



The Forum

The Newsletter of The Federation of Insurance Women of Texas

Winter Issue

February 2019

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President's Message

By Cindy Jordan, ACSR, CAM, CIPT



HOWDY!

Hope you are all doing well. I am so excited that we are celebrating our 75th year as an organization. Can you imagine all the changes and discussions that have taken place over the last 75 years? After the FIWT Convention in 2018 was over and I settled down from all the excitement, I got to thinking about all the FIWT past presidents, the convention themes, and the overall goals throughout the years. How many times do you think the FIWT Bylaws have been changed over 75 years?

Tanya has a report on our travels so far this year. I would like to take this opportunity to share things happening with FIWT. Please see listed below some of the work the different committees are doing to make FIWT a successful organization.

The Education Committee is working on getting some new classes approved through TDI. Our goal is to increase our FIWT library with more courses.

The Long Range Planning Committee and the FIWT officers have reviewed the FIWT Procedure Manual for each of their positions. We will be sending the local association presidents proposed changes to those procedures before the Mid Year Board meeting. If you see anything you feel needs to be changed in the Procedure Manual, please notify Debbie Trees or Kristie.

The Membership Marketing Committee is making plans to help our locals increase membership. This committee never gets a day off. They are searching for ideas year-round.

Thank you to our Insurance Committee for making sure FIWT is covered with the right insurance. We will look at renewals in April.

For 2019 the FIWT Scholarship Committee is Group # 2 which includes Metroplex, Tarrant County, Dallas and East Texas. We are already getting emails from people who are interested in learning more about the scholarship process. This committee is sending the FIWT scholarship information to area schools.

Do you remember getting a couple of scrapbook pages at the Post Convention Board meeting? Please take photos and add information pertaining to when I visit your local association. If you have the pages completed you could bring them to the Mid Year Expo and give to Sandra Waters, Scrapbook Chair. This is very important; If you do not assign and turn pages back you will not be in the Presidents scrapbook of memories.

Can you believe we already have two members willing to step up and serve as Recording Secretary? We don't usually have solid commitments this early in the year.

Continued on Page 8

**Thank You Sponsors of the
2018 FIWT Golf Tournament
in San Marcos, TX**



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President Report Continued from Page 1

I think this is so awesome! It is a lot of work serving as an officer, but it is very rewarding as well. If you have any questions about any positions, please reach out to a current officer. Thanks to Toni Campbell for serving as the Nominating Committee chair.

Are you connected with FIWT on FaceBook? Did you know we are on Twitter too? We are working on getting to other places. The young people tell me we need to get on Instagram and Snapchat, so we'll be working on that also. Be sure to check there for FIWT news but we also like to share news about your local events and meetings too. Send any information you want posted to our Social Media chair Karla Lofton.

The FIWT Under 40 Committee is working to schedule us a community service project in Abilene. All members are invited to help with the project the afternoon of Thursday, April 11th, the day before the Mid Year Expo.

Last but not least, the Community Service Committee has been working so hard to make this a successful year. Thank you to Carol Hargis and The Insurance Record for continuing to run a full-page ad about our project and Organ Donation. Do not miss our keynote speaker at the mid year conference from Donate Life Texas and remember to register online so we can get credit. We have a few questions and we are getting the answers for the members. Every week I hear about someone who donated and saved three or four lives. This is so precious especially if your loved one is the one in need.

We are so excited all the committees are working hard to improve the life of FIWT. If you would like to know more or be involved, please ask an officer or me and get on a committee to see how the inside works year-round to better our organization. You can start out small and work your way up. For instance, we asked for people who would like to pray at events and started a list for help in the future. Sometimes small things end up being the biggest support that we need.

We have some great things planned in Abilene, TX. We had an excellent planning meeting with the

ladies of North Texas and the ladies of Abilene as we prepare for the FIWT Leadership & Education Mid Year Expo. Both groups are small but mighty. We look forward to a rootin tootin time in Abilene. You'll find the full schedule and registration information later in this issue. Our event is at the MCM Elegante Suites which offers made-to-order breakfast and afternoon reception. YEEHAW! At the FIWT Mid Year Board Meeting we will hear more about what the Galveston and El Paso ladies have planned for us in Galveston at our 75th Annual Convention!

I am happy to announce at Abilene, TX, we will be holding a country store on Friday evening. We will have a spot setup for each local to sell baked goods (must each be sealed and wrapped individually), canned goods, sewing, crafts and home decor. The good news is the money collected for the goods will be split with ½ going towards your local association and ½ donated to FIWT. We are announcing this so you have time to prepare for the sale and also save your money to purchase the items. We have great talent in FIWT. Maybe Karla will have some cookies for sale and Kim have some cinnamon rolls? I know we have some members that make jewelry too (hint, hint).

In addition to the country store, we will have some great entertainment. The Texas Tornadoes is a local dance group that will be bringing us a demonstration. Wear your boots and get ready for some boot scootin!

I can't wait to see each of you at Abilene, TX and say Howdy!





Join us for the FIWT County Fair in Abilene, TX!

On Friday, April 12th at the MCM Elegante we will host our FIWT Friday Night Party as part of the FIWT Leadership & Education Mid Year Expo.

The Friday Night party starts with a buffet dinner. Bring your cash for the FIWT County Fair Store after dinner. Bring any items that you might want to donate to our sale. All proceeds of the sale will be split with ½ going to your local association scholarship fund and ½ going to the FIWT Scholarship Fund.

