



The Forum

Summer Issue

July 2016

Newsletter Sponsors



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President's Message

By Sharon Foster



Hello Everyone!

Wow! It's really hard to believe that it is already the middle of the summer! I hope you are keeping cool. This year has flown by and I have been travelling on your behalf for a lot of it! Since Mid-Year, Tanya and I have been to East Texas to attend their Bowling Tournament, travelled to Dallas to speak at a Combined Agents of America quarterly meeting, installed officers for the Insurance Women of the Metroplex and the Insurance Professionals of El Paso, attended IIAT's annual convention in San Antonio and most recently attended a joint meeting in Decatur with Tarrant County Insurance Professionals, Insurance Women of the Metroplex, Dallas Association of Insurance Professionals, North Texas Insurance Professionals and two Members at Large! It has been such a joy to get to meet so many of you and to talk to others about what FIWT has to offer our industry as well as what it has meant to me personally.

Plans are underway for a great convention in Frisco! Please make your reservations now to attend. The hotel is beautiful and with the amenities that a suite hotel has to offer, I think you will be happy with the value of it. The schedule will be printed here in the Forum so look it over and decide how long you can come and be with us! Make your costume plans now for the Friday night party – because we want to see some famous people there! And don't

forget to work on your cake for Children's Miracle Network! We want to make lots of money for this wonderful organization.

The first CIPT conferment ceremony will be held at the convention! I know many of us have been working for the past three years for this and we want to make it a special time for you. We will begin the classes again this year for those of you who may have missed a part the first time. There will be update classes for the designation and we will give you more information about that as we have it. But for now – send in your application for the CIPT application if you have completed all six parts and we will look forward to seeing you at convention!

The task force is working to contact our industry members and make sure they have information about FIWT available to take with them when they talk to their agencies. We feel that we need face to face input to those in charge of the agencies to tell them about what FIWT can do for them.

As always, if you have any questions or comments or ideas that you want someone to listen to, please let me or one of the other officers know! We are here to serve FIWT in the best way we can and that is done better with open communication.

Have a great rest of the summer and I will see you in October – if not before!



Thank You Sponsors of the FIWT Bowling Tournament

AFS/IBEX, a division of MetaBank



All Risks, LTD

AmWINS Access



Ashley General Agency

Atlantic Casualty Insurance Company



MCClelland and Hine, Inc
MANAGING GENERAL AGENTS, EXCESS AND REPLEY LOUIS BROKER

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McGowan, Donnelly & Oberheu, LLC



MYRON STEVES

Myron Steves

Penn-America Group



Risk Placement Services, Inc.

Texas Specialty Underwriters



Providing Innovative Solutions.

USG Insurance Services, Inc.





Thank You Sponsors of the FIWT Leadership & Education Mid Year Expo



AmWINS Access
Ashley General Agency



Brecht & Associates
McClelland & Hine



Midlands
Myron Steves



Risk Placement Services, Inc.
Selective Insurance Company of America



Specialty Insurance Managers, Inc



Texas Mutual
Texas Surplus Lines Association
United Fire Group
USG Insurance Services, Inc.



President Elect

Donna Williams



Can you believe it's July already? Convention will be here before you know it.

In the last Forum I asked each of you to answer three questions and I did receive a few answers from you. Thanks to all that responded. I am going to leave these three questions in this report because it's something I want all of you to think about. The one I really want to know from you is what is the one thing that you value most from FIWT?

The three questions are:

I want to know from each of you what value you get from being a member of FIWT.

Do you know one person in your office, town or a company person that you can ask to visit your local association meeting?:

What is the one thing at Mid-Year or Convention that you look forward to the most?:

I have filled all the chairs for my term at President but if you want to service on one of the committees please let me know. All the committee chairs would love the input and the help on anyone of these committees, please send me an email and let me know what you would like to do.

Recording Secretary

Cindy Jordan, ACSR, CAM



We had a rockin good time at Mid Year. If you were there you know what I am talking about!

The Minutes of the Mid Year Board Meeting are approved and filed with the Executive Office. I had a great time seeing all my old friends at the Decatur meeting. The officers planning meeting will be held in late July and I will attend as your Recording

Secretary. North Texas Insurance Professionals will serve as your hosts for the 72nd annual convention in Frisco. We look forward to taking care of you. Look for us in the aprons and working the registration desk.

