

ALOHA
NOTES

What Happens In Vegas Stays In Vegas

You are probably curious to know what happened at NAIW's Region VIII Conference that was held at the Riviera Hotel in Las Vegas from March 22-25, 2006. Sorry, Jan Reischel, Katharine Nohr, Ann Stephen, Marian Nakashima, Pat Lott, and Tracy Adams are not telling. Go ahead, let your imagination run wild with images of gambling, drinking, dancing into the wee hours and other debauchery. Okay, there was a tad bit of gambling and a sip or two of wine was consumed, but other than that, what happened in Vegas will remain there, at least what happened in our free time.

However, I will tell you that the conference was a hit, with many continuing education courses, including an informative half-day leadership development workshop that Jan and Katharine attended. Hawaii's voice was heard at the nominating committee meeting, which Jan attended as a voting member, and Katharine attended for training and advisory purposes. The nominating committee provides recommendations to assist the voting members of the region in selecting officers, delegates and other elected positions. Michelle Epstein was elected to the position of Region VIII Vice President for a second year term. Michelle will again do a terrific job after one year of experience in the position that will provide continuity for our region leadership.

Ann Stephen was gracious enough to volunteer to represent Hawaii at the Communicate with Confidence Speak Off that was held at one of

the business meetings. Ann was faced off against equally well-prepared and talented speakers. The audience was motivated by Ann's personal account of the values of networking, which she explained during her 3 minute speech. Ann described how she used her network from HAIP to land a job. We are hopeful that many others will follow in Ann's footsteps and enjoy a paid trip to future Region VIII conferences in order to compete in CWC Speak Offs representing Hawaii.

The Las Vegas chapter of NAIW showed its creativity and imagination by hosting a number of enjoyable events. First, there was a 50's style Welcoming Party, complete with an Elvis impersonator entertaining pool-skirt-clad NAIW women. The President's Luncheon was actually "high tea", with those little sandwiches with the crusts cut off, scones with clotted cream, and cookies. Women wore hats while being introduced to the State delegates, including Jan Reischel, our delegate. We learned something interesting about Jan during the introduction about the number of tattoos on her body. Again----this secret will remain in Vegas. The awards banquet was a formal affair, at which we dressed to the nines, complete with orchid leis. By the end of the evening, all of the Hawaii attendees had given their leis to appreciative mainland friends. Although Hawaii did not win any awards, we had a terrific time, learned a lot, met new people and, perhaps, won a few coins at the slot machines (ssshhhhhhhh!!!).

Inside This Issue:

Photo Gallery	2
Helping Our	4
Annual Golf	5
Installation	5
New Members	5
Education Committee Update	6
Classifieds	8
Job Openings	9

NAIW's Region VIII Conference Photo Gallery



Message from The President

Aloha HAIP Members,

As you know, I attended the NAIW Region VIII Conference in Las Vegas in March. It was very exciting to hear about all of the activities and the overwhelming success of the Region VIII Associations. At the conference, I was proud to report the great success of HAIP to the Region VIII membership, as follows:



At our regular meeting on April 13, our membership unanimously approved HAIP hosting the 2012 NAIW Region VIII conference. We will be working hard to put together a committee over the next few months. If you were here for the last Honolulu Regional conference and have suggestions or input, please don't hesitate to e-mail me your thoughts at jreischel@boh.com. Tracy Adams, Past President, and myself will be co-chairing the committee. For those of you who wanted to know Martha Loezius' reaction to the announcement – I can only say I wish I had taken a photo. She was extremely supportive and looks forward to seeing everyone.

We have had a great run to the end of the 2006 – 2007 year. Our 24th Annual Golf Tournament chaired by Leisa Jones-Weaver of PACBLU, was tremendously successful this year. We were able to add over \$8,000 to our Education Fund and plan to purchase new continuing education programs for the coming year. After 6 weeks of non-stop rain, we were blessed with blue skies and sunshine and all 125 attendees had a great time.

We are fast approaching our HAIP celebration of NAIW week. Our plans this year include a two day continuing education session - Underwriting for Non Underwriters Course. We are expecting about 50 participants.

Our Insurance Commissioner J.P. Schmidt and Mayor Mufi Hanneman will be joining us for our Recognition Awards Luncheon to be held at the Mandalay Restaurant on May 25th. We plan to close the week with our Pau Hana event at Dave & Busters roof top garden. You can check out all of our future activities and events on our **NEW** website at HAIPRO.ORG.

Katharine Nohr, President Elect, and I will be leaving for Orlando on Sunday, May 28th for the NAIW National Conference. We are also hoping to spend some time with our good friends Mickey and Minnie.

