



The Forum

Winter Issue

February 2018

Newsletter Sponsors



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President's Message By Shanna Sutton, CISR, CIPT



Since annual convention, we have been busy getting things done behind the scenes. I attended the Texas Surplus Lines Association Annual meeting in Austin in November 2017. The FIWT officers and a few of our committee chairs met in January for our winter planning session. We were fortunate that Linda Saupp likes a lot of company on a weekend because we invaded her beautiful home and made ourselves at home. Many thanks to Linda and her wonderful husband for hosting us and allowing us to take over. We accomplished our goals and are excited about the upcoming events for FIWT. Mid-Year Conference is a big topic for this meeting and the only time we can all get together to help make those plans. We want to have good attendance and therefore it takes a lot of planning for interesting classes with a lot of fun in between. We know the fun is the best part. I will be attending the Joe Vincent Seminar at the end of January representing FIWT. It is the largest gathering of independent agents in Texas and draws even more agents than the state convention. It is 3 days of classes on many topics. This will be a new opportunity for me and I hope to spread the word about FIWT and meet new people. Jan and I are still planning our local visits and have not yet heard

from everyone. If you don't yet have a date for our visit, please get with her or I to get your local visit in our calendar. We're excited about these visits and sharing our vision of FIWT with everyone.

Our Leadership and Education Mid Year Expo is fast approaching. It will be at the Hilton San Antonio Airport, April 13th – April 14th. You may go to our website www.fiwt.com for the class schedule and registration.

Remember to Pound Down Diabetes with FIWT. Let's help raise money for the American Diabetes Association to help prevent and cure diabetes. Please send your photos to Vanessa at besicao3@yahoo.com of your 5lb sugar bag dressed up and /or carb free meals with the recipe for others to enjoy.

Let's work on increasing our membership. Ask a friend to visit your local with you. They may get hooked and come back.



Thank You Sponsors of the 2017 FIWT Golf Tournament in San Marcos, TX

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Thank you Sponsors of the FIWT 73rd Annual Convention in San Marcos, TX



Insurance Associates of Corpus Christi



Thank you Exhibitors of the 2017 FIWT Trade Show

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Visit StateAuto.com/insurance/farm to learn more.



President Elect

Cindy Jordan, ACSR, CAM, CIPT

To the Bat cave Robin!!

Hope everyone has survived the winter and looking forward to Spring?

The contest for membership has really got me excited. As promised I called for quarterly reports and received a head count of new members.

As we talked about at Convention in October if each local would recruit four new members or recruit members from the past we would meet our goal of 50 plus members for 2018.

The first quarter is proud to report 2 renewal members and 16 NEW MEMBERS!!! Total of 18 members for the 1st quarter.

I will be calling at the end of March for the Mid year report for membership.

Holy Moly Robin can you tell I'm excited ? For the 1st local association that emails me at cjfiwt@gmail.com when the forum comes out with a new member I will give extra points. So keep reading the Forum and respond for the extra points.

So as Batman said to Commissioner Gordon each time: Even a man doing something as simple as putting a coat on a small child, to let him know the world hadn't ended.

And in FIWT we say always ask past members to come back and recruit new members to the best organization in the great state of TEXAS!



Vice President

Wendy Rhoden, CISR, CAM, CIPT

It's hard to believe that I began my Term as Vice Present a little over three months and Mid-Year is just around the corner. The Board met in January and worked really hard on planning the 2018 Leadership & Education Mid-Year Expo in San Antonio on April 13th and April 14th. It is always hard work but we always manage to have some fun. Linda Saupp was so generous in offering the use of her home for the planning session.

We want you to know that we did go through the comments that everyone provided on the type of classes that were of interest. This year, I am working really hard to take use those suggestions when requesting speakers and classes/teachers. I am hoping that you will

enjoy the Classes that we have planned for Mid-Year and will look forward to the up coming classes at the Annual Convention.

Please remember that even if you don't need CE Class due to being retired and/or grandfathered, that is so important that we attend these class. If we don't show are support it will be more difficult in the future to get the support that we are getting from the various Speakers, Teachers, Carriers, MGA's, Brokers and etc. So please plan on attending class, besides we can use some additional knowledge and learn someone new.

I am looking forward to seeing everyone in April.



FIWT Membership Contest 2017-2018

SUPERHEROES

Contest Dates:

November 1, 2017 - September 30, 2018

Prize \$100 for the Local Association with the most new members

Each local is invited to participate this year as we grow our membership. Each new member will earn your local 5 points. Bring a former FIWT member back into your local and earn 10 points. Count up all your points at the end of the year and turn in to Cindy Jordan at cjfiwt@gmail.com

FIWT Membership Contest
November 1, 2017- September 30, 2018

Name of person completing the form:

Local Association:

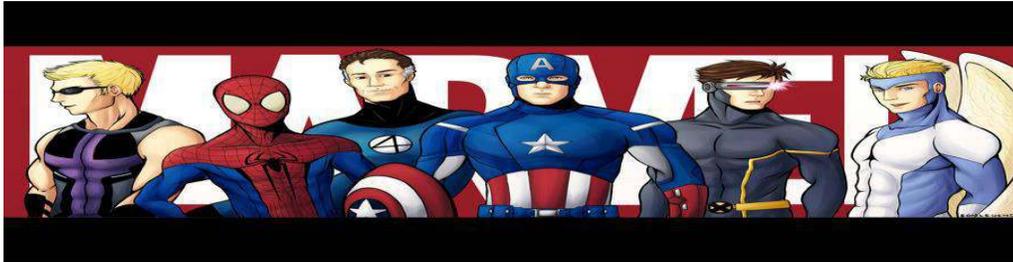
Example	11/1/2017	Name	New 5	Ex 10	TOTAL

TOTAL MEMBERS

Complete form and return to Cindy Jordan at cjfiwt@gmail.com September 30.2018

FIWT SUPER HERO EDUCATION CONTEST

November 1, 2017 – September 30, 2018



LOCAL NAME:

DATE	CLASS TITLE	# of CE/Non- CE Hours	FIWT or Industry Yes or No	Add 5 Points if Class is FIWT or Industry	Total
Total Hours					



Corresponding Secretary

Jan Savage, ACSR, CIC, CPIW, CIPT

I am enjoying serving you as the Corresponding Secretary. I attend the winter officer planning meeting as we planned for the mid year conference.

Shanna is hoping to visit many of the locals this year. If you have not scheduled a visit with us, please contact me soon at

jan.savage@patriotnational.com so that we can get you on the schedule.

I look forward to seeing you all soon in San Antonio



Recording Secretary

Sue Finke, ACSR, CPIW, CIC

FIWT is off to a great start for 2018. There were 10 of us who were able to attend the aptly named Winter Planning Meeting. It was extremely cold that weekend! Fortunately there were no frozen pipes in the house, as has happened in the past. Despite the cold, it was a very productive planning session, and we were also able to get in a little fun. A big thank you goes out to Linda Saupp, for allowing us the use of her beautiful home for the weekend of meetings. We discussed new ideas, classes that will take place, and some changes to the 2018 Mid-Year Education Conference schedule. Mid-Year will be held at the Hilton Airport in San Antonio,

April 13-14, 2018. There was discussion in regard to the Bowling Tournament and the Under 40 Community Service project at Mid-Year, so stay tuned for more information from these committees.

I encourage everyone to attend Mid-Year and take advantage of the excellent classes available in April.

We also put the schedule together for the 74th Convention in San Marcos October 18-21, 2018, including some updated ideas. We will do more fine-tuning of the classes and events at our Summer Planning Meeting.



Immediate Past President

Donna Williams

After I passed the baton on to Shanna at convention, I felt happy and bittersweet all at the same time. I want to thank everyone for a great year. You will never know how much this association means to me and how much I love being a part of it. Convention was wonderful and San Antonio was a great hosting local. The best part is we get to go back to the same hotel for the 2018 convention.