Items might include:

- Baked Good, Canned Good, Hot Sauce, etc.



All food must be brought in a closed plastic covering or box and cannot be consumed at the party. You will need to make your own arrangements if items need to be kept cold prior to the event.

- Crafts and other homemade items
- Jewelry
- Home Décor, Art, etc.



Please be sure things are new or lightly used for donation. We did host a County Fair in Abilene many years ago, and it was a huge hit so we are doing it again!

Tables will be provided for display, but please have suggested prices listed on individual items. Each local is responsible for operating their own "fair booth" including collecting money.

Following the sale, we will have additional entertainment. We can't wait to see you in Abilene in April!

Contact Kristie Gray at fiwt@msn.com
or 1-800-856-6677 for more information.



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President Elect

Wendy Rhoden, CISR, CAM, CIPT

As President Elect, I am super excited for Mid Year and Annual Convention. The Officers spent the weekend of January 11th brain storming and planning for the 2019 Mid Year Expo. And we are looking so forward to seeing you all real soon.

My goal this year is to grow our membership by 50 new members. So I am hoping that each local has rounded up at least one new Cowgirl or Cowboy. So testing each local to see who actual reads

this report. The 1st local President to email me with a new member's contact information will receive 50 points.

If anyone has any questions or needs any information on the Membership Contest, please let me know. I am always here to help in any way I can.



Vice President

Sue Finke, ACSR, CPIW, CIC

It's hard to believe we are already halfway from Convention to Mid Year! I've been busy putting together the Education lineup and teachers for the Mid Year classes, and you will see the schedule soon. The Mid Year Education schedule includes 7 hours of CE and 2 ½ hours of Non-CE classes, plus 2 hours of CIPT- Module 6, and the 1 hour CIPT update for those working toward or who already have the CIPT designation.

Remember to also keep track of classes given at the local level, both CE and non-CE, to earn points for the Education contest, and provide FIWT classes, utilizing the FIWT teachers. This will keep all of us learning and growing in our industry. Have you ever noticed how true the old adage is "you learn

something new every day"? If you need a refresher on the contest rules, please see the email sent out by Kristie in January, the FIWT website, or contact me.

At the recent Winter planning meeting we solved the World and Country's problems.... okay, maybe not that large a scale. Would you believe FIWT business, both current and future was discussed, solved, and the meeting proved to be very productive for the officers and committee members who attended, either in person, via conference call, or FaceTime? New classes are being developed to keep the curriculum fresh for FIWT members.

Keep learning and thinking FIWT!



Recording Secretary

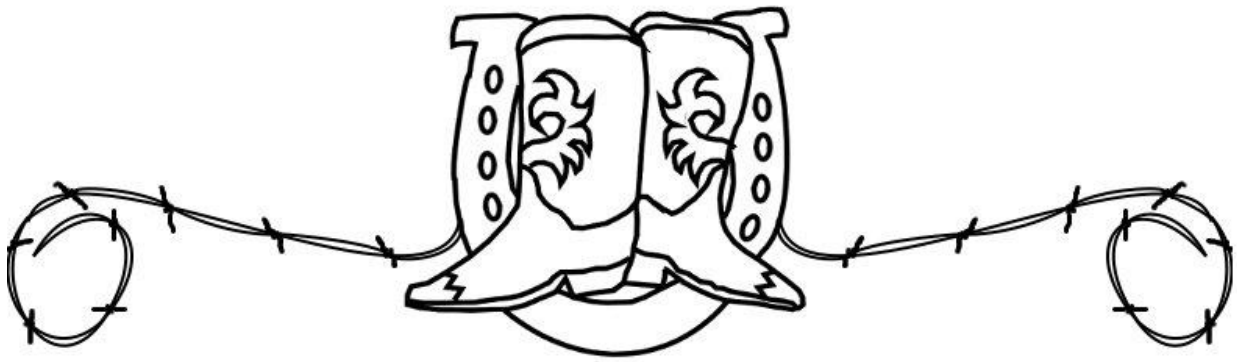
Esther Torres

Hey Peeps, Thank you again for electing me into the 2018-2019 recording secretary position. It is a great honor and privilege and I look forward to moving up the ranks.

Our winter planning session was a wonderful learning experience and we got a lot done. I hope

you're all looking forward to Mid Year as much as me.

Stay warm during these cold days and make plans to kick it with us at Mid Year in April!



2018 – 2019 FIWT MEMBERSHIP CONTEST

CONTEST DATES: 11/1/2018 to 9/30/2019

Let's put on our boots and spurs and round us up some new members. Here's how this contest will work:

- Each New Member will earn your local association 10 points.
- Each former FIWT past member that joins back will earn your local association 15 points.
- For each new person that you invite to join your local association meeting will earn you 20 points.

At the end of the year, each local association will turn in their totals and the local with the most points will earn \$100.

LOCAL ASSOCIATION: _____

NAME OF PERSON COMPLETING FORM: _____

Name	Date	New Member 10 Points	Returning Member 15 Points	New Contact Attended Meeting 20 Points
Example – Jo Smith	11/1/2018			20 Points

Please return the form to Wendy Rhoden at wendy.rhoden@piainsure.com
no later than 10/1/2019.



2018/2019 FIWT Education Contest

This education contest is for the local associations only, not for individual members. The prize amount is \$100 to the local association with the most points.