Aloha,
Janice Reischel, President
Honolulu Association of Insurance Professionals

Ride the Swell in 2012!



Honolulu Association of Insurance Professionals will be hosting the NAIW Region VIII Conference in 2012, after successfully bidding for it in Las Vegas to a room full of enthusiastic attendees. When Jan Reischel and Katharine Nohr stood up at the microphone and said “Aloooooooooooooooooo”, the crowd went wild! There was unanimous support for the conference to return to Hawaii.

Jan Reischel and Tracy Adams have agreed to co-chair the “Ride the Swell in 2012” committee and plan to begin the ambitious fundraising efforts with the assistance of any HAIP members who are willing to help. We have 5 and a half years to plan and raise a tremendous amount of money. Please contact Jan or Tracy if you are interested in being on the committee.

HAIP Helping Our Community

HAIP’s commitment to serve our community was evident at the March of Dimes Walk packet pick-up held on April 26, 2006 at Ocean’s Club. Proceeds from the walk support the March of Dimes mission of preventing birth defects and infant mortality through research,

education, community services and advocacy. HAIP’s involvement makes a difference in the lives of millions of babies. Mahalo to the HAIP volunteers that assisted with the packet pick-up: Tracy Adams, Linda Ipsen, Mary Ann Tehany, Lei Timario, and Julie Serrao.

We Need Those Stinkin’ Badges

Having a hard time reading your fellow HAIP member’s names on our little tiny badges? Are you a new member that hasn’t even received a little tiny name badge yet? Say no more. The new badges, sized for aging eyes, are on their way. Look forward to a shiny new BIG readable name badge complete with our new HAIP logo to be passed out at the Installation Luncheon that will be held on June 15, 2006, at the Waikiki Yacht Club.

24th Annual HAIP Golf Tournament

The golf committee is pleased to announce that our golf tournament, held at Kapolei Golf Course, on April 20, 2006, was a tremendous success and has made great strides in funding our education committee's goals for the 2006-2007 fiscal year. Over 100 participants benefited from the support of corporate, company and individual sponsors, while enjoying a beautiful day of golf and camaraderie. A big Mahalo to all of the HAIP volunteers and to the committee members in making this a successful tournament. We look forward to our 25th Annual tournament next year!



Installation Luncheon

It will be a happy day for Jan Reischel when she turns over the gavel to incoming president Katharine Nohr at the Waikiki Yacht Club on June 15, 2006 at 11:30am. Jan has enjoyed her presidency, but is looking forward to her new position as past president as all HAIP presidents do by this time of year. If you have never been to an installation luncheon, you are in for a treat. The board and committee chairpersons will be recognized for their outstanding accomplishments during the past year. Doesn't it seem like only yesterday when Jan held her first board meeting? The new board and committee chairpersons will be introduced. They cannot contain their enthusiasm for their new assignments. You will hear Katharine's plans for her term, and hopefully, a few funny jokes. Please RSVP by visiting our website: haipro.org.

Welcome New Members!

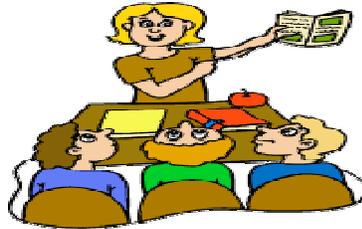
Please take the time to get to know our new members:

Michael Doerning
David Doehm, CPCU, CIC, AFSB, AMIM, AIS, AU
Alan Kaneko
Julie K. Kirk
Desiree K. Koyanagi, CISR
Julie Mayeda
Ellen Mimori
Paula Powell
Denise Saragosa
Jennifer Shiraki
Diane Taulau

To the new members listed:

Thank you so much for joining us as members of HAIP. We are looking forward to getting to know you. We welcome you to participate in all events and to join any committee that interests you. Please feel free to contact Katharine Nohr if you have any questions or would like to discuss how you might join a committee. katharintg@aol.com.

EDUCATION COMMITTEE UPDATE



Linda Ipsen and Martha Loezius have begun their duties as co-chairpersons for the 2006-2007 Education Committee. They are extremely talented and ambitious, so look forward to a terrific year of many educational opportunities. Please note that HAIP's education programs, along with our annual golf tournament, provide most of the revenue for our organization, and so we ask for your continuing support and participation.

The following summarizes HAIP's classes for the past year as well as describes the course offerings that we can anticipate in the future.

2005 Fall Class Schedule -

INS21 Property & Liability Insurance Principles Course - 22 CE Credits
 Instructor - Martha Loezius CPCU, AIM, CPIW
 Class began on August 30th and was completed on November 29th.
 15 Individuals took the course and received completion certificates.

2006 Spring Class Schedule -

INS23 Commercial Insurance Principles Course - 19 CE Credits
 Instructor - Martha Loezius CPCU, AIM, CPIW
 Class began on January 18th and was completed on April 19th.
 15 individuals took the course and received completion certificates.

Underwriting for Non-Underwriters Course - 6 CE Credits
 Instructors - Personal Lines: Marian Nakashima CIC, LUTCF, CPIW
 Commercial Lines: Martha Loezius CPCU, AIM, CPIW
 Class is scheduled during NAIW Week on May 23rd & May 24th.
 25 individuals are registered for the course.

Beginning on July 1, 2006, Linda and Martha are actively seeking committee members and course instructors. They are planning to offer two new NAIW approved classes on the 2006 Fall schedule as follows:

3 steps to E&O Risk Management
 Cybercrime: The Hidden Exclusions

1 hour of CE credit
 6 hours of CE credit

[Cont. on page 7]

EDUCATION COMMITTEE UPDATE [CONT.]

They will be requesting the NAIW Education Director to file for CE approval, in Hawaii, for the course entitled: "Lets Talk Coverage-Approach To Homeowners Insurance Coverage". This course is part of the NAIW's "I CAN" educational series. Once approved, it will be added to the following HAIP approved courses that will be offered during the next year:

ARM54 - Essentials of Risk Management	28 hours of CE credit
ARM55 - Essentials of Risk Control	28 hours of CE credit
ARM56 - Risk Financing	26 hours of CE credit
INS21 - Property & Liability Insurance Principles	22 hours of CE credit
INS22 - Personal Insurance	20 hours of CE credit
INS23 - Commercial Insurance	9 hours of CE credit
Introduction to Workers Compensation	20 hours of CE credit
Introduction to Claims	20 hours of CE credit
Underwriting for Non-Underwriters	6 hours of CE credit
Communicate With Confidence - a self improvement course	

Since the implementation, several years ago, of Continuation Education requirements for maintaining insurance licenses, we regularly receive inquiries from agents and other licensed staff who need to earn CE credits. Consequently, the HAIP educational classes have been well-attended. However, the continued success of our educational programs will depend greatly upon finding qualified instructors.

The Educational Committee would like to appeal to all of our members to consider teaching one of the classes shown above. HAIP does pay the instructors for their time. The fee varies depending upon the length of the course and the number of students enrolled in the class. The Instructor's guide and course materials are purchased by the HAIP and the co-chairs will work with the instructor to find a suitable and convenient location for the classroom. Instructors also earn CE credits for teaching these courses which is another valuable reason to become a teacher.

For our Corporate Partners, they can arrange to hold the educational class on their premises, making it easier for their agents and staff to attend. These students also qualify for the discounted "member" tuition rate.

Remember that the NAIW / HAIP mission is EDUCATION and ALLIANCE. We strive to provide professional education; an environment in which to build business alliances; and the opportunities to make connections with people offering various career paths and levels of insurance experience.

Please contact Martha Loezius or Linda Ipsen at the email addresses shown below if you are interested in becoming an instructor, or if you know someone in the industry that would make a good teacher and we will contact them.

Martha Loezius: frogml@aol.com

Linda Ipsen: Lipsen@islandinsurance.com



CORPORATE PARTNERS



Hawaii Employers' Mutual
Insurance Company, Inc.

Bank of Hawaii



THE HAWAIIAN
INSURANCE & GUARANTY
COMPANY, LIMITED

AMERICAN
Savings Bank

Bishop Insurance Agency



ISLAND INSURANCE
COMPANIES



FIRST INSURANCE
COMPANY OF HAWAII, LTD.



SERVCO
INSURANCE SERVICES

CLASSIFIEDS

FOR SALE

1993 Lexus ES 300--Even though it has a whopping 130,000 miles on it, it runs well (that's what happens when you replace most of the engine parts). It is an attractive white with beige leather interior. It smells a little funky, but nothing that can't be remedied with a little Fabreze and Ozium. The really cool thing is that its air conditioner works really well, which sort of makes up for the fact that it doesn't have a CD player, but rather a cassette player (hey, at least it's not an 8 track!). If you are interested in this beauty, call Katharine Nohr (practicing to be a used car salesperson) at 524-2466, ext. 133.