I look forward to what this year brings to us. I would really encourage each of you to remember your local and FIWT when you are talking to company people that are not involved with FIWT. I have found that most of them don't even know we exist. This includes other agents in your area. We have so much to offer and we need to share with everyone. I look forward to Mid-Year and all the wonderful speakers and classes that Wendy has put together.

Hope to see you in San Antonio in April!



Driving home the importance of safety? That's the boss's job.

When it comes to their drivers, your clients can't take shortcuts. Keeping employees safe on the road is the employer's responsibility. It isn't easy—the fact is, occupational driving incidents are the leading cause of worker fatalities in Texas. Fortunately, your clients don't have to do it alone. With a video library, driver training tools, and a broad selection of safety resources, Texas Mutual can help policyholders protect the people who keep their business on the road to success.

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Executive Director

Kristie Gray

Welcome to another year of FIWT! I love the theme this year—Be Your Own Super Hero. How often do we as women put EVERYBODY else first? I hear time and time again from women who do too much—at church, school, work, sports and home. It wears on your health eventually did you know that? Hopefully this year you can take a step back and take care of you. Take the time to do things that make you happy and catch a mental break so that when things come your way, you can handle it.

We can't thank the Insurance Women of San Antonio enough for serving as the host local association for mid year, especially since they all worked so hard at our last convention.

As you may recall we printed the FIWT membership directory a few years back. While it was a great tool, change happens so often that the information in print is often times no longer valid. In addition, the cost of printing was high even with the financial support of our advertisers. Therefore, we have been working on making the membership directory online set-up like the print version with pictures. You will have the ability to make changes to your profile but I will also work to update the directory each year after the membership renewals are complete. You can search for a person by name or view the list of members by local association. For those of you who like things in hand, you will have the option to print the information. We will have a temporary user name and password and once you log in you will have to create your unique user name and password. Any companies or people wanting an excel version of the directory for a mail merge can still get a copy from me at any time. Industry members will have options to add a few sentences about their company. Our hope is that it will be easy to use and that you will use it often.

Be sure to check out all the great information on the FIWT Leadership & Education Mid Year Expo within this issue of the Forum. Make your hotel reservations early and be sure to ask for the FIWT room rate. See you there!




74th Annual Convention October 19 to October 21, 2018

Embassy Suites San Marcos
1001 East McCarty Lane, San Marcos, TX

Golf Tournament—Thursday, October 18
Location TBD

Trade Show— Friday, October 19

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

Congratulations!

Desiree Binion of Markel won the 2017 FIWT Community Service Award for her work with Ronald McDonald House, American Heart Association, Leukemia & Lymphoma Society and the Insurance Industry Charitable foundation. The award was sponsored by the FIWT Past Presidents in honor of Robbie Cranford who served as FIWT President 1996-1997 and served as the FIWT Executive Director until 2007. Robbie's daughter Jennifer was in attendance to help present the award.

Pictured from left to right: Shannon Dahlke Applegate, presenting the award to Desiree Binion. On the right is Jennifer, Robbie Cranford's daughter.



The 2017 FIWT Leadership Award was presented to Vanessa Torres of Litchfield Special Risks. Vanessa served as the FIWT President 2013-2014 and continues to be actively involved in her local association as well as FIWT. She has emerged as a mentor for members new to FIWT because of her strong passion for the organization. Litchfield Special Risks sponsors the Leadership Award each year and has no influence on the voting. No one at the company knows the winner until it is announced that night. What an honor for Danielle Lavallee Wasson of Litchfield to present the award to Vanessa.

FIWT Committee Chairs

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

Budget Audit - Janet Grenvall

ByLaws & Standing Rules - Susan Tyner

Parliamentarian - Toni Campbell

Long Range Planning - Tanya Wyatt

Education Resource - Janet Dawson

Membership Marketing - JoAnna Ringel

Community Service - Vanessa Torres

Insurance - Debbie Trees

Past Presidents - Linda Saupp

Scholarship - Susan Dearborn

Scrapbook - Clara Jones

Nominating - Shannon Dahlke Applegate

Tellers - Donna Hauser

Minutes -Jan Savage

CISR (CIC) - Linda Anderson

Windstorm Pool - Debbie Johnson

Mid Year Conference - Pat Villarreal

Bowling Tournament - Angie Cash

Convention - Cindy Condron

Golf Tournament - Tiffany Way

FIWT Under 40 - Kamie Clark

Social Media - Desiree Binion



CIC/CISR Liaison

Chair: Conya Harris

I spoke with Danielle Janecka with National Alliance this month. The National Alliance has undergone personnel and organization changes this past year. At this time no meeting is planned or scheduled for the CIC/CISR committees.

