

Aloha Notes

Happy Easter

President's Message

Following is President Katharine's speech to be given at the Region VIII conference.

Aloha
Auina La!
Good Afternoon!



Hawaii State Council has enjoyed a delicious year--the M&M year! Our theme this year was MNM: M stands for Membership; N stands for Networking and M stands for Mentorship. M&M candies have reminded members of our theme

throughout the year.

We had enjoyed record turn-outs to every single membership meeting, averaging between 40 and 50 people. Our guest speakers taught us about fraud, mold, business continuity planning, Medicare plans and other relevant and interesting topics. We discovered that holding our meetings in the same downtown location each month as well as encouraging members to bring guests boosted our attendance and added to the excitement of the NAIW experience. We have planted the seeds and expect membership to increase dramatically because of these efforts.

Our Hawaii members consistently demonstrate their incredible talents, dedication and enthusiasm in everything that they do. Each month, I've been awarding 5 or 6 deserving members the President's Member of the Month Award. There have been several members that have been exceptional in their daily dedication to our organization, namely-- Linda Ipsen, Janice Reischel and Tracy Adams. Our reservations committee made up of Ellen Mimori, Dawn Young and

April, 2007

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Slate of Officers—HAIP 2007—2008

Lei Timario—President

Lei is the Insurance Coordinator for American Savings Bank -Bishop Insurance Agency. She has shadowed Katharine and Jan before her in preparation for her role as President. She is active in many community services and fundraising events. She has chosen to serve HAIP in this leadership role out of her deep desire to "give back"

Lisa Kelliher—VP, Pres Elect

Lisa is an Account Executive with CorVel Corp. and is HAIP's Communicate with Conference Contestant in Phoenix 2007. She is also the outgoing Chair of the Membership Committee. Lisa has also been in leadership roles with Toastmaster, YWCA Dress for Success, DMEC and HCA in Georgia. Lisa has accepted this nomination as she views it as a stepping

Julie Serrao—Secretary

Julie is the Group Rental Manager for Enterprise Rent-A-Car. Julie was HAIP's member of the year 2005-2006. She is the outgoing chair of the Community Relations Committee. She is also a chairperson of the Auto body and Paint Association and member of Hawaii Auto Dealers Assoc. Julie has accepted this nomination because of her ongoing commitment to

David Doehm, CPCU, CIC, AFSB, AMIM, AIS, AU—Treasurer

David is the Manager of Sales and Marketing for First Insurance and the outgoing chair of the Program Committee. He also services on the CPCU PR committee and Membership Chair for Boy Scouts of America. David has agreed to serve out of his wish to give back to the insurance industry at the local level.

President's Message (continued from page 1)

Diane Taulau has also been extraordinary. Special thanks to them.

Linda Ispen and Martha Loezius, co-chairpersons of HAIP's education committee have developed a comprehensive and extensive list of classes that have been well attended. Our instructors have been professional and dedicated to our goal of educating our local insurance industry. The most recent class conducted was *CyberCrime: The Hidden Exclusions*, with 46 attendees. Our next CE course will be: *Lets Talk Coverage: Case Study Approach to Homeowners Coverage*.

Hawaii State Council's November meeting was a great success. Lisa Kelliher won our Communicate with Confidence competition. We enjoyed diverse seminars, including, "3 Steps to E&O", "Everything You Ever Wanted to Know about Investments" and "How to Become Fabulously Fit Insurance Professionals" taught by Cheryl Krier's former personal trainer, Anthony Chrisco. The Hawaii State Council is committed to promoting

health and physical fitness and we are pleased that a number of our members are now receiving personal training from Mr. Chrisco.

Hawaii State Council and HAIP are not all hard work. For our October Social, we learned how to do a traditional Bon dance. We are looking forward to hosting our 25th Annual Golf Tournament on April 25th. Please put on your plaid pants and join us at Kapolei Golf Course. There will be many fun contests and prizes. We are also looking forward to NAIW week. After attending CE courses and our membership meeting, members and guests will enjoy an evening of dancing at Rumours Night Club.

As my term comes to a close, I'm pleased that we have a full slate of officers for 2007 to 2008. Our 6 Hawaii members are thrilled to be here in Arizona to share this heavenly conference. I'm looking forward with great enthusiasm to the National Convention in Puerto Rico in June.

We hope that you are excited about your Hawaii Vacation in 2012! We are looking forward to hosting our region's conference--Ride the Swell in 2012. You can start shopping for your surf and beach gear at our booth.

Before I bid you aloha, let me teach you a few Hawaiian words:

Nani--Beautiful

Kahakai--Beach

I hope these words inspire you to visit Hawaii!

With that--A hui hou! Till We Meet Again!

Mahalo and Aloha!