1. Each CE class held by the local association counts 1 point for each hour of CE held. The number of class hours will be multiplied by the number of attendees to get the total number of points for that class. It will be turned in as follows:

Class title - # of CE hours x # of attendees

2. Holding a CE class taught by an FIWT instructor adds 10 points per class.
3. Holding an official FIWT class add an additional 10 points per class.
4. If you have a non-CE education class, and it still pertains to business, it adds 10 points per class.
5. Add an additional 50 points per attendee per class for attending the Certified Insurance Professional of Texas class taught at Mid-Year and Convention.

Points will start November 1, 2018 and end September 30, 2019, with the exception of the Certified Insurance Professional of Texas class. The CIPT class taught at Convention 2019 can be added to this total, even though it is outside the September 30, 2019 date.

You may contact me with any questions – sfinke@sbcglobal.net or 210-601-0931.

Sue Finke

2018-2019 FIWT Vice-President

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Corresponding Secretary

Tanya Wyatt, ACSR, AINS, CAM, CIPT

Howdy!! Cindy and I have loaded the wagon and saddled up the horses to hit the trail for the start of our Presidential visits. In November we traveled to Tarrant County to install their officers with a Happy Trails flared theme. In December we hit the trail again to East Texas and attended their Christmas party. We had a great time bargaining for gifts (I thought that sounded nicer than stealing gifts). We already have plans to attend Austin in February and

San Antonio in March. If you haven't sent in your request for dates please do so. We are looking forward to seeing everyone at Mid Year in April. Until we meet again.....Happy Trails with FIWT!!!



Immediate Past President

Shanna Sutton, CISR, CIPT

Hello,

As Immediate Past President things have slowed down for me. I am happy but truly miss seeing everyone more regularly. I can't wait to see everyone at the Mid Year Conference in Abilene.

Please keep your eye out in the next couple of months for information regarding the FIWT Leadership Award and the FIWT Community Service Award.

Executive Director

Kristie Gray

75 years!!!

Wow! Many organizations come and go...FIWT has held together for 75 years. That is HUGE! Give yourself a pat on the back. I think our western theme this year is very fitting—75 years of Happy Trails in Texas!

We are excited to celebrate throughout the year. We have some fun things planned this year. For example, at the Mid Year Conference we are hosting the Country Fair again. I recall many years ago standing at the podium when Cynthia Pinson and Carolyn Maples like to run me over to get to something at one of the tables (I love those ladies). There was such excitement about it. We had no idea how it would all turn out but everyone seemed to love it. We know we have talented folks in our group. Let's see what fun things you can create...and this time 1/2 of all money collected can be saved by your local and 1/2 goes to FIWT. I have a few things in mind I might do too. Fun fun!

Those who know me know I always say—I am motivated by the budget. What I mean by that is that I love new ideas but it has to fit in the budget. With that being said, we do have to spend money to make money. I was able to attend the Small Agents trade show last year and this year we are exploring some new options. Also, I will be at the Houston Insurance Day later this month so I hope to see you there.

I got forwarded an email from a FIWT member. She was emailing with a company and they asked "What is FIWT?" I am happy to share all that FIWT has to offer. If your company allows, add FIWT member to your email signature. You never know where that might lead. You are the best marketing material for FIWT. Share why you love this organization so much. I am happy to give anyone the specifics, but I know that if you share from your heart, it will show. There are so many passionate people in this organization. I feel so blessed to work with you all. Here is to 75 more Happy Trails for the future of FIWT!



75th Annual Convention
Thursday, October 17 to October 20, 2019

Moody Gardens
Seven Hope Blvd., Galveston, TX 77554

Golf Tournament—Thursday, October 17
Trade Show— Friday, October 18

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



Congratulations!

The 2018 FIWT Leadership Award was presented to Conya Harris of Johnston Fiss Insurance. Conya served as the FIWT President 2011-2012. She has served as the Members At Large Representative for years in trying to keep those members throughout the state connected to FIWT.

The nominator wrote... "Some of Conya's her finest qualities are her ability to be so sweet, so knowledgeable, so willing to help anyone at any time and come off as though SHE appreciates helping you. She is someone I look up to as a Beacon of how to conduct myself. You would never know how much she has on her plate because she never complains – even at 7am. I truly believe she doesn't even think of herself as the leader that she truly is."

Litchfield Special Risks sponsors the Leadership Award each year and pictured with Conya above is Danielle Lavallee Wasson (on left) of Litchfield Special Risks.



Susan Tyner of Higginbotham in Wichita Falls, TX won the 2018 FIWT Community Service Award. Susan has served all FIWT officers' positions at the state level and served as the chair of various committees including Community Service.

In her local community Susan is involved with the County Sheriff's Alumni Association, the Humane Society and Texas Pit Crew, a volunteer group to help animals. She was a big part of a Battle of the Bands fundraiser for Libby's Cause. Libby's Cause is a local charity created by a sick little girl who wanted to help others. Susan also organized a Battle of the Bands for the Alzheimer's Association in her area as well. It is easy to see community service is a big part of Susan's life.

North Texas Insurance Professionals sponsored the award in 2018 in honor of a former member Frankie Wooster.