Nominating Committee Chair

Chair: Shannon Dahlke Applegate



Have you thought about serving FIWT as an officer? Now is the time to start thinking about it. Visit with any of the officers at any time to find out more about the positions. FIWT needs future leaders. We need YOU! Nominations will be accepted at any time, but for planning purposes we ask that nominating forms be in by September 21, 2018.

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our team is...

ALL IN!



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Community Service

Chair: Vanessa Torres

POUND DOWN DIABETES WITH FIWT

I am actively on my personal Facebook at least once daily. Consequently I can see many of you are as active if not more so than I on social media. I was severely disappointed that I hadn't seen more participation in our community service project. Luckily I have Kristie who reminded me that not everyone speaks Vanessa...y'all can't see the visions in my head (lol, be thankful).



So to help you out I am taking this opportunity to clarify.

1. In my initial report I stated points would be awarded for pics of Carb-Free meals. What I should have said was pics of low carb meals. Like no bread or pasta. For Example Sharon Foster posted a pic of her cauliflower crust pizza. She is the first to do so. She just earned her local 50 points, plus a bonus 10 for also sharing recipe



2. Pics of sugar sacks. Have fun with it...remember I award the points I appreciate humor and creativity. Also you are NOT limited to just one per local. Each person in the local can do one or more than one. I have posted a few pics as an example. The point is carrying around this sack of sugar keeps you mindful of Diabetes...NOTE: it also draws attention as you are posing your sacks in various adventures and gives you an opportunity so share what you are doing...maybe solicit donations hint...hint



3. Remember upon request a personalized letter with link to our American Diabetes Association fundraising page can be customized for each member of your local or even your local as a whole. You can e-mail to friends and family outside of FIWT to solicit funds...you will need to keep track of those donations made on your behalf!

Any questions feel free to e-mail me directly besicao3@yahoo.com



Long Range Planning

Chair: Tanya Wyatt

The Long Range Planning committee continues to work with up and coming officers to help their vision come to light. We are working with Recording Secretary, Vice President and the President Elect at each planning meeting to discuss ideas and plans for the future. A good example is that our research regarding social media and the online directory options. We also periodically review the procedure manual. Your Super Heroes are working hard for FIWT.

Social Media

Chair: Desiree Binion

Be sure you are connected with FIWT on Facebook. Our page has the Be Your Own Super Hero logo at the top so you will know it's our Facebook page. If you haven't already, be sure to Like our FIWT Facebook page to keep up to date with FIWT information.



If your Local has an upcoming meeting, event or anything fun and exciting they want to share, let me know so I can post it on our FIWT Facebook page. You can either tag me (Desiree Binion) on Facebook or send me an email at dbinion@markelcorp.com.

If you decide to post anything FIWT related, be sure to also add #FIWT!

We will be posting at least twice a month on our Facebook page.

Some things that will be fun to look out for on our Facebook page are:

- ◆ Local associations' events/meetings
- ◆ Spotlights on FIWT officers
- ◆ Interesting Articles
- ◆ Quotes/Testimonials from Agency Owners and/or Company People
- ◆ And More!



Education Resource Committee

Chair: Janet Dawson

The Education Resources Committee is diligently working on the CIPT update class that will be presented this year at both Mid-Year and Convention. Our next update will be "Taking the Heat: Calming Upset Clients". We hope to see all our CIPT's at this class either at Mid-Year or Convention. We will be rolling out a new update class each year for at least the next few years. We are excited to be developing update classes in subject matters that will be helpful to our members! If you have an idea for a class subject, please let us know.