Katharine M. Nohr

Hawaii State Council Director

President Honolulu Association of Insurance Professionals

Board Shorts

Last year HAIP started a new custom to help our President Elect plan for the coming year.

On Friday, January 26 we had a great meeting attended by Lei Timario, Katharine, Nohr, Linda Ispen, Julie Serrao, Tracy Adams, Julie Kirk, Karen Griffin, Ann Stephen,



Charla Wong and Jan Reischel all got together to help Lei plan her upcoming year as President of HAIP.

The evening was enjoyed by all and a lot of good ideas were tossed around. We hope that it will make for a great 2007-2008 term for Lei.

If you are interested in serving on a committee or special function next year, please contact Lei now. You can e mail Lei at eti-mario@asbhawaii.com

Also, don't forget that the April 5 membership meeting will be the election of our officers. We need a quorum at the meeting so it is important that you attend. Sign up on line today at HAIPro.org.

Educational Programs Spring 2007

The most recent class conducted was *CyberCrime, the Hidden Exclusions*. This was the first time that HAIP has offered this 6 CE credit NAIW course and it was a sellout with 46 attendees. The instructor, Steve Tait presented did an extraordinary job with this very timely and pertinent topic. Steve is the Hawaii General Manager for RLI Insurance Company. Steve has agreed to teach another class during our Summer session so watch for details and be sure to sign up early.

The next CE class we will be offering is a 4 CE credit course called *Lets Talk Coverage: Case Study Approach to Homeowners Coverage*. This is another NAIW course, which is part of the "I Can" series. The course will be offered during the NAIW Week (May 20–26) on Wednesday, May 23rd at the Island Meeting Hall from 8:30 a.m. to 12:30 pm. The instructor will be Leila Tamashiro, which is an Independent Claims Consultant and an HAIP member.

Ride the Swell in 2012 Sharing our Aloha



Well, our bags are packed and we are ready to share our Aloha with Phoenix.

Our goal over the next five years is to raise \$75,000 to help sponsor the 2012 Region VIII conference here in Hawaii with style. We hope to net \$3,500 at this conference.

We were given \$1,000 in seed money by the Las Vegas Insurance Professionals to start our efforts which was greatly appreciated.

We have several things going on this year at our fundraising booth in Phoenix.

Beach photos - we are setting the scene for great photos and our own Photographer, Tracy Adams, will be there to catch some great shots.

President Elect Lei may even teach a hula or two.

Surf Pack Sales – a Plumeria print beach bag stuffed with lots of Aloha goodies.

Molokai Coffee donated 9 dozen bags of their coffees. Hibiscus cups, were also donated by Kristi It of Servco Insurance.

We purchased Hawaiian Host Chocolates, Hawaiian Flower Potpourri, Wine Charms and Hawaiian Theme Luggage Tags, Surfboard Key Chains and, of course, Shell or Silk Leis. The Hawaii Visitors Bureau has supplied us with plenty of maps, "Live Aloha" pins and "Go Hawaii" stickers as hand-outs.



Since everyone loves a good raffle, we added three raffle tickets for a chance to win a 18 kt gold with diamond Plumeria Pendant.



Special Thanks to Peter Junker of Griffing, Swan and Lai who has donated one of his prints as a prize.



Rev. Neal McHenry donated two cases of Kona Mocha Latte sticks to help keep us awake all day.

Lastly, no fundraising booth is complete without a 50/50 drawing.

Our skit to confirm HAIP's bid for the Region VIII conference in 2012 will be previewed at our April 5 membership meeting. Hope to see you there.

Welcome our New Members – First Quarter 2007

Wendy W Humphrey (NW)
Regional Production Specialist, AI Risk Specialists Insurance, Inc.
Six Waterfront Plaza, 2nd Floor, 500 Ala Moana Blvd
Work Phone: 543-1348 ; Fax: 545-2534
Email: wendy.humphrey2@aig.com

Valerie U Katz, CPCU, MBA, CBCP
Island Insurance Company, Ltd., Honolulu, HI 96813
Work Phone: 539-9744; Fax: 275-8744
Email: vkatz@islandinsurance.com

Charla K Wong
Finance Insurance, Ltd.
1164 Bishop Street, Suite #400, Honolulu, HI 96813
Work Phone: 791-9507; Fax: 522-2082
cwong@financeinsurance.com

NAIW National Conference Information San Juan Puerto Rico

**THERE ARE
“NO Boundaries
in 2007”**

**MAKE IT YOUR NEW YEAR’S RESO-
LUTION TO COME TO**

**NAIW’S 66th
ANNUAL CONVENTION!!
June 6-10, 2007 in San Juan,
Puerto**



NAIW Region VIII Conference Information Phoenix, Arizona

April 11-14	Sheraton Phoenix Airport 1600 S. 52 nd Street Tempe, AZ 85281 (480) 967-6600 –Phone (480) 966-2392 –Fax	Tri City Plus Association of Insurance Professionals	Jacoba Worsdell, CSFP, DAE, AIS, AU, AIMS, CPSP, CIC, CPIW 480-483-0571 ext. 4050 - P 623-341-1937 –Cell jacobamw@yahoo.com	Finance Chair & Hotel Liaison: Sylvia Keppy-Dow 480-3960260 480-754-9813- Cell sam-kd@msn.com
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HAIP Has High Hopes for CWC Contestant Lisa Kelliher

Lisa Kelliher is off to Phoenix to represent HAIP in the Regional Communicate with Confidence competition.