ASK AN OFFICER

An Interview with Tanya Wyatt



What is your favorite memory of an FIWT event? Well I have so many that I can't repeat..(what happens at convention stay at convention) Just kidding. There are so many you just want to write about all of them. But I would have to say traveling with Conya and her famous list of what you need to bring with you to convention will always be something to remember and the Friday night parties are always the bomb. Just always remember to participate in the dress up and whatever they have planned for you because it makes the event that much more fun & exciting. I just don't have one favorite memory they are all favorites, from the dynamic duo to the game show.

How would you describe the FIWT annual convention to a new member of FIWT? You don't really get the full impact of FIWT until you attend an annual convention and really understand the impact this organization has on the Insurance industry. We have some great leaders in FIWT and you get to see them in action at Convention. Whether it is teaching a class or displaying the products and things in the trade show or having a good time at the social times. You really get the chance to see what great professionals we are and how it can inspire you to work harder in your job and be proud that we work in the Insurance industry.

What is your favorite city to visit in Texas with FIWT members? I like them all, but I would have to say the ones that We can drive to, because us Wichita Falls women travel with a lot of bags and we bring home even more...We are thinking we might have to start bringing a U-Haul! All kidding aside I would have to say Galveston because Moody Gardens is a beautiful place to stay and I liked the pool, it had a swim up bar only it wasn't open and the hot tub was awesome!

Vice President

Hello Everyone –

I hope everyone is staying cool. I have most of the classes finalized and am happy to announce we will have a several new classes and instructors. Please refer to www.fiwt.com

Please remember to complete your National Alliance and the IIAD Scholarship Applications to be returned by 9/15/2016 to my attention. The requirements and application are attached.

I hope everyone is keeping track of their CE and Non-CE Education hours. Please have the attached

Shanna Sutton, CISR



spreadsheet to me by 9/15/2016. Remember this an individual contest and the winner will win \$100 CASH.

On a personal note, most of you know I am pregnant and due on Sept 28th just a few weeks before convention. Please try to have your scholarship applications and education contest results to me by 9/15/16 in case my bundle of joy decides to come early.

FIWT Education Contest

The Education contest this year it to challenge you as an individual and help motivate others to further their education. We want you to become the Star of your education. Whether you have a degree like super star Adam Sandler or no degree like TV host star Ellen DeGeneres we all still need education to keep our Star qualities current. Help FIWT shine and be its own star by working with FIWT's supporting organizations, carriers, and brokers to help make you become your own Star. I encourage you to please let me know if your local or office is holding a CE or Non-CE class and I can help spread the word. Together FIWT can grow our knowledge because Knowledge is Power.

The point system this year is very simple. The person with the most CE/Non-CE hours wins a \$100 CASH PRIZE. If you have a 1 HR CE, you get 1 point, if you have a 2 HR CE, you get 2 points, etc. If the class is a FIWT class, you get 5 extra points. For example, if you take a 2hr Ethics class held by an FIWT instructor then you get 7 points. The individual with the most points wins. The contest form is attached and I can also e-mail it to you. Please put a copy in your portfolio and you will always have it when you take a class. I urge FIWT Instructors to please take extra copies to the classes you teach and pass them out to who needs one.

For more information contact Shanna Sutton at shannas@usrisk.com

Corresponding Secretary

Tanya Wyatt, ACSR, CAM, AIS



Convention is right around the corner. Sharon & I have been making visits around the state with several more to come. We have so enjoyed visiting with everyone. Please contact Sharon or I if we have not scheduled a visit with your local.

Please make plans to attend FIWT Convention In Frisco!

Immediate Past President

Gigi Heffernan, ACSR



As your Immediate Past President, I am working on the FIWT Community Service Award and the FIWT Leadership Award.

In April, I sent out the request for the sponsorship of the Community Service Award.

Austin Association Insurance Professionals was the first to get in their sponsorship request for The Community Service Award. Congratulations Austin!!

Litchfield Special Risk is sponsoring the Leadership Award. Litchfield has sponsored this award from the very beginning. Thank you Litchfield!!!!

I will be sending out the nomination forms for the Community Service Award and the Leadership Award to all of the Local Presidents. Please distribute the nomination forms to all of the

members in your Local. These Awards are so important. FIWT wants to honor our members for their Community service and for their Leadership.

Please make sure to complete these nomination forms. We all know how many FIWT members are deserving of these awards.

I am getting ready to attend the Summer Planning meeting for our Annual Convention.

I hope that you are all making your plans to attend Convention this year.

Looking forward to seeing you all there!!

I hope to see you all at convention.

Nomination Forms available at http://www.fiwt.com/events_2016_annual.htm
Click on the FIWT Awards tab.



