



International
Association of
**Insurance
Professionals**

Toledo
Association
of Insurance
Professionals

May 2017

*Toledo Association of
Insurance Professionals*

DESTINED FOR SUCCESS

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President's Message

By Cynthia Matus

We had an outstanding dinner meeting on April 12th at Byblos Restaurant. Thank you Hylant for taking care of the venue for our April meeting. The food was delicious.

Also, Sandy Dobbins and Sue Dawley presented a great report on all of the positions for the board and committees. If you would like the word file on a certain position, please contact me and I can get that over to you.

The nominating committee will be meeting soon to nominate members for the 2017/18 term. If you are interested in a position, please contact Sandy Dobbins.

We are wrapping up the 2016/17 term. Please try to make it a point to attend the May Breakfast meeting. Amanda Bialecki will be working on the May Breakfast and a flier for the invite will be sent out soon to all members. Please try to bring a guest to the meeting.

Please note our installation of officers meeting will be on Wednesday June 7th. Details on that meeting will be coming soon.

Thank you
Cynthia Matus
Toledo Association of Insurance Professionals
President

Community Service Report

by Marla Wholf

We worked the registration desk for the Cherry Street Mission Spring Banquet on Thursday, April 27th. This is the Cherry Street Mission's largest fundraiser. It was great to see their new downtown facility. They really appreciated our help. Special thanks to Sue Dawley, April Thrasher (a Hylant employee) and Tracy Barber for attending with me.

Sunday, May 7th we will be preparing a meal for the residents of the Ronald McDonald House. Thanks to Allison Hammons, Nancy Homan, Cynthia Matus, Sandy Dobbins, Marla Wholf and Sharon Wood. Be sure to bring your pop tabs to drop off that day.

PLEASE BRING TOILET PAPER AND/OR PAPER TOWELS TO THE MAY BREAKFAST. WE WILL BE DONATING THESE ITEMS TO THE FAMILY HOUSE.

PLEASE KEEP SAVING POP TABS FOR THE RONALD MCDONALD HOUSE.

Education

by Amanda Bialecki

Cleaner & Dryer, SMB Construction and Cousino Restoration offers CE Courses. See the flyers in the back of the bulletin for upcoming classes in June.

Vice President

by Amanda Bialecki

Our organization bid on the Regional Conference for the 2021 year. We will begin fundraising immediately as this is a huge undertaking and we are excited to get started. The first fundraiser will be launched at the May Breakfast. Be sure to bring your extra cash toward the possibility of winning a lottery tree!!!

We also have a fun summer fundraiser launching which will help keep your hands from "freezing" while eating those fun ice pops. Order your personalized popsicle koozies at the May breakfast for only \$5 each.

Safety

by Tracy Barber

April 20th was the Hero Award's Banquet at the Pinnacle, which was held by the Safety Council of NW Ohio. I just want to say thank you again to everyone from our organization who volunteered for the event. Also a big congratulation to Angela's husband, Terry Norris, who received an award at the banquet for helping to stop a wrong-way driver on the expressway, possibly preventing a tragedy from occurring.

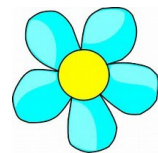
The Safety Council has provided us with some good information yet again for doing our part in keeping ourselves safe, along with being concerned for the safety of others. With the nicer weather approaching, we will see road construction work everywhere, most of us may even experience the headaches of having it as part of our daily commute. On average, more than 700 people die in crashes that occur in construction and maintenance work zones, this includes workers at these road construction sites. There are a few things to keep in mind while traveling through these work zones. First, remember, we are all in this together. The road construction is not there to personally inconvenience us, although it may feel very frustrating. Stay calm. We should stay alert and avoid distractions while driving through the work zone. Slow down and maintain a safe distance between your vehicle and the traffic barriers, construction equipment, workers and the vehicle in front of you. Merge as soon as possible, if it will be required. This will help the traffic flow and avoid creating a bottleneck. Obey the flagger and know that you can be cited for failure to do so. Observe the posted signs advising when you have left the work zone before increasing your speed. And, finally, plan ahead and try to use an alternate route whenever possible. Most highway agencies have web sites that alert to construction delays.

Upcoming Association Conferences:

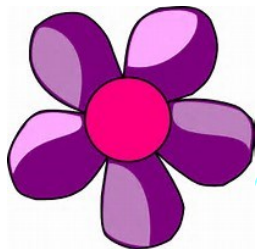
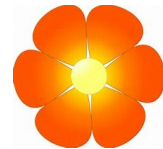
General Meeting

May Breakfast - May 10, 2017 – The Toledo Club, 235 14th St Toledo, Ohio

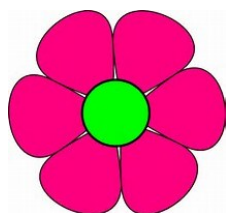
The Toledo Association of Insurance Professionals Invites You to:



May Breakfast Meeting



Date: 05/10/17
Time: 7:45am



Enjoy a plated hot breakfast.
We will have a knowledgeable,
entertaining speaker & door
prizes!

Toledo Club
235 14th St.
Toledo, OH



Bring some extra cash to
participate in our fun mini fund-
raiser...details to follow!!!