We are always in need of instructors for both FIWT and CIPT classes. If you would be interested in teaching a class (or classes), I would love to talk to you about that! In addition, all FIWT Instructors and those interested in becoming an instructor are invited to the annual Instructors meeting Friday, April 13th at 8:00 am—just before the CIPT class at the FIWT Mid Year Expo. This will be a short planning meeting and will be over by 9:00 am for those that need to attend the CIPT class.

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Abilene



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ABILENE IN CONJUNCTION WITH: TEXAS
SURPLUS LINES ASSOCIATION.



TSLA
Texas Surplus Lines Association, Inc.

When: March 29th, 2018 9AM-5PM
(Will break from 12-1PM for Lunch)

Where:

Comfort Inn and Suites
6350 Directors Pkwy.
Abilene, TX 79606

Classes to Include:

- 9-11AM Street Level Ethics (2 Hrs)
- 11AM-12PM E & O Avoidance (1 Hr)
- 1-3 PM Garage 101 (2 Hrs)
- 3-5 PM Boiler & Machinery (2 Hrs)

Cost:

\$20 per hour for Members of IPA or FIWT
\$25 per hour for Non-Members.
Full Day for Members \$140
Full Day for Non-Members \$175

*Classes may be taken together or individually.

RSVP to:

Kim Fulton @
kimf@tsbainsurance.com

or

Nickie Burress @
burreesn@PerryHunterHall.com

Members At Large



The MAL's were well represented at the FIWT convention. I'm happy to report we have 3 new members and 2 returning members so far this year!

If you know of anyone outside our FIWT local association locations that would like to join or needs info sent about becoming a member, please let me know.

Look forward to seeing everyone at Mid Year in April!

Metroplex



Insurance Women of the Metroplex received a great big Thank You for the support and donations at the YMCA Annual Chairman's Round Table Dinner on January 25, 2018. Pictured is Barbara Hopson, Special Friends Coordinator with IMW President Teri Jones.

IWM provided over \$1,000 of books, coloring books, and school supplies to the Arlington-Mansfield Area YMCA.

We meet on the Second Tuesday of Each Month at Rolling Hills Country Club in Arlington, TX.



17th Annual Bowling Tournament

Insurance Women of the Metroplex

*Please come
An afternoon of Fun and Games
With some terrific Networking Opportunities*

Event Details:

Friday, February 23, 2018

Noon - 4:00

Lunch is included with fee

Event held at:

Alley Cats

2008 W. Pleasant Ridge Dr

Arlington TX 76015

817.784.2695

Bowling Shoes and Ball will be provided for you, or you can bring your own!! Or if you rather just come socialize and cheer everyone on, we would love to have you!

Registration and sponsor forms are attached.

Need more information?

Contact:

Team Captain Mary Gunn

817.320.7822

mary0849gunn@gmail.com



San Antonio



SWING INTO SPRING 22nd IWSA GOLF TOURNAMENT

TPC San Antonio, Oaks Course

Home of the Valero Texas Open

MAY 2, 2018 8:30am

Benefitting IWSA Scholarship & Community Service Programs

Registration

Cost Per Player: \$200 Includes: Breakfast, Lunch, Green Fees, Cart, Range Balls & 1 Raffle Ticket

Mulligan Player Pack: \$25.00 (one per person) Includes: 2 Mulligans & 1 Special Raffle Ticket for \$200 Drawing (Must be Present to WIN)

Name: _____

Company: _____

Address: _____

City, State, Zip: _____

Phone: _____ Email: _____

Individual Player or Team Players:

Registration – 7:00 am

Grab & Go Breakfast – 7:00 am-8:30 am

Shotgun Start – 8:30 am

Lunch, Awards, Door Prizes – 1:00 pm

You may register online at iwsatx.com or send form and check to IWSA Golf Tournament, PO Box 461083, San Antonio, TX 78246-1083. If you have any questions, please contact: Lisa Bumpas 210-394-7349, lbumpas@gerloffinc.com or Deni Townsend, dtownsend@billygreavesinsurance.com

Collared Shirts Required – No Denim Shorts

Tarrant County



SAVE THE DATE!
TCIP Putt-Putt Golf Tournament
Thursday, June 7, 2018



FIWT Leadership and Education Mid Year Expo

April 13-14, 2018

Hilton San Antonio Airport Hotel
611 NW Loop 410, San Antonio, TX 78216



FIWT Under 40 Community Service Project – Thursday afternoon.
Additional details coming soon.