FIWT Leadership Award Sponsor



FIWT Community Service Sponsor



72ND ANNUAL CONVENTION

72nd Annual Convention
October 27-30, 2016
Embassy Suites Hotel Frisco
Golf Tournament—Thursday, October 27
Trade Show—Friday, October 28

www.FIWT.com/events.htm for more information



FIWT MEMBERSHIP CONTEST



Everyone can Be A Star with FIWT!

The local association with the largest percentage increase from November 1, 2015 to October 1, 2016 will win \$100 cash! The winning local will be announced at the 2016 Annual Business Meeting.

Submit information to President Elect Donna Williams by October 1, 2016 at donna@midcitiesins.com

Executive Director

Kristie Gray

The FIWT Mid Year Expo was a big hit! Even though the hotel was going thru a few renovations, the staff was very helpful and courteous. Our attendance was the highest in years and our support from our sponsors was tremendous! Even though I was under the weather everyone else pitched in to help make it all come together. Thank you!

I am delighted to bring the convention to Frisco! Within a mile of the Embassy Suites Frisco is just about every restaurant you can think of and plenty of shopping. Come early and join us at the FIWT Golf Tournament The Golf Club of Twin Creeks in Allen—just 9 miles from our hotel. Come to play or just come for lunch (\$25 for lunch). The trade show will be on Friday, October 28th. Come visit with these companies:

AFS/IBEX, A division of MetaBank	Lone Star Auto Dealers Association	Specialty Insurance Managers, Inc.
AmWINS Group	M D Jensvold & Co Inc.	TAGA
Ashley General Agency	Midlands	Texas Mutual
Aspen Insurance	Myron Steves	Texas Oil & Gas Association Workers'
BankDirect Capital Finance	National Federation of Independent	Comp Safety Group
Blackmon Mooring	Business (NFIB)	Texas Schools Group
Brecht & Associates	One Star Insurance Solutions, LLC	Texas Specialty Underwriters, Inc.
Care Providers Services,	Philadelphia Insurance	The Insurance Record
A division of NSM Insurance Group	Premium Assignment Corp	The Parks Group
EMPLOYERS	Prime Insurance Company	Towerstone, Inc.
GAINSCO Auto Insurance	Roberts & Crow	TSLA
Hull & Company	RPS	U. S. Risk
ICW Group	RSI International	USG Insurance Services, Inc.
IIAT	Select Premium Services, Inc.	Wellington Risk Insurance Agency
LevelFirst	Service Lloyds Insurance Company	WRIGHT Flood
Litchfield Special Risks, Inc.	South & Western	...and more to come!

Companies, if you are not on this list you are missing out! Contact us at 1-800-856-6677 or fiwt@msn.com to reserve your booths space.



The Decatur meeting is always a great time to meet up with old friends! This year was no different. The Insurance Women of Metroplex, North Texas Insurance Professionals, Tarrant County Insurance Professionals, Dallas Association of Insurance Professionals and Members At Large were all represented at the lunch. President Sharon Foster spoke to the group giving an update on this year as well as upcoming plans for convention.



CONGRATULATIONS LIZ!

Liz Patterson retired from Myron Steves on June 30th! She will still work for them on a contract basis but we still want to send her congratulations on her retirement from full time work! Liz was FIWT President 1992-1993 and holds the longest membership with FIWT- she's been a member since 1957!

Austin Association of Insurance Professionals



We are starting off on the right foot. New Membership applications have gone out. All members that complete application with payment will be put into a drawing for a Gift Card that will be raffled at the August luncheon. Application available on-Line as well (AustinInsuranceProfessionals.com).

Save The Date: Top Golf Event will be held on September 15, 2016 at 2700 Esperanza Crossing, Austin, TX 78758 For more information with regards to putting a team together or sponsorship, please contact Kimmi Cantwell at Kcantwell@mdoinsurance.com.



Look us up to obtain the latest pictures and news from our local Association.

Facebook—AAIP – Austin Association of Insurance Professionals

AAIP Website -<http://austininsuranceprofessionals.com>

Instagram—AAIP2016

and LinkedIn

Insurance Professionals of El Paso



IPEP held their installation of new officers on June 3, 2016. Vanessa Torres was installed as the new Insurance Professionals of El Paso president.



Insurance Women of San Antonio



Insurance Women of San Antonio have had an amazing few months! From a sponsor appreciation cocktail party and fun at Mid year to the end of year party for the 5th graders at our adoptive elementary school to a wonderful installation of officers. Plus, a great visit from Sharon Foster and 5 scholarships were give out in May!!