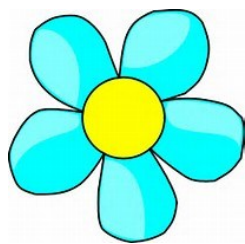
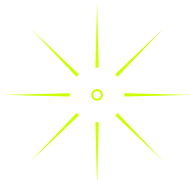
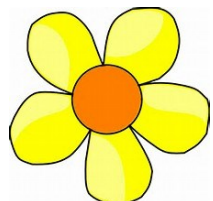
RSVP: to Amanda Bialecki
by Monday, May 1st

amanda.bialecki@usi.com

New members will be honored.
Anyone that brings a guest will
be entered to win a special prize!

Registration at 7:45am

**Program will begin
promptly at 8:00am**





COUSINO Restoration

A **DKI** Member Company

Ohio CE Credits In-House Registration form

Classroom	Steps to Register
<p>Please register me for: <u>Classroom Course:</u></p> <p><input type="checkbox"/> Wednesday, July 12, 2017 8:30 am- 12:30 pm You're Not Me! Protecting Your Identity Approval #20528- 4 Gen</p> <p><input type="checkbox"/> Wednesday July 12, 2017 1:30 pm- 4:30 pm The Audacity of Apathy – Ramifications of Legislation Approval #39354 – 3 Ethic</p> <p>INSTRUCTOR: TBD</p>	<p>Online: www.capeschool.com/cousino/perrysburg</p> <p>Fax: 888-303-1828 Email: pat@capeschool.com Questions: Call: 888-272-9229</p> <p>LOCATION: Holiday Inn French Quarter 10630 Fremont Pike Perrysburg, OH 43551</p> <p><i>Lunch will be provided between classes</i> Please RSVP for Lunch to: misaacson@cousinorestoration.com</p>

Student Information - PLEASE PRINT OR TYPE ALL INFORMATION CLEARLY

Resident State _____

NPN # _____ *Lic. # _____ Exp. _____

Name: _____

Address: _____

City: _____ State _____ Zip _____

Phone (Day): _____ Fax: _____

Email: _____

Agency: _____

I will be attending the lunch provided by Cousino Restoration



CONSTRUCTION COMPANY, INC.

www.smbconstruction.com

Invites You to Attend Live **Local** Professional Insurance Continuing Education Events!

- Friday, Jan. 13, 2017
Owens Community College, Room 174
3200 Bright Rd., Findlay, OH 45840
9:00 – 12:00 "Ethics in the Insurance Industry"
OH Course # 34218 – 3 CE hours
1:00 – 4:00 "The Regulation of Insurance Producers"
OH Course # 34994 – 3 CE hours
- Tuesday, Feb. 14, 2017
SMB Construction Company
5120 Jackman Rd., Toledo, OH 43613
9:00 – 12:00 "Ethics in the Insurance Industry"
OH Course # 34218/MI Course # 67501 – 3 CE hours
1:00 – 5:00 "Insurance Contracts and Liability"
OH Course # 37194/MI Course # 69878 – 4 CE hours
- Thursday, Apr. 13, 2017
Old Mill Museum
242 Toledo St., Dundee, MI 48131
9:00 – 12:00 "Errors and Omissions Coverage"
OH Course # 34456/MI Course # 67500 – 3 CE hours
1:00 – 4:00 "The Regulation of Insurance Producers"
OH Course #34994/MI Course # 68570 – 3 CE hours
- Wednesday, May 10, 2017
SMB, 5120 Jackman Rd., Toledo, OH 43613
9:00 – 4:00 "Fundamentals of HO Policy Endorsements"
OH Course # 41540/MI Course # 69877 – 6 CE hours
- Wednesday, July 12, 2017
SMB, 5120 Jackman Rd., Toledo, OH 43613
9:00 – 4:00 "Understanding the Personal Umbrella Policy"
OH Course # 34998/MI Course # 63940 – 6 CE hours
- Thursday, Aug. 17, 2017
Owens Community College, Room 174
3200 Bright Rd., Findlay, OH 45840
9:00 – 4:00 "E&O Review and Case Studies"
OH Course # 38419 – 6 CE hours
- Wednesday, Oct. 11, 2017
SMB, 5120 Jackman Rd., Toledo, OH 43613
9:00 – 12:00 "Ethics and Your Insurance Career"
OH Course # 43480/MI Course # 65743 – 3 CE hours
1:00 – 4:00 "Errors and Omissions Coverage"
OH Course # 34456/MI Course # 67500 – 3 CE hours
- Tuesday, Nov. 21, 2017
Old Mill Museum
242 Toledo St., Dundee, MI 48131
9:00 – 12:00 "Ethics in the Insurance Industry"
OH Course # 34218/MI Course # 67501 – 3 CE hours
1:00 – 5:00 "Identity Theft"
OH Course #34220/MI Course # 67503 – 4 CE hours

Presented by: Insurance Career Training, Inc.

Lunch will be provided - SIGN UP WITH A FRIEND OR CO-WORKER!

DOORS OPEN AT 8:30 A.M. – PLEASE ARