pm. Lunch will immediate follow in adjacent ballroom. Dismantle of booths will immediate follow lunch.

Hotel Reservations: RESERVE YOUR ROOMS EARLY! The Omni Hotel Corpus Christi has a FIWT room block with a rate of \$154 single/quad. Please contact the hotel directly for reservations at 361-887-1600.

YOUR BOOTH REGISTRATION INCLUDES TWO

FRIDAY LUNCH MEAL TICKETS. We encourage you to register yourself and/or any of your booth representatives to attend the seminars and meal functions. These are prime opportunities to have one on one contact with attendees and learn more about them, their agencies and the problems they are facing in today's insurance marketplace. Individual meal and function tickets can be purchased using the official convention registration form (not the exhibit booth form) and should be sent in early as on-site registration will be limited. Keep in mind that our luncheons and installation dinner often sell out so we suggest you purchase early.

Non-Registered Representatives: We will need the names of the company representatives who will be staffing your booth but who will not be registered for the convention. There is no extra charge for badges, but advance information on your booth representatives is imperative. You cannot register people in your booth who do not work for your company unless it is a spouse.

Publicity: The official convention program will include a list of all exhibitors and booth location. To be included in this publication your check must be received before August 1st. Each exhibitor will be listed in The Forum E-zine, and on our website. They will also be recognized several times during the convention.

Smoking Policy: All FIWT functions will be non-smoking. You will need to make your own arrangements through the hotel for smoking rooms. All public areas of the hotel are non-smoking except for a designated area in the bar.

Rights of Trade Show Management: FIWT reserves the right to remove an exhibit, in whole or part, which in the judgment of the exhibit manager is misleading or deceptive, in poor taste, or not in keeping with the general character of the exhibit.

Cancellation Policy: Full refunds will be honored prior to September 1, 2014. **No refunds after September 1, 2015 – no exceptions.**





19th Annual Golf Tournament

Thursday, October 22, 2015

River Hills Country Club

4225 River Hills Drive

Corpus Christi, TX 78410



REGISTRATION: Golf is a separate event with separate registration from the convention. The registration includes Greens & Cart Fees, Driving Range, and Lunch and Awards Reception.

Golf Registration Fee	\$125 per golfer, <u>Postmark by October 1</u>	\$140 per golfer, Postmark after October 1
Mulligans – Maximum 4 per golfer	\$5 per shot or 4 for \$20	\$5 per shot or 4 for \$20
Lunch only – no golf	\$25	\$25
Total Fee Included		

SCHEDEULE: Registration begins at 10:30 am with open lunch buffet. Open scramble format with a Shotgun start at noon. Soft spikes only. Golf awards will be immediately following tournament. No reservations will be held without payment.

CANCELLATIONS: No refunds after October 1, 2015. To be considered for a refund, you must send your cancellation request in writing to FIWT at fiwt@msn.com prior to October 1, 2015.

You may register individually or build your own team. If you wish to play with someone, please include their name(s) below. Send your check with your registration payable to FIWT, 2831 E. Eldorado Parkway, Suite 103-192, Frisco, TX 75033, P: 469-362-5777, Email: fiwt@msn.com. Credit card payment is available, but will include additional fees for processing.

Questions – Call 1-800-856-6677

REGISTRATION FORM (Please include payment with this registration form)

Golfer Name: _____ Handicap: _____

Company Name: _____ Email: _____

I would like to play with:

Golfer Name: _____ Handicap: _____

Company Name: _____ Email: _____

Golfer Name: _____ Handicap: _____

Company Name: _____ Email: _____

Golfer Name: _____ Handicap: _____

Company Name: _____ Email: _____



19th Annual Golf Tournament
Thursday, October 22, 2015
River Hills Country Club
4225 River Hills Drive
Corpus Christi, TX 78410



Golf Tournament Sponsorship Form

<input type="checkbox"/> Awards Reception Sponsor (Sold Out)	\$300
<input type="checkbox"/> Beverage Cart Sponsor (Sold Out)	\$300
<input type="checkbox"/> Buffet Lunch Sponsor (1 available)	\$250
<input type="checkbox"/> Closest to Pin Hole Sponsor Men (Sold Out)	\$175
<input type="checkbox"/> Closest to Pin Hole Sponsor Women (Sold Out)	\$175
<input type="checkbox"/> Exclusive Hole Sponsor (7 more available) - Anyone wishing to sit at a hole must choose exclusive sponsorship.	\$250
<input type="checkbox"/> Hole Sponsor	\$150
<input type="checkbox"/> Hole in One Sponsor (Limit 4)	\$250
<input type="checkbox"/> Longest Drive Hole Sponsor Men (Sold out)	\$175
<input type="checkbox"/> Longest Drive Hole Sponsor Women (Limit 1)	\$175
<input type="checkbox"/> Prize Sponsor (2 available)	\$200

Door Prizes are welcome too!

Yes, I will bring/donate a door prize

Name of Sponsor: _____

Contact Name: _____

Address: _____

City, State, Zip: _____

Phone: _____

Email: _____

Total Amount Enclosed: \$ _____

Mail completed form with check to:

FIWT, 2831 E. Eldorado Parkway, Suite 103-192, Frisco, TX 75033

Credit cards accepted through PayPal, additional fees may apply.

Contact Kristie at 1-800-856-6677 for additional information or to pay by credit card.

FIWT Local Associations

FIWT is proud to have local associations throughout the state of Texas. For specific information about events held by the local associations check out their information sites.

Insurance Professionals of Abilene



Austin Association of Insurance Professionals

www.aaip.info



Insurance Associates of Corpus Christi on Facebook



Dallas Association of Insurance Professionals www.daiptx.com



East Texas Insurance Association on Facebook



Insurance Professionals of El Paso www.ipelpaso.org



Insurance Professionals of Galveston County on Facebook



Harlingen Insurance Professionals on Facebook



Insurance Professionals of Hidalgo County



Houston Insurance Professionals Houstoninsuranceprofessionals.org



Lubbock Insurance Association- on Facebook



Insurance Women of the Metroplex www.iwmetroplex.com



North Texas Insurance Professionals on Facebook



Insurance Women of San Antonio www.iwsatx.com



Tarrant County Insurance Professionals www.tcip-fw.com



Insurance Women of Texoma



Members-At-Large