Save The Date



Courtesy Holiday Inn

FIWT Events in 2017

FIWT Leadership & Education

Mid Year Expo

April 21– 22, 2017

Holiday Inn Austin Midtown

6000 Middle Fiskville Road

Austin, TX 78752

FIWT 73rd Annual Convention

October 27-29, 2017

Embassy Suites San Marcos Hotel

1001 E McCarty Lane

San Marcos, TX 78666

Golf Tournament—Thursday, October 26

Trade Show—Friday, October 27



Courtesy San Marcos Premium Outlets

FIWT Committee Chairs

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

Budget Audit - Stephanie Taylor

ByLaws & Standing Rules - Karla Lofton

Parliamentarian - JoAnna Ringel

Long Range Planning - Cynthia Pinson

Education Resource - Teri Jones

Career Awareness

Community Service - Karla Moeller

Insurance - Jan Savage

Past Presidents - Vanessa Torres

Scholarship - Marie Misfeldt

Scrapbook - Sandra Waters

Nominating - Judy Walker

Tellers - Betty Jones

Minutes - Kamie Clark

CISR (CIC) - Linda Saupp

Windstorm (CAT) Pool - Debbie Johnson

Mid Year Conference - JimmieGale Berg

Co-Chair Erin LeBlanc

Bowling Tournament - Shannon Dahlke Applegate

Convention - Susan Tyner

Co-Chair Conya Harris

Golf Tournament - Toni Campbell

FIWT Under 40 - Esther Torres

Social Media - April Massey

FIWT Under 40

Thank you for your participation in the collection of stuffed animals for Children's Miracle Network during the FIWT Mid Year Expo. The Insurance Professionals of Galveston County passed out the animals at a local hospital on behalf of FIWT!



Reminder! Please send any photos or other information for Sharon's scrapbook to Sandra Waters at sanmic25@yahoo.com





FIWT COMMUNITY SERVICE PROJECT



I am happy to announce that the FIWT Community Service Project for 2015-2016 will be Children's Miracle Network!

CMN operates a little differently than most of the community service projects that we have participated in before. All monies that you raise from your local association will be given to the closest Children's Miracle Network hospital in your area. There is a map in the packets for the board members showing where that hospital is – and this will be available on the website as well. We hope that giving back to your local community will allow us to reach many people statewide and also be a wonderful opportunity to cause many people to learn about FIWT.

Help us support the Children's Miracle Network. Let's have our own "Peter Pan Birthday Club". When a member's child or grandchildren celebrate a birthday – make a monetary donation to the Children's Miracle Network. When your Local Association has its own birthday – a donation can be made as well.

Our contest for the 2016 Convention will be for each Local Association to create their very own Birthday Cake with a slot on top to collect donations. We will display the cakes during convention and allow our members to make donations to vote for their favorite cake. The local with the most donations will voted Best Cake of the Convention. Each local can begin collecting donations immediately and all proceeds from each local association will be given to their local chapter of Children's Miracle Network. Each local association will need to keep up with their giving amounts throughout the year and report back to me. We will announce the totals collected from each Association at Mid Year and then we will add donations collected until convention plus the amounts collected while voting on the Best Cake and announce the overall totals at convention in 2016. Use the attached sheet to send in your report to me.

In addition – we want to participate in "Casual for Kids". Each Local Association can designate certain days and after receiving approval from the agency or company boss, everyone would pay \$5 to dress casual for the day. You can do one day a month, twice a month – whatever your Local Association wants to do. Money collected will remain in your local area chapters of the Children's Miracle Network!

RULES FOR CAKE BUILDING

- 1) Can not exceed 3' high or 3' wide
- 2) Must be made out of non-edible items
- 3) No real candles or sparklers
- 4) Must contain Local Association Name



Karla Moeller

210-824-3777

karla@whitakerins.com



FIWT COMMUNITY SERVICE PROJECT

ASSOCIATION:		
	HOW DID YOU EARN THE MONEY	TOTAL AMOUNT COLLECTED
NOVEMBER		
DECEMBER		
JANUARY		
FEBRUARY		
MARCH		
APRIL		
MAY		
JUNE		
JULY		
AUGUST		
SEPTEMBER		
OCTOBER		
GRAND TOTAL COLLECTED 2015/2016		

Scholarship Committee

Marie Misfeldt

Information was sent in January to over 100 high schools councilors in the Austin, Houston, Galveston and Members-at-Large areas. I gave them a dead line of April 15, 2016 to have all applications submitted me. We received only 20 applications by this date. As the chairperson for the Scholarship Committee I read each and every application and essay myself and determined the best candidate for us to honor.