Lisa is the former President of Firstmaster's Club Area 5 Honolulu as well as HAIP's CWC instructor.

Good Luck Lisa



HAIP 's 25th Annual Golf April 25

Don't forget to get your golf registrations in early. Early Bird discounts end 3/29. See pages 7 & 8 for complete details or visit our website at HAIPPro.org

NAIW WEEK May 20—26

Your Public Relations Committee chaired by Ann Stephen has been working hard to plan NAIW week to be held May 20—26. a 4 hour CE course "Let's Talk Coverage" will be held Tuesday, 5/22 at Island Insurance. The awards luncheon will be held on Thursday 5/24 at the Plaza Club and on Friday 5/25 there will be a pau hana party at Rumours Night Club. Watch for details or visit our website at HAIPPro.org.



HAIP Scheduled Events

- March 27, 2007 - Board Meeting
- April 5, 2007 - Closed Membership Meeting
- Election of Officers @ Plaza Club
- April 11 - 14, 2007 - Region VIII Conference - Phoenix, Arizona
- April 24, 2007 - Board Meeting
- May 20 - 26, 2007 - NAIW Week
 - 5/22—Island Insurance—4 hr CE Course
 - 5/24- Awards Luncheon—Plaza Club
 - 5/25—Pau Hana - Rumours Night
- May 29, 2007 - Board Meeting
- June 6 - 9, 2007 - 66th NAIW Convention - San Juan, Puerto Rico
- June 14, 2007 - Installation Luncheon - Location To Be Announced

Visit our website at HAIPPro.org

2006–2007 Board of Directors & Committees

BOARD OF DIRECTORS

2006-2007

Incoming	Position	Voting	EMAIL
Katharine Nohr	President	Yes	KatharinTG@aol.com
Lei Timario	Vice President	Yes	etimario@asbhawaii.com
Vergenia Velasco	Secretary	Yes	vvelasco@atlasinsurance.com
John Hoshino	Treasurer	Yes	john@triadhi.com
Jan Reischel	Imm. Past President	Yes	insurancelady@hawaii.rr.com
Charlene/Marian	Awards/Jewelry	No	Marian@mutualunderwriters.com etimarion@asbhawaii.com
Lei Timario	By-Laws	No	etimario@asbhawaii.com
Julie Serrao	Community Relations	No	julie.serrao@erac.com
Linda Ipsen /Martha Loezius	Education	Yes	lipsen@islandinsurance.com mloezius@atlasinsurance.com
Leisa Weaver-Jones	Golf	No	pacblu@pacbluhawaii.com
Julie Serrao	Historian	No	jserrao@erac.com
Sonya Leong	Legislative	No	hiia@hawaii.rr.com
Jan Reischel	Long Range Planning	Yes	insurancelady@hawaii.rr.com
Karen Griffin Lisa Kelliher	Membership	Yes	kgriffin@islandinsurance.com lisa_kelliher@corvel.com
Jan Reischel	Nominating	No	insurancelady@hawaii.rr.com
Marian Nakashima	Parliamentarian	No	marian@mutualunderwriters.com
David Doehm Jonette Callo	Programs	No	David.Doehm@fico.com Jcallo@pacificguardian.com
Ann Stephen	Public Relations	Yes	astephen@pyramidins.com
Jan Reischel	Publications	No	insurancelady@hawaii.rr.com
Paula Powell Ellen Mimori Diane Taulau	Reservations	No	dyoung@aighawaii.com emimori@aighawaii.com dtaulau@aighawaii.com
Charlene Mizumoto	Safety	No	cmizumoto@haiw.org
Karen T./ May Lei	Social	No	krt@torkildson.com mbarros@boh.com
Tracy Adams	Website	No	tracya@servco.com

Corporate Partners



P.O. Box 91
Honolulu HI 96810

Membership, Networking,
Mentoring



We're on the web at
www.HAIPro.org



ENTRY FORM



25TH ANNUAL GOLF TOURNAMENT

Wednesday, April 25, 2007

Kapolei Golf Course

Modified Scramble Format

\$120 Per Person

\$360 Per Team

\$200 Hole Sponsorship

Player and Team Entry Fees include a light lunch, dinner buffet, cart and green fees and goodie bag.