<p>Friday, April 13 8:00 am – 11:30 am Foyer</p>	<p style="text-align: right;">Dress: Business Casual (jeans ok)</p> <p style="text-align: center;">Registration</p> <p>Any registrant can pick up their packet from 8:00 am to 11:30 am The registration desk will close at 11:30 am but reopen at 3:30 pm.</p>
<p>8:00 am – 8:50 am</p>	<p style="text-align: center;"><u>FIWT Instructors Meeting</u></p> <p>This meeting is for all current FIWT Instructors and anyone wanting to become a FIWT Instructor.</p>
<p>9:00 am – 11:00 am</p>	<p style="text-align: center;"><u>Business Etiquette To Enhance Professionalism (In and Out of the Office)</u></p> <p>Module 4 of CIPT, Certified Insurance Professional of Texas Presented by Jan Kearbey and Wendy Rhoden Brought to you by FIWT and Service Lloyds </p> <p>*This class is separate from the Mid Year Expo and therefore additional fees apply.</p> <p>Business etiquette can be tricky, even for the most seasoned insurance professional. Your knowledge of what to do when the occasion arises may just be the edge you need to make the next promotion. Through this interactive program you will walk away with a better understanding of appropriate professional behavior in the workplace. Including Etiquette Relating to Cubicle Space or Offices, General Office Etiquette, Top Business Etiquette Faux Pas, Speaking to Coworkers and Top Ten Business Etiquette Tips for Dining.</p>
<p>10:00 am – 11:00 am</p>	<p style="text-align: center;"><u>Taking the Heat - Dealing With Upset Clients</u></p> <p>CIPT Update Course, presented by Janet Dawson, CIC, CRM, CIPT Update course is 1 hour, \$25 fee separate from mid year registration</p>
<p>11:00 am – 12:30 pm – Lunch Buffet</p> <p>1:00 pm – 3:00 pm Tournament</p>	<p style="text-align: center;">FIWT Bowling Tournament</p> <p>Separate events from the Mid Year Expo and therefore additional fees apply.</p> <p style="text-align: center;">Lunch Buffet</p> <p style="text-align: center;">Peter Piper Pizza, 4474 Fredericksburg Rd., Balcones Heights, TX - 5 miles from Hilton San Antonio Airport.</p> <p style="text-align: center;">Bowling Tournament</p> <p style="text-align: center;">Oak Hills Lanes, 7330 Callaghan Road, San Antonio, TX - 1 mile from Peter Piper Pizza</p> <p style="text-align: center;">Sponsored by</p> <div style="display: flex; justify-content: space-around; align-items: flex-end;"> <div style="text-align: center;">     </div> <div style="text-align: center;">    </div> <div style="text-align: center;">      </div> </div>