Horizon Plan

1. **MEMBERSHIP** Increase membership to 100 by 2009
2. **EDUCATION** HAIW will create a diverse program that will include leadership development, self-improvement and all types of insurance classes, seminars, including online classes.
3. **LEADERSHIP DEVELOPMENT** HAIW will foster an avenue for leadership development for members' use within the association and in their careers.
4. **BENEFICIAL PARTNERING** HAIW will develop relationships with organizations and associations that are beneficial to both.
5. **TECHNOLOGY** HAIW will optimize the use of technology to improve quality of service, maximize membership benefits and increase visibility in the industry.

JOB OPENINGS

Title: General Office Clerk
Location: Honolulu, HI
Salary Range: Mid \$30's

For over 95 years, **Swett & Crawford** has delivered exceptional expertise and service to the commercial insurance marketplace. As a wholesale insurance broker, Swett & Crawford does not work directly with insureds. Rather, they serve as a key intermediary between the independent insurance agents and the nation's top insurance carriers. They work with the insured's retail insurance agent or broker to provide comprehensive, cost-effective commercial coverages and specialty programs for a wide variety of risks. And for 19 years, they have been the nation's largest wholesale insurance broker, placing nearly \$3 billion in premium volume in our most recent fiscal year. Please see Swett & Crawford's website at: www.swett.com

Duties:

Assists Sr. VP and office staff with the following clerical duties:

- Front desk receptionist for small branch office (5 employees)
- Open, sort, date stamp and distribute incoming mail.
- Active file maintenance which includes: pulling files and re-filing as needed, new file setup for brokers, filing memos and paperwork, etc.
- Dead file maintenance – cataloging, off-site storage, etc.
- Incoming fax distribution, responsible for outgoing faxes as directed
- Photocopying, typing and other related clerical duties are required.
- Equipment maintenance & service coordination for office.
- Monthly preparation of renewal letters and follow-up of renewal applications from retail agencies.

Supporting office staff with various assignments, projects and tasks as needed.

Summary of Minimum Qualifications:

- High School diploma required, college degree/course work a plus.
- Minimum 2 years experience in an office/clerical support role needed.
- Insurance industry experience a plus, but not required
- Proficiency using computer, experience with Microsoft Word & Excel.
- Effective communication skills both verbally and in writing.
- Must have a strong attention to detail.
- Good organizational skills
- Must be flexible and have a "does whatever it takes" attitude.

Have a sense of urgency.

Swett & Crawford is an Equal Employment Opportunity Employer.

Qualified applicants will receive consideration for the position without discrimination for non-merit reasons such as race, color, religion, sex, national origin, politics, marital status, physical handicap, which does not interfere with accomplishment of job, age, or membership or non-membership in an employee organization.

Title: Marketing Representative
Location: Honolulu, HI

Philadelphia Insurance Companies, an award winning, Forbes 200 Best Small Company, offers an entrepreneurial atmosphere to ambitious employees, is seeking a **Marketing Representative** to be based in their HONOLULU office.

A BA/BS, an insurance license, 3-5 years of commercial insurance sales/marketing experience, and the desire to prospect and generate new business required. Health Benefits and excellent CAREER GROWTH are available.

Please submit resume to Lily Weeden at lweeden@phlyins.com or fax to 866-282-1192 www.phly.com

2005 - 2006 HAIP Board

President	Janice Reischel, CIC, CPIW Bank of Hawaii Insurance Services email: president@haiw.org Phone: (808) 564-2555 Fax: (808) 564-2538
Vice President	Katharine Nohr, Esq. email: vicepresident@haiw.org
Secretary	Marla Ditchburn email: secretary@haiw.org
Treasurer	John Hoshino email: treasurer@haiw.org
Immediate Past President & Long Range Planning	Tracy N. Adams, LTCIS, CPIW email: pastpresident@haiw.org
Education	Martha Loezius & Connie Faria email: education@haiw.org
Membership	Martha Nobriga email: membership@haiw.org
Public Relations	Maureen Soranaka email: pr@haiw.org

Committees

Awards/Jewelry	May Lei Barros
By-Laws	Katharine Nohr, Esq.
Community Relations	Julie Serrao & Ann Stephen
Golf	Leisa Weaver
Legislative	Sonia Leong & Phoebe Del Rosario
Nominating	Tracy N. Adams, LTCIS, CPIW
Parliamentarian	Marian Nakashima, CPIW, CIC, LUTCF
Programs	Linda Ipsen, CIC, CPIW & Lei Timario
Publications	Katharine Nohr, Esq.
Reservations Chairperson	Shirley Grossi & Jean Okikawa, FLMI, CPIW
Social	Christine Go & Virginia Velasco
Safety	Charlene Mizumoto, CISR, CPIW, DAE
Website	Tracy N. Adams, LTCIS, CPIW