**Congratulations
to FIWT
on Celebrating
its 75th Anniversary
this year**

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FIWT Committee Chairs

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

Budget Audit - Gigi Heffernan

ByLaws & Standing Rules - Conya Harris

Parliamentarian - Sharon Foster

Long Range Planning - Debbie Trees

Education Resource - Vanessa Torres

Membership Marketing - JoAnna Ringel

Community Service - Carol Hargis

Insurance - Jessica De Anda

Past Presidents - Judy Walker

Scholarship - Cynthia Pinson

Scrapbook - Sandra Waters

Nominating - Toni Campbell

Tellers - Cindy Condron

Minutes -Janie Frias

CISR (CIC) - Linda Saupp

Windstorm Pool - Meagan Hoff, Debbie Johnson

Mid Year Conference - Debbie Anderson

Susan Tyner

Bowling Tournament - Bob Havey,

Jocelyn Chambless and Tammy Tabor

Convention - Erin LeBlanc,

Gigi Heffernan and Vanessa Torres

Golf Tournament - Shannon Dahlke Applegate

JimmieGale Berg

FIWT Under 40 - Destinie Kindle

Social Media - Karla Lofton



ByLaws Chair

Chair: Conya Harris

The committee has received a few requests from locals needing to update their ByLaws. If your local has any changes for your ByLaws, please submit them to the committee for approval. Please send them to conyaharris@johnstonfiss.com.

Nominating Committee Chair

Chair: Toni Campbell

Have you thought about serving FIWT as an officer? Are there opportunities you would like to see made available to FIWT members? FIWT needs thinkers and leaders to move us forward. You would have the opportunity to develop new programs etc. for our ever-changing industry to help our organization keep up with the changing times. 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, 2019.



Scrapbook Chair

Chair: Sandra Waters

HAS CINDY COME TO VISIT YOUR LOCAL ASSOCIATION?

If so then I'm waiting on your scrapbook photo memory pages.

Reminder: Your Local Association is responsible for making scrapbook pages when Cindy & Tanya come to visit you.

Remember it was announced at the post convention Sunday morning meeting. To make it easier for this committee to make a complete scrapbook of all of her visits each local is now responsible for making as few or as many 12 x 12 scrapbook memory pages for her scrapbook and send it to Sandra Waters to be part of the larger book.

If anyone has any further questions please feel free to contact me.

Sandra Waters – sanmic25@yahoo.com or 817-832-0283

Thanks and hope to see everyone at the Mid Year conference in Abilene.



Bowling Tournament Liaisons

Chairs: Bob Havey, Tammy Tabor, Jocelyn Chambless

Join us in Abilene for the FIWT Bowling Tournament at PrimeTime Family Entertainment. We are preordering food this time so it will be ready for us when we arrive. Choose between a hamburger meal or pizza meal. Lunch will be at PrimeTime from 12:00 pm to 1:00 pm and we will have two games of bowling after that. Bring a little cash as we will have a 50/50 pot and a raffle drawing. We will have a few door prizes too. We look forward to seeing you in Abilene on April 12th!



FIWT Under 40

Chair: Destinie Kindle

I am currently contacting different organizations to find someone who could use us as volunteers that day for something. Recently spoke with a women's shelter and they are having a meeting to discuss what they would use us for and will be getting back to me. I plan to have something that Thursday probably from 3-5 or 5:30 and of course, everyone else welcome.

Education Resource

Chair: Vanessa Torres

Mary Gunn and Teri Jones have done it, so have Cindy Condron and Carol Tower. Even our illustrious President Cindy Jordan has...RETIRED! So, who's next?.....

I'll tell you who...Sheriff Andy Taylor and Deputy Barney Fife! That's who.

We currently have three Mayberry classes approved by TDI. Two of the Mayberry classes will "retire" at the end of March. The third class (The Pickle one) will "retire" at the end of June.

I'm sure you may be asking, "But Vanessa, where will we get our Ethics without Mayberry?!"

Well...in case you didn't know it, that's what your Education Committee is for! To help come up with new and exciting C.E. courses tailor made for our membership by our membership.

I'm excited to say we have just received TDI approval on a 1 hr Ethics class written by yours truly entitled The Princess and the Policy.

Your Education Committee and instructors will be meeting Friday evening at Mid Year to discuss new ideas, phasing out of Mayberry and how we can best serve you. All who are interested are welcome to attend.



Golf Tournament Liaisons

Chair: Shannon Dahlke
Co Chair: JimmieGale Berg



SAVE THE DATE!

FIWT 23rd Annual Golf Tournament

Thursday, October 17, 2019
Bayou City Golf Club
2800 Ted Dudley Drive
Texas City, TX
Noon Tee Time



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Dallas



Where has the time gone? Things have been busy.

In October, DAIP amended our by-laws and elected new officers for the 2018/2019 term. The new officers were installed at the November meeting by FIWT Past President, Shanna Sutton. The DAIP officers are

President	Robin Greenlee
Vice President	Lori Covey
Treasurer	Carol Leslie Hargis
Recording Secretary	Jan Savage



Pecans were everyone in November also. We had our annual pecan sale to sponsor our educational scholarships. Great Job Ladies!



December DAIP had our annual Christmas/Holiday party at the home of Robin Greenlee. The attendance was fantastic. There was plenty of good food, drinks, and a fun ornament exchange game. We collected items and cash to purchase items to be taken to a senior citizens home. The collection of items almost filled Jan Savage's Ford Edge.



At our January meeting we had a fantastic speaker from Donate Life, Kristian Rush. Kristina was very entertaining and enlightened all of us about what happens in organ donations.

February is creeping up on us with our Valentine's meeting. Hope everyone had a great Thanksgiving, Christmas, and New Year's holiday and hope your Valentine's is spent with someone special.