3:30 pm – 6:00 pm	Registration Desk Opens
4:00 pm – 6:00 pm	<p style="text-align: center;"><u>2 HR CE - Ethics by Avoiding the 7 Deadly Sins</u> Presented by Susan Dearborn, CIC, CISR</p> <p>This class discusses the seven deadly sins – pride, sloth, anger, greed, envy, gluttony and lust. Definitions of each are explained and applied to real life customer service situations with clients and in the agency. Specific scenarios are discussed.</p>
7:00 pm	<p style="text-align: center;"><u>Dinner and Party</u> Dress: Casual Wear your Favorite Super Hero T-Shirt.</p> <p style="text-align: right;"></p> <p>Buffet Dinner service followed by FIWT Bowling Awards. Join us as we decorate Super Hero capes. Bring extra coins to vote on your favorite cape. Donations will go to the American Diabetes Association. Capes will be donated to Children’s Hospital.</p> <p style="text-align: center;">Sponsored by</p> <div style="display: flex; justify-content: center; gap: 20px;">   </div>
Saturday, April 14 7:30 am	Registration Desk Opens
8:00 am – 10:00 am	<p style="text-align: center;"><u>Commercial Risks</u> (filed for 2 HRS CE) Presented by Jim Gavin Sponsored by IIAT</p> <div style="display: flex; justify-content: flex-end; gap: 10px;">   </div>
9:00 am – 10:00 am	<p style="text-align: center;">Continental Breakfast in The Gathering Room No Exhibitors this year, instead the continental breakfast will be in a separate room with a few tables and a charging station for your mobile device. Sponsored by</p> <div style="display: flex; justify-content: space-around; align-items: center;">    </div>
10:15 am – 12:15 pm	<p style="text-align: center;"><u>Facing Crisis Risks in Business - The Active Shooter</u> (filed for 2 HR CE) Presented by Paul Martin, Myron Steves </p> <p>A review of how a business manages risk in a crisis and how insurance responds to injury, death, or damage.</p>
12:30 pm – 2:00 pm	<p style="text-align: center;">FIWT Lunch Lunch is included in your registration fee. Join us to hear from our guest speaker, Dr. Andrea Alvarez, member of the American Diabetes Association Community Leadership Board Sponsored by  </p> <div style="display: flex; justify-content: flex-end; gap: 10px;">  </div>
2:15 pm – 3:15 pm	<p style="text-align: center;"><u>Matters of the Heart: A Journey in Caring for Aging Loved Ones</u> Presented by Susan Gunn</p>
3:30 pm – 4:30 pm	FIWT Board of Directors Meeting

Additional Sponsors





2018 Leadership & Education Mid Year Expo

611 NW Loop 410, San Antonio, TX 78216

April 13-14, 2018

Name: _____ Designations: _____

Company: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone: _____ Email: _____

Local Association: _____ Non-member or 1st Timer: _____

NOTE: A full registration includes classes starting on Friday afternoon and all day Saturday. Registration fees include Friday dinner, Continental Breakfast on Saturday, and Saturday lunch. Early Registration deadline is March 15, 2018. All fees are non-refundable after April 1, 2018. Please write legibly. All terms, listings, times and classes subject to change without notice.

Registration Fee: <i>(Check all that apply)</i>	Postmarked Before 3/15	Postmarked After 3/15
Full Conference		
<input type="checkbox"/> FIWT Member	\$125	\$145
<input type="checkbox"/> Non-member	\$155	\$175
CIPT Course – Certified Insurance Professional of Texas		
<input type="checkbox"/> FIWT Member	\$50	<input type="checkbox"/> Non-member \$100
CIPT Update Course		
<input type="checkbox"/> FIWT Member	\$25	<input type="checkbox"/> Non-member \$50
Bowling Tournament		
<input type="checkbox"/> Bowler	\$50	
<input type="checkbox"/> Non-Bowler	\$20	
Team Request (to play with local team or specific person) _____		

Bowling Tournament – Lunch Buffet 11:00 am – 12:30 pm at Peter Piper Pizza, located at 4474 Fredericksburg Road, Balcones Heights – 5 miles from Hilton San Antonio Hotel. Bowling Tournament at Oak Hills Lanes, 7330 Callaghan Road – 1 mile from Peter Piper Pizza. Lunch wristband required and will be included in your Mid Year registration packet. Sign up as a five-person team or a single participant – (singles will be placed on teams) Each team plays two games. Prizes awarded for 1st, 2nd, 3rd and last place teams. The Bowling Tournament is separate from the Mid Year Conference. Only those people that pay the fee as a bowler or non-bowler will be admitted to the tournament.

Extra Individual Function Tickets:	Cost per ticket	# of Tickets
<input type="checkbox"/> Friday Dinner Only	\$50	_____
<input type="checkbox"/> Saturday Lunch Only	\$45	_____
Total Amount Enclosed:		\$ _____

Payment must accompany your registration! Make checks payable to FIWT.