On May 18, 2016 it was my honor to announce Stephanie Gutierrez from Hutto was our 2016 Scholarship recipient. I sent a letter to Stephani and her High School Councilor acknowledging she was our winner & explained how the payment for the Scholarship will be done.

Thank you Sharon Foster for believing in me and allowing me to participate as the Scholarship Chairperson.

Marie Misfeldt Committee Chair, Sandra Smithson Co-Chair, Danny Journey Committee Member, Sherri Hendricks Committee Member

Convention Liaisons

Susan Tyner and Conya Harris

Convention 2016 is just right around the corner! It will be October 27-30th, 2016 at the Embassy Suites in Frisco, TX. You can go to the FIWT website to make your reservations now! The room rates are only \$135 per night. You can contact the hotel directly at 972-712-7200. The Group Code is FIW.

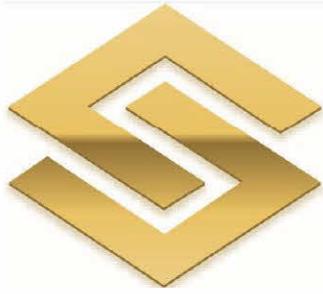
We hope that everyone will make plans to come in on Thursday because we do have a hospitality suite planned for that night. See additional information on the Thursday night event included in this issue of The Forum. We will have more details after the summer planning meeting that will be held at the end of July, but know that we will endeavor to bring you a fun-filled time at Convention 2016!

Come "Be a Star with FIWT" and get ready to have a fantastic time in October!



Find us FIWT on





STONEMARK

Premium Finance Group

Is honored to be a part of the
Federation of Insurance Women of Texas'
72nd Annual Convention

You are invited to join us for a reception
In the
Longhorn Hospitality Suite

Thursday, October 27th 8 p.m. – 10 p.m.
Embassy Suites 7600 John Q. Hammons Drive, Frisco, Texas
(All attendees invited)



www.stonemarkinc.com

(800) 955-0083

elizabeth@stonemarkinc.com



THE NATIONAL ALLIANCE

for Insurance Education & Research

CIC & CISR SCHOLARSHIPS

available for FIWT members only

The Societies of Certified Insurance Counselors (CIC) and Certified Insurance Service Representatives (CISR) will award scholarships at the Federation of Insurance Women of Texas (FIWT) Annual State Convention in Frisco, Texas on October 29, 2016. The Society of CIC will award one CIC Institute Scholarship and one CIC Update Scholarship. The Society of Certified Insurance Service Representative (CISR) will award four CISR Scholarships. The scholarships awarded are for only one course .

To apply for a scholarship, please complete the attached form. Applications must be received by September 30, 2016 at the address shown below.

CIC Scholarship

You must be an FIWT member in good standing, the one CIC Update is reserved for any individual currently holding the CIC design and have not attended a CIC Institute in the last five years. The exam is required. In addition, you must be a licensed agent, broker, or solicitor; or have at least two years of full-time experience as a practitioner in insurance or risk management; or have served for the at least two years as a full-time faculty member at an accredited college or university.

CISR Scholarship

You must be an FIWT member in good standing and have not attended a CISR course in the last five years. The exam is required. Any employee of an agency, insurance company, or insurance related business, including customer service representatives, insurance agents, and agency managers.

Each scholarship covers the registration fee only, and must be used by December 31, 2017. Please forward application to:

FIWT
Shanna Sutton, CISR
US Risk
8401 North Central Expressway, Ste. 1000
Dallas, TX 75225
214-264-4915
[*Shanna.sutton@usrisk.com*](mailto:Shanna.sutton@usrisk.com)

FIWT 2016 Scholarship Nomination Form



THE NATIONAL ALLIANCE
for Insurance Education & Research

To nominate yourself or a colleague, please complete all of the blanks on this form.

Criteria for Consideration:

- ✓ Employed full-time in the insurance industry
- ✓ Demonstrates a commitment to professional continuing education
- ✓ Must meet the eligibility requirement to attend a CISR or CIC program
- ✓ Must be received by September 30, 2016
- ✓ Must be able to use the scholarship by December 2017

Nominee Information

Name	
Agency/Company	
Address	
City/State/Zip	
Work Phone	
Email Address	

1. To what organization(s) does the nominee belong (IIA, PIA, IAIP, FIWT, etc.)?

2. What professional designations does the nominee hold?

3. Has the nominee ever attended a CIC or CISR program, and if so, which one(s)?

4. Would the nominee give the necessary time to complete a CISR Online course?

5. Would the nominee be able to attend without the scholarship?

6. May The National Alliance contact you (the nominator) for more information, if necessary?

7. Give a brief description of the nominee's work experience, education, commitment to professional advancement, or other reasons for consideration. Explain why the nominee may want or need this scholarship. Explain why scholarship is needed and how nominee can give back to the industry. Attach an extra sheet of paper if necessary.