DAIP, MIP and TCIP will be hosting our 2nd Annual FIWT Sisters Crafting for a Cause-Organ Donation on May 4th, 2019 at 1: 00 p.m. at Hammer & Stain in Fort Worth. Come out and have some fun for a great cause!

Looking forward to seeing everyone in Abilene.

El Paso



Happy New Year! Hope your New Year is off to a marvelous start!

We hope you all had a joyous time with your family and friends this holiday season as well.

IPEP Thanksgiving turkey/food drive was a wonderful success. We fed 17 students and their families from Henderson Middle School. Community Service chairs Tammie Burns and Susan Dearborn organized this event for us and what a marvelous feeling it is when we can give to our community.

At our annual Christmas Social we fulfilled Christmas lists for 36 children from Hope of Cottage Pregnancy and Adoption Center, which was organized by our community service chair Tammie Burns. I'm sure the families and children had a marvelous Christmas. Many thank yous to our IPEP community service chairs for organizing these events for us, what a success. We are so grateful to our members, sponsors, family and friends for their continued participation and support with all our IPEP events.

What a festive and marvelous time we had at our annual Christmas Social. Don't miss out next year!

IPEP is starting the new year with the following events:

Honoring IPEP Past Presidents in our upcoming

February 7, 2019 luncheon

2019 IPEP Scholarship applications are currently being accepted for the summer college session.

Plans are in the works in providing some more CE classes

Feb/ March Fundraiser to support Stand with Estela fund – Breast Cancer



More information to follow.



Houston



Eight Members (4 of them were new to HIP events) went to the Kinder Emergency Shelter on December 8, 2018 and put on a stocking decoration party for the kids! There were 14 amazing kids this visit and after they “glue gunned” and “glittered” and “snowballed” & wrote their names with colored glue on their stockings - we had a contest. Local judges from HIP thoughtfully picked winners for 1st, 2nd, & 3rd prizes for “Most Creative” decoration of the stocking. They loved it! (I think everyone did) We played inside games, beanbag toss, ring toss and had a putting green for small prizes and presents under the tree which were all donated by HIP and HIP members. Pizza was served for lunch which was sponsored by Ashley General Agency. We are planning our Easter event very soon. Thank you to everyone for their caring and support! Happy New Year!



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18th Annual Bowling Tournament

Metroplex Insurance Professionals

Formerly known as Insurance Women of the Metroplex

Please come for

An afternoon of Fun and Games

With some terrific Networking Opportunities

Event Details:

Friday, March 1, 2019

Noon - 4:00 PM

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

North Texas



Howdy! From the great big city of Wichita Falls!

North Texas Insurance Professionals installed our new officers in October after closing out a great 2017-2018 year. Our new officers are as follows: Debbie Anderson, President; Cindy Jordan, 1st Vice-President; Susan Tyner, 2nd Vice-President; Sharon Foster, Secretary; and Tanya Wyatt, Treasurer. Debbie is very green and new to this position so she doesn't have any fabulous pictures to submit. But definitely will next time!

We have a lot to look forward to in the coming months, regarding NTIP's education and programs. We had a guest speaker at our January meeting from the Wichita County Sheriff's Office Alumni Association. Wichita County has memorials for policeman and firefighters but not one for the **Volunteer** Firefighters and Sheriff's deputies. He was very enthusiastic and grateful for their recent fundraising efforts. He informed us about their events and the amazing life-size memorial that is being erected for fallen Volunteer Firefighters and fallen Sheriff's deputies. He encouraged our attendees to take the free course that they offer, which includes shooting guns and driving squad cars! Talk about exciting, fun and scary all at the same time!!

We are currently working toward having our very first golf tournament to be held in the late summer/early fall. Golf tournaments usually do well in this area, so we decided to have one in September. Susan Tyner is taking the reins on this project so if anyone has any suggestions, please send her an email or give her a call and offer some advice.

NTIP has a soft spot for the Children's Miracle Network. We are always ready and willing to serve whenever they need us. We are a small community with a big heart. And speaking of big hearts...we are honored to have the recipient of the FIWT community service award for 2018 in our local association. Susan Tyner is a humble person, but deserves to be recognized. We are so proud of her! FIWT, thank you for acknowledging all of her hard work and dedication to our local community. You are the best!

We all look forward to a very exciting year!

Members At Large



Members-at-Large – Conya Harris

Our numbers are down starting out this new term. I'll be following up with those that did not renew. If you know of any one interested in becoming a Member-at-Large, please contact me at 682-247-6634 or conyaharris@johnstonfiss.com.

San Antonio



SWING INTO SPRING
23rd IWSA GOLF TOURNAMENT

Benefitting IWSA Scholarship & Community Service Programs

SAVE THE DATE

April 24, 2019

8:00am Tee Time

TPC SAN ANTONIO

Home of the Valero Texas Open

Registration and Sponsorships

available at

iwsatx.com

Co-Chairman
Lisa Bumpas
210-394-7349
lbumpas@gerloffinc.com

Co-Chairman
Ana Tomes
atomes@catto.com

Tarrant County



We closed our year at TCIP with our December Holiday party with our annual ornament gift exchange.

We also collected money to purchase diapers & wipes to donate to Center for Transforming Lives. Destinie Kindle dropped off 2112 wipes and 767 diapers at the beginning of the year!

We will be hosting another Craft for a Cause 2019!