Early Bird Special Sign up by March 29 and save 10% on your entry fee.

Aloha,
The Honolulu Association of Insurance Professionals extends a welcome to the insurance industry members and friends. Join us in celebrating our 25th Annual Golf Tournament which will benefit our Education Fund.

The Education Fund supports HAIP's efforts to bring new and more diversified continuing education programs to our community such as the new Cyber Crime and Let's Talk Coverage programs being presented this year. It also supports the continuation of the popular Underwriting for Non Underwriters, Introduction to Claims as well as the INS and ARM series. On Site training courses are now also available. All members of the insurance industry are eligible to participate in these classes.

You can help in a variety of ways:

- Hole Sponsorship
- Participation as a golfer either individually or by bringing a team.
- Donate team prizes or funds for purchasing prizes.
- Donate door and play prizes or funds for purchasing prizes.

We sincerely hope that you can find a way to invest in the future of our industry by supporting the HAIP 25th Annual Golf Tournament. Please call us if you wish to have someone pick up your donations. Thank you for your support.

Katharine M. Nohr Leisa Weaver
President, HAIP Golf Chair, HAIP

Individual/Team Information (Max Men-30; Women 36)	
Player 1:	HCP:
Player 2:	HCP:
Player 3:	HCP:
Contact Person	
Address:	
Phone #	Email
EARLY BIRD-ENTRY BEFORE 3/29/07	
Individual Player @ \$108	\$
Team of 3 Players @ \$324	\$
AFTER MARCH 29, 2007	
Individual Player @ \$120	\$
Team of 3 @ \$360	\$
Hole Sponsorship @ \$200	\$
Golfers Package (includes Greens, 2 Mulligans, Putting Contest and Most Accurate Drive -Special Price \$ 25	\$
INDIVIDUALLY PRICED CONTESTS	
On or Off Greens \$20 All Par 3's	\$
Putting Contest \$5 (# ____)	\$
Most Accurate Drive \$5	\$
Mulligans 2/\$5 (max 4)	\$
Banquet Guest @ \$30 each	\$
Total	\$

Honolulu Association of Insurance Professionals
C/o Leisa Weaver-PACBLU
1357 Kapiolani Blvd. #1015, Honolulu HI 96814
Phone: 808-955-2900 x 231 — Fax: 808-955-2925
E-mail: pacblu@pacbluhawaii.com

Make Checks Payable to HAIP

SPONSOR A HOLE!

Hole Sponsorships! Great Advertising for your business!

Your organization or name will be placed on a sign at a designated tee for everyone to see throughout the tournament and you will also be listed in the tournament program acknowledging your sponsorship.

Your sign should read as follows:

Please include your logo for the event program



Contests

PUTTING

Cost \$5 for 3 putts... Unlimited entries. Contest will be held prior to the tournament in a designated section of the putting practice area. You are eligible for a prize drawing for each ball that goes into the hole on your initial attempt.

ON & OFF THE GREENS

Cost \$20. You will receive a LEAD numbered ticket for each par 3 hole. Deposit your ticket in the appropriate container at each hole for a drawing at the banquet.

MOST ACCURATE DRIVE

Cost \$5. Hit your ball off the tee closest to the line on Hole # 1 and you will win a special prize.

MULLIGANS

Cost: 1/95.00—Maximum 4 per golfer. Cannot be used for most accurate drive or greenie.

DON'T FORGET OUR 50/50 DRAWING

\$5 each or 5 for \$20

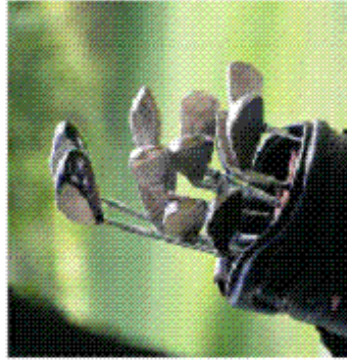
GOLFER PACK SPECIAL

Cost: \$15 includes Putting Contest, On & Off the Greens, Most Accurate Drive and 2 Mulligans...

Hawaii's Association of Insurance Professionals
C/O Letta Weber-PACBLLU
1357 Kapiolani Blvd. #1015, Honolulu HI 96814
Phone: 808-955-2900 # 231 ~ Fax: 808-955-2925
Email: pacblluhawaii@aol.com

H A I P
Hawaii's Association of Insurance Professionals

HAIIP 25TH ANNUAL GOLF TOURNAMENT



April 25, 2007
Kapiolani Golf Course
12:30 PM Shotgun Start

All proceeds benefit the HAIIP Education Fund