<p align="center">Hotel Room Reservations Hilton San Antonio Airport 611 Northwest Loop 410 San Antonio, TX 78216</p> <p align="center">For hotel reservations, call 210-340-6060 Refer to FIWT Room Block valid until March 22, 2018.</p> <p align="center">Room rate \$104 (single/double)</p>	<p align="center">Mail completed registration form and payment to:</p> <p align="center">FIWT 2616 Portland Avenue, College Station, TX 77845</p> <p align="center">Pay online by credit card at www.FIWT.com/events.htm</p> <p align="center">Call 800-856-6677 for more information or visit www.fiw.com</p>
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Leadership & Education Mid Year Expo 2018 SPONSORSHIPS

Hilton San Antonio Airport, 611 NW Loop 410, San Antonio, TX 78216
April 13 and 14, 2018

*Sponsorship payment must be received by April 1, 2018 to be included in printed materials.

All Sponsorships Include:

- ◆ Program Listing ◆ Sponsor Signs at Event
- ◆ Flyer with Sponsor contact information included in all registration packets
- ◆ Thank You Recognition in The Forum E-zine ◆ Sponsor Listing on FIWT Website

- | | |
|---|--|
| ◆ Friday Dinner Party Partial Sponsorship
Includes one buffet meal ticket | <input type="checkbox"/> \$500 |
| ◆ Saturday Luncheon Partial Sponsorship
Includes one lunch meal ticket | <input type="checkbox"/> \$500 |
| ◆ Continental Breakfast Sponsor
- Breakfast offered to all attendees on Saturday morning | <input type="checkbox"/> \$300 |
| ◆ App Sponsor
Program provided thru a custom app to all attendees | <input type="checkbox"/> \$250 |
| ◆ Charging Station Sponsor
Area attendees can charge their mobile devices | <input type="checkbox"/> \$250 |
| ◆ Star Sponsor
- Designed for limited budgets, this sponsor
is a general sponsorship of the entire conference | <input type="checkbox"/> Any amount
up to \$200 |

Additional sponsorships may be available. All sponsors from the previous year are given first option to sponsor the same level in the current year.

Company Name: _____

Contact Name: _____

Address: _____

Phone: _____ Email Address: _____

Preferred Sponsorship: _____ Amount Enclosed: _____

**Return completed sponsorship form with payment to:
FIWT, 2616 Portland Avenue, College Station, TX 77845
Questions: Call 1-800-856-6677 or fiwt@msn.com**

FIWT 2018 BOWLING TOURNAMENT
SPONSORSHIP INFORMATION
Friday, April 13, 2018



Oak Hills Lanes, 7330 Callaghan Road, San Antonio, TX

FIWT will host our 9th annual Bowling Tournament. This event will be separate from our annual Leadership and Education Mid Year Expo and will be held on Friday, April 13, 2018.

Buffet Lunch will be at Peter Piper Pizza, 4474 Fredericksburg Road followed by the bowling tournament at Oak Hills Lanes, located 1 mile from Peter Piper Pizza at 7330 Callaghan Road.

Sponsorships:

All sponsorships include:

- One bowler (lunch, shoes and lane charges included)
- Company Name on signs at Bowling Alley
- Company Name on FIWT website

- Awards Sponsor (Limit One) \$300
 - Prizes awarded for 1st, 2nd, 3rd and last place teams
- Lunch Sponsor (Limit Three) \$250
- Bowling Lane Sponsors \$150
- Cash Donation Sponsor (specify amount) _____

Company Name: _____ Contact Name: _____

Address: _____

Phone: _____ Email Address: _____

Preferred Sponsorship: _____ Amount Enclosed: _____



Payment must accompany registration form.

Make checks payable to FIWT. Mail to
2616 Portland Avenue, College Station, TX 77845
For additional information, call 1-800-856-6677

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*



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



Insurance Associates of Corpus Christi *on Facebook*



North Texas Insurance Professionals *on Facebook*



Dallas Association of Insurance Professionals *www.daiptx.com*



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



East Texas Insurance Association *on Facebook*



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



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



Members-At-Large

Insurance Professionals of Galveston County *on Facebook*



Harlingen Insurance Professionals *on Facebook*



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