Nominator Information

Name	
Agency/Company	
Address	
City/State/Zip	
Work Phone	
Email Address	

PLEASE RETURN THIS FORM TO: Kristie Gray, Executive Director, FIWT, 2831 E. Eldorado Pkwy, Ste. 103-192, Frisco, TX 75033; info@fiwt.com



IIAT TIIA SCHOLARSHIP

The Independent Insurance Agents of Texas (IIAT) will award one (1) Texas Independent Insurance Adviser (TIIA) during the Annual Meeting of the Federation of Insurance Women of Texas (FIWT). The winner will have his or her choice of Personal or Commercial TIIA. The TIIA Program is a six (6) and seven (7) day training program plus a national exam with separate designations in personal or commercial lines. The scholarship covers registration fees only, with a tuition value up to **\$690.00**.

Note: Travel, hotel, and meals are not included.

Registrants must be a member of FIWT. The scholarship will be awarded on Saturday, October 29, 2016 at the FIWT Business Meeting to be held in Frisco, Texas

The completed form must be mailed (or emailed) to Shanna Sutton by **September 25th**,

+++++

NAME: _____

LOCAL ASSOCIATION: _____

AGENCY/COMPANY: _____

MAILING ADDRESS: _____

EMAIL ADDRESS: _____

TELEPHONE: _____

IF SELECTED, I WILL ATTEND:

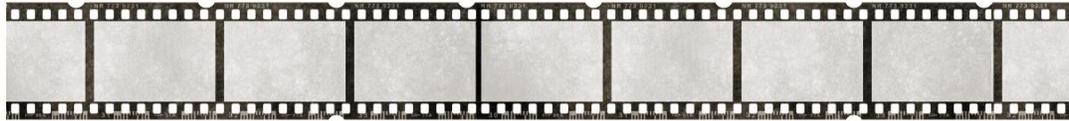
COMMERCIAL LINES _____ PERSONAL LINES _____

+++++MUST BE A MEMBER OF FIWT+++++

RETURN TO:
Shanna Sutton
2015-2016 FIWT Vice President
12837 Chittamwood Trl
Euless, TX 76040
shannas@usrisk.com



+++++



FIWT 72nd Annual Convention

October 27-30, 2016

Embassy Suites, 7600 John Q. Hammons Drive, Frisco, TX 75034

Tentative - Subject to Change

Thursday, October 27 – Attire Business Casual

FIWT Golf Tournament, The Golf Club at Twin Creeks - 1pm tee time

Exhibitor Move-In – 3:00 pm – 6:00 pm

Registration Desk Open - 3:00 pm – 6:00 pm

Totebags Sponsored by McClelland and Hine, Inc.



Name badges and lanyards Sponsored by AmWins Access



CIPT Class – Module # 1 - Focus On Customer Service - 4:00 pm – 6:00 pm

Presented by JimmieGale Berg, Dual ACSR

Hospitality Suite – Open to all attendees - 8:00 pm – 10:00 pm

Longhorn Ballroom, 2nd Floor of hotel, Sponsored by Stonemark



Friday, October 28 – Attire: Business Casual

Registration Desk Open - 7:30 am

Pre Convention Board Meeting - 8:00 am

Trade Show Hours - 9:30 am – 12:30 pm

Exhibit Hall Game Prize sponsored by Texas Specialty Underwriters

Buffet Lunch with Exhibitors - 12:30 pm

Sponsored by Specialty Insurance Managers, Inc., TSLA, and United Fire Group.



2 Hour CE – Topic TBA, Presented by Jim Gavin, Sponsored by IIAT



Local President Workshop, Presented by Donna Williams - 4:30 pm – 5:30 pm

Nominating Meeting - 5:45 pm – 6:45 pm

First Timers Reception – Presidential Suite - 7:00 pm – 7:30 pm

Friday Dinner and Opening party - 7:30 pm

Dress like your favorite Hollywood Star – from a movie or walking the red carpet!

Party Sponsored Exclusively by Service Lloyds Insurance Company



Saturday, October 29 – Attire: Business Casual

Local Associations General Store – 8:00 am – 12:00 pm

2 Hour CE Class – Workers Comp Basics - 8:00 am – 10:00 am
Presented by Tai Jenkins, *Sponsored by Texas Mutual*



Grow Your Business Through LinkedIn and Social Media - 8:00 am – 9:00 am
Presented by Danielle Lavallee Wasson, *Sponsored by Litchfield Special Risks, Inc.*



2 Hour CE Class – Emerging Trends in The Texas Personal, Farm and Commercial Auto Market
10:15 am – 12:15 pm *Presented and Sponsored by State Auto*



Open Carry Gun Laws and The Legal Aspects of It - 10:15 am – 11:15 am
Presented by Lee Watkins, *Sponsored by www.DFWLTC.com*

Excess Umbrella - 11:15 am – 12:15 pm
Presented by Don Smith, *Sponsored by Markel Corp*

Leadership Lunch Honoring FIWT Past Presidents with Keynote Speaker Paul Z. Martin
12:30 pm – 2:30 pm
Sponsored by M.D. Jenvold & Co., Inc.
Gavel Presentation Sponsored by Myron Steves



Annual Business Meeting - 4:00 pm – 6:00 pm

Reception – 7:00 pm

Installation of New Officers and Awards Dinner – 7:30 pm

Installation Entertainment Sponsored by Delta General Agency Corp.



Installation Dinner Sponsored by IIAT

FIWT Grand Prize Drawing Sponsored by Specialty Insurance Managers, Inc.



FIWT Community Service Award Sponsored by Austin Association of Insurance Professionals

FIWT Leadership Award Sponsored by Litchfield Special Risks, Inc.



Sunday, October 30 – Attire: Business Casual

Orientation Meeting for New Board Members and Committee Chairs – 8:00 am

Chapel Service – 8:30 am

Post Convention Board Meeting – 9:00 am – 10:00 am

Additional Sponsors of the FIWT Convention



Platinum Level Sponsor



Silver Level Sponsor



Providing Innovative Solutions.

Silver Level Sponsor



Silver Level Sponsor



Silver Level Sponsor



Bronze Level Sponsor



72nd Annual Convention Registration



Embassy Suites Frisco, 7600 John Q. Hammons Drive, Frisco, TX 75034

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 9/23	Registration Postmark after 9/23
FIWT Member (Individual or Industry)	\$190	\$210
FIWT New Member/First Convention	\$170	\$190
Non Member	\$225	\$250
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
- FIWT Under 40
- 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		\$45
Friday Dinner/Opening Party		\$50
Saturday Past Presidents Leadership Lunch		\$45
Saturday Dinner/Installation		\$60
TOTAL EXTRA TICKETS		\$
Name of Guest (as it will appear on name badge)		

Convention Hotels

FIWT Room Block
Embassy Suites Frisco
All Suite hotel, Breakfast included
\$135 King or Double beds
Hotel: 972-712-7200

Self-park \$10 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.

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.

Questions:

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



FIWT 72nd Annual Convention Sponsorship Opportunities

October 27-30, 2016
Embassy Suites, Frisco, 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="checkbox"/> Friday Buffet Lunch Partial Sponsor (2 available) | <input type="checkbox"/> \$1,000 |
| <input type="checkbox"/> Past President Leadership Luncheon Partial Sponsor (2 available) | <input type="checkbox"/> \$1,000 |
| <input type="checkbox"/> Convention Keynote Speaker Sponsor (2 available) | <input type="checkbox"/> \$500 |
| <input type="checkbox"/> Sunday Continental Breakfast Sponsor (1 available) | <input type="checkbox"/> \$500 |
| <input type="checkbox"/> 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 2015 have first option to repeat the same sponsorship in 2016.
Therefore, those opportunities are not included above.

Company Name: _____

Contact Name: _____

Address: _____

City: _____ State: _____ Zip: _____

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



2016 Exhibit Space Contract
 Friday, October 28, 2016
 Embassy Suites, 7600 John. Q. Hammons Drive, Frisco, TX 75034



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 (any company not a FIWT Industry member)	\$800
Total Registration	\$

FIWT Trade Show:
 The ballroom has carpet.
 Friday, October 28, 2016
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

BOOTH PREFERENCE		
Booths are assigned by first come, first served.		
List Booth Number below:		
1st Choice:	2nd Choice:	3rd Choice:
If there are any companies that you prefer not to be placed by please list them below:		

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 Embassy Suites.

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.

COMPANY REPRESENTATIVE	
Please list names of people working the booth. Two lunch tickets for Friday are included with the booth fee. Additional meal tickets can be purchased for Friday lunch at \$45 each and Friday dinner at \$50 each. Meal tickets must be purchased in advance.	
Lunch Included	1.
Lunch Included	2.
Namebadge only	3.
Namebadge only	4.

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.

PAY BY CHECK	PAY BY CREDIT CARD
Mail payment with registration to FIWT 2831 E. Eldorado Parkway, Suite 103-192 Frisco, TX 75033	To pay by credit card send an email request with registration form to fiwt@msn.com . An invoice will be emailed from Square.com, our online credit card processing system.

FIWT Room Block
 Room Rate of \$135
 Embassy Suites – 972-712-7200

Questions:
 Contact Kristie Gray
 Phone: 1-800-856-6677
 Email: fiwt@msn.com

Exhibit Guide and Information Packet

Embassy Suites – Ballroom 6

Exhibit Date: Friday, October 28, 2016

The ballroom has carpet.

Theme: Be A Star with FIWT (Hollywood)

Exhibit Hours: 9:30 am – 12:30 pm

Drape Colors: Red and White

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 2017 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.fiwt.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 27 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 Embassy Suites has a FIWT room block with a rate of \$135 single/quad. Please contact the hotel directly for reservations at 972-712-7200.

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.

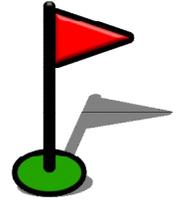
Rights of Trade Show Management: FIWT reserves the right to remove an exhibit, in whole or part, which in the judgment of the exhibit manager is misleading or deceptive, in poor taste, or not in keeping with the general character of the exhibit.

Cancellation Policy: Full refunds will be honored prior to September 1, 2014. **No refunds after September 1, 2016 – no exceptions.**





20th Annual Golf Tournament
Thursday, October 27, 2016
The Golf Club at Twin Creeks
501 Twin Creeks Drive
Allen, TX 75013



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, Postmark by October 1	\$140 per golfer, Postmark after October 1
Mulligans – Maximum 4 per golfer	\$5 each (4 for \$20)	\$5 each (4 for \$20)
Lunch only – no golf	\$25	\$25
Total Fee Included		

SCHEDULE: Registration begins at 11:30 am with box lunch. Open scramble format with a Shotgun start at 1:00 pm. Soft spikes only. Golf awards will be immediately following tournament. No reservations will be held without payment.

CANCELLATIONS: No refunds after October 1, 2016. To be considered for a refund, you must send your cancellation request in writing to FIWT at fiwt@msn.com prior to October 1, 2016.

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, 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:** _____

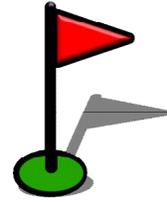
Company Name: _____ **Email:** _____

Golfer Name: _____ **Handicap:** _____

Company Name: _____ **Email:** _____



20th Annual Golf Tournament
Thursday, October 27, 2016
The Golf Club at Twin Creeks
501 Twin Creeks Drive
Allen, TX 75013



Golf Tournament Sponsorship Form

_____	Awards Reception Sponsor (Limit 3)	\$300
_____	Beverage Cart Sponsor (Limit 2)	\$300
_____	Box Lunch Sponsor (Limit 2)	\$250
_____	Closest to Pin Hole Sponsor Men (Limit 1)	\$175
_____	Closest to Pin Hole Sponsor Women (Limit 1)	\$175
_____	Exclusive Hole Sponsor (Limit 8)	\$250
	- Anyone wishing to sit at a hole must choose exclusive sponsorship.	
_____	Hole Sponsor	\$150
_____	Hole in One Sponsor (Limit 4)	\$250
_____	Longest Drive Hole Sponsor Men (Limit 1)	\$175
_____	Longest Drive Hole Sponsor Women (Limit 1)	\$175
_____	Prize Sponsor (Limit 3)	\$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 Square.com, 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



Houston Insurance Professionals *Houstoninsuranceprofessionals.org*



Austin Association of Insurance Professionals *www.austinsuranceprofessionals.com*



Lubbock Insurance Association- *on Facebook*



Insurance Associates of Corpus Christi *on Facebook*



Insurance Women of the Metroplex *www.iwmetroplex.com*



Dallas Association of Insurance Professionals *www.daip.tx.com*



North Texas Insurance Professionals *on Facebook*



East Texas Insurance Association *on Facebook*



Insurance Women of San Antonio *www.iwsatx.com*



Insurance Professionals of El Paso *www.ipelpaso.org*



Tarrant County Insurance Professionals *www.tcip-fw.com*



Insurance Professionals of Galveston County *on Facebook*



Members-At-Large

Harlingen Insurance Professionals *on Facebook*