Attached is a flyer for the event we will be holding this year on May 4th at 1pm at Hammer & Stain in Fort Worth. Funds raised by our fundraiser will be sent to FIWT for organ donation. Below is the link for registration. Please forward to your members. If anyone has questions feel free to contact Destinie Kindle, dkindle@simtexas.com

Link to register for event:

<https://www.hammerandstaindfw.com/collections/private-parties/products/5-04-2019-1-00pm-fiwt-sisters-crafting-for-a-cause>



BECOME A **DONOR** TODAY

Be a part of the FABRIC of LIFE



our lives are like quilts – bits & pieces,
joy & sorrow, stitched together with love

SIGN UP TODAY TO SAVE A LIFE!
GO TO [DONATELIFETEXAS.ORG/FIWT](https://donatelifetexas.org/fiwt)



Carol Leslie Hargis, Chair
2019 FIWT Community Service Project
carol.hargis@insrecord.com
214-629-3209



fiwt.com



FIWT Leadership & Education Mid Year Expo April 12 and 13, 2019



MCM Elegante Suites 4250 Ridgemont Drive, Abilene, TX 79606

The hotel accommodations include all suite rooms

- Either king bed with full size sleeper sofa or double beds with full size sleeper sofa
- Each guest room has two separate rooms
- 2 TVs
- Microwave and refrigerator
- Small dining table with 4 chairs

The hotel also offers

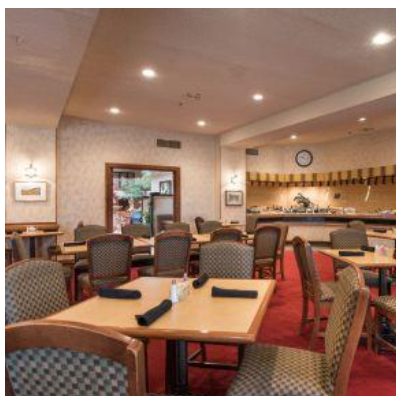
- Free Parking
- Free Shuttle to/from Abilene Regional Airport
- Free cook-to-order breakfast each morning
- Free Managers Reception each evening
- Full service restaurant

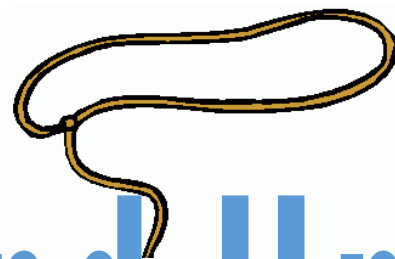


For more information about the hotel, please visit www.mcmelegantesuites.com

For the FIWT Mid-Year Conference, the hotel is offering a special rate of **\$114 each night**. For reservations call – 1-888-897-9644 or you can make reservations online through their website.

MCM Elegante Suites is located across the street from Mall of Abilene – a full mall with anchors JCPenney, Dillards and Sears and includes a food court and movie theater. A wide variety of restaurants are located within a 1-mile radius including and Outback Steakhouse within walking distance of the hotel. The Shops of Abilene are located less than 5 miles from the hotel and includes Coldwater Creek, Old Navy and many other stores.





Bowling Round Up

Friday, April 12 Lunch—Noon, Tournament Play—1pm

Prime Time Family Entertainment Center

4250 Ridgemont Drive, Abilene, TX 79606

50/50 Drawing

\$1 each ticket * 6 for \$5 * A stretch for \$20

Door Prizes

Raffle to Win a Texas Lotto Wreath

Purchase raffle tickets in advance from Tammy Tabor, Bob Havey and Jocelyn Chambless. Tickets will be available at event too. Winner will be drawn at the conclusion of the FIWT Bowling Tournament. Need not be present to win the raffle.

Contact Jocelyn at jocelyn.chambless@hibbshallmark.com for more information



FIWT Leadership and Education Mid Year Expo

April 12-13, 2019

MCM Elegante Suites

4350 Ridgemont Drive, Abilene, TX 79606

Tentative- Subject to Change





FIWT Under 40 Community Service Project

Thursday, April 11, 2019 – 3pm to 5 pm – Abilene non-profit

All members are invited to help out. We are in the process of working with an organization but they want to wait until a little closer to April 11th before making firm plans. We hope you will plan to be there.

<p>Friday, April 12 8:00 am – 11:30 am Foyer</p>	<p>Registration Open Dress: Business Casual or Western Wear (jeans ok) 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. Charging Station Sponsor  Program Sponsor </p>
<p>9:00 am – 11:00 am Baja Ballroom</p>	<p><u>Back to the Basics of Business Writing: Spelling, Punctuation and Vocabulary</u> Module 6 of CIPT, Certified Insurance Professional of Texas Presented by Lori Chadwick, CIPT and Anna Marie Kizer, CIPT Brought to you by FIWT and Service Lloyds  <i>*This class is separate from the Mid Year Expo and therefore additional fees apply.</i> With the growing use of text messaging and social media, the art of writing business correspondence has been greatly impacted. By using simple, clear, precise language and following a few basic writing rules, employees can become better communicators. ♦ How to write for busy professionals ♦ Choosing words carefully ♦ Keep it simple</p>
<p>10:00 am – 11:00 am Cancun Ballroom</p>	<p><u>CIPT Update Course- Basic Understanding of a Financial Statement</u> Presented by Jan Kearbey, CWCP, CIC, CISR, CPIW, CIPT Sponsored by Service Lloyds  <i>Update course is 1 hour, \$25 fee separate from mid year registration</i></p>
<p>12:00 pm – 3:00 pm 12:00 pm- 1:00 pm Lunch 1:00 pm – 3:00 pm Tournament</p>	<p>FIWT <i>Round-Up</i>  Bowling Tournament PrimeTime Family Entertainment Center, 4541 Loop 322, Abilene Separate event from the Mid Year Expo and therefore additional fees apply. Sponsored by:          </p>

3:30 pm – 6:00 pm	Registration Desk Open	
4:00 pm – 6:00 pm Cancun Ballroom	Emerging Trends- Agency Modernization Filed for 2 CE hours Presented by Clinton Houck Sponsored by State Auto 	
6:15 pm – 7:15 pm Cancun Ballroom	<u>FIWT Instructors Meeting</u> This meeting is for all current FIWT Instructors and anyone wanting to become a FIWT Instructor.	
7:30 pm Baja Ballroom	<u>Dinner and Party</u> Dress: Business Casual or Western Wear Evening will start with a Buffet Dinner and include the announcement of the Bowling Tournament winners Sponsored by  	
Saturday, April 13 7:30 am	Registration Desk Open Dress: Business Casual or Western Wear (jeans ok) Charging Station Sponsor  Program Sponsor 	
8:15 am – 10:15 am Cancun Ballroom	Exhibitors	<u>2 HR CE - The New ISO Cyber Liability Policy and Commercial Lines Trends</u> Presented by Jim Gavin Sponsored by IIAT   <p>ISO has introduced a new cyber liability policy. We will review what it covers and discover what else is going on in Commercial Lines market.</p>
9:30 am – 10:30 am Acapulco Ballroom		<u>Excel Basics</u> Presented by Teri Jones, AU, PIWT, CIPT
10:30 am – 12:30 pm Cancun Ballroom		<u>Medicare and Retirement</u> Filed for 2 Hours CE Presented by Mary Roth, CPCU, LUTCF, HB, ITP
11:00 am – 12:30 pm Acapulco Ballroom		<u>Be The Engineer of Your Own Life</u> Presented by Danielle Lavallee Wasson Sponsored by Litchfield Special Risks  <p>The most successful people in our industry all have certain things in common. And all of us have dreams and aspirations we wish would come true! This seminar is focused on the building blocks needed to be in the top 10% of this industry, to find more time to do the things that you love and to live your best year ever! Come prepared to laugh, have fun and put your engineering hat on!</p>

12:40 pm – 2:00 pm Atrium	<p align="center">FIWT Lunch</p> <p align="center">Lunch is included in your registration fee. Join us to hear from our guest speaker from Donate Life Texas</p> <p>Sponsored by</p> <div>   </div> <p align="center"> McClelland and Hine <small>A Division of Worldwide Facilities, LLC</small> </p> <p align="center"> The Parks Group, Inc. <small>a managing general agency</small> </p>
2:15 pm – 3:15 pm Acapulco Ballroom	<p align="center"><u>1 HR - E&O Avoidance in E&S Placements</u></p> <p align="center">Presented by Susan Dearborn, CIC, CISR Sponsored by TSLA</p> <div>  </div> <p>Placing business in the surplus lines market can be helpful to your client and rewarding for you, but there are E&O pitfalls that differ from placing business with admitted companies. This topic will help you identify and effectively deal with these unique exposures.</p>
3:30 pm – 4:30 pm Cancun and Baja	<p>FIWT Mid Year Board Meeting</p>

Mid Year Sponsors



Visit with these Exhibitors





2019 Leadership & Education Mid Year Expo

MCM Elegante Suites, 4250 Ridgemont Drive, Abilene, TX

April 12-13, 2019

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 and Saturday lunch. Early Registration deadline is March 15, 2019. All fees are non-refundable after April 1, 2019. 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
Certified Insurance Professional of Texas Module # 6		
<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
<i>Round-Up</i> Bowling Tournament		
<input type="checkbox"/> Bowler	\$50	
<input type="checkbox"/> Non-Bowler	\$20	
Choose One <input type="checkbox"/> Hamburger Meal <input type="checkbox"/> Pizza Meal		
Team Request (to play with local team or specific person)	_____	

Bowling Tournament will be at PrimeTime Family Entertainment Center, 4541 Loop 322 in Abilene. Meal choice must be ordered in advance. Meal ticket 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>Hotel Room Reservations MCM Elegante Suites 4250 Ridgemont Drive Abilene, TX 79606</p> <p>For hotel reservations, call 325-698-1234 Refer to FIWT Room Block valid until March 22, 2019</p> <p>Room rate \$114 (single/double)</p>	<p>Mail completed registration form and payment to:</p> <p>FIWT 2616 Portland Avenue, College Station, TX 77845</p> <p>Pay online by credit card at www.FIWT.com/events.htm</p> <p>Call 800-856-6677 for more information or visit www.fiw.com</p>
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Leadership & Education Mid Year Expo

2019 SPONSORSHIPS

MCM Elegante Suites, 4250 Ridgemont Drive, Abilene, TX 79606
April 12 and 13, 2019

*Sponsorship payment must be received by April 1, 2019 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 ☐ \$500
 - Includes one buffet meal ticket
- Saturday Luncheon Partial Sponsorship ☐ \$500
 - Includes one lunch meal ticket
- Program Sponsor ☐ \$250
 - Exclusive sponsorship offered at \$500
- Charging Station Sponsors - Attendees can charge mobile devices ☐ \$250
 - Exclusive sponsorship offered at \$500
- General Sponsorships of the entire conference
 - Platinum ☐ \$500
 - Gold ☐ \$350
 - Silver ☐ \$200

Sold Out

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 2019 *Round-Up* BOWLING TOURNAMENT
SPONSORSHIP INFORMATION
Friday, April 12, 2019



PrimeTime Family Entertainment Center, 4541 Loop 322, Abilene, TX 79602

FIWT will host our 10th annual Bowling Tournament. This event will be separate from our annual Leadership and Education Mid Year Expo and will be held on Friday, April 12, 2019. We are offering either a cheeseburger, fries and a drink or small pizza and drink as the food option. Both meals come with one drink refill. Food choices will be made at the time of registration.

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 ☐ \$200
- Cash Donation Sponsor (specify amount) _____

Sold Out

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





EXHIBIT APPLICATION

Limited Space Available

2019 FIWT Leadership & Education Mid Year Expo

MCM Elegante Suites
4250 Ridgemont Drive
Abilene, TX 79606
Saturday, April 13, 2019

Name: _____

Company: _____

Address: _____

City: _____ St: _____ Zip: _____

Phone: _____

Email: _____

Please write legibly. All terms, listings, times and classes subject to change without notice.

NOTE: All fees are non-refundable after April 1, 2019

Exhibit Fee: \$200
- Limited to 8 exhibit spaces

Includes: table, chair and Saturday lunch ticket

*If desired, a Friday Party ticket can be reserved in place of the Saturday lunch ticket.

Extra Individual Function Tickets:

	Cost per ticket	# of Tickets
Friday Dinner Social Only	\$50	_____
Saturday Lunch Only	\$45	_____

Total Amount Enclosed: \$ _____

**Once reservation is received, you will receive an email confirmation.
Make checks payable to FIWT.**

Hotel Room Reservations
MCM Elegante Suites

For hotel reservations, call 325-698-1234. The FIWT room block rate is \$114 for single/double and is good through March 22, 2019.

Mail payment to:
FIWT,
2616 Portland Avenue
College Station, TX 77845

**Payment can be made by credit card
online at www.FIWT.com**

**Call 800-856-6677
for more information**

This six-part designation program offers a series of courses designed to enhance the everyday skill sets for today's insurance professional. Each course is presented by a Subject Matter Expert with years of experience in the insurance industry.

- Focus on Customer Service
- Building Rapport for Effective Problem Solving
- Keeping Yourself Professional Business
- Etiquette and Professionalism
- Time Management and Organizational Skills
- Back to Basics of Business Writing

The creation and delivery of the Certified Insurance Professional of Texas designation program could not have been possible without the financial support of our partner, Service Lloyds Insurance Company, and the professional contributions of their Chief Marketing Officer a long-term member, Jan Kearbey.



FIWT Federation of Insurance Women of Texas



@FIWT



FIWT.TX

For More Information Contact
Kristie Gray
Executive Director
2616 Portland Avenue
College Station, TX 77845
800-856-6677
fiwt@msn.com



**Certified Insurance
Professional of Texas**

Designed and Offered Exclusively by FIWT

Focus on Customer Service

This training program is focused on sharing professional skills in customer service that will assist employees in performing at a higher, more enjoyable level while satisfying the ever-changing needs of the client.

Course topics include:

- Defining Quality Service
- Top Five Reasons Customers Return
- Making an Impression
- And more

Business Etiquette and Professionalism

Business etiquette can be tricky, even for the most seasoned insurance professional. Through this interactive program you will walk away with a better understanding of appropriate professional behavior in the workplace.

Course topics include:

- General Office Etiquette
- Top Business Etiquette Faux Pas
- Speaking to Coworkers
- And more

Building Rapport for Effective Problem Solving

Building rapport is the first step in creating a lasting relationship with coworkers and clients. This course is designed to provide basic tools in body language and verbiage that will enable greater and easier communication.

Course topics include

- Learning the Language of Rapport
- Matching Styles to Build Rapport
- Characteristics of a Problem
- And more

Time Management and Organizational Skills

In today's business environment it is all too easy to lose focus on what the priority is for the day. This course is designed to help employees become aware of how they use their time in organizing, prioritizing, and succeeding in completing the task at hand.

Course topics include:

- Developing Realistic Plans
- Setting Priorities
- De-cluttering Your Office
- And more

Keeping Yourself Professional – What Does That Mean?

To succeed and move ahead in any industry, employees need to demonstrate professionalism. This course provides basic information in understanding how to perform as a professional.

Course topics include:

- How Professional Are You
- Humor – A Success Factor
- First Impression
- And more

Back to Basics of Business Writing: Spelling, Punctuation and Vocabulary

With the growing use of text messaging and social media, the art of writing business correspondence has been greatly impacted. By using simple, clear, precise language and following a few basic writing rules, employees can become better communicators

Course topics include:

- How to Write for Busy Professionals
- Choosing Words Carefully
- Keep it Simple
- And more

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.austinsuranceprofessionals.com



Insurance Associates of Corpus Christi
on Facebook



Dallas Association of Insurance Professionals
www.daip.tx.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



Houston Insurance Professionals
on FaceBook



Metroplex Insurance Professionals
www.metroplexinspro.com



North Texas Insurance Professionals
on Facebook



Insurance Women of San Antonio
www.iwsatx.com



Tarrant County Insurance Professionals
www.tcip-fw.com



Members-At-Large



Find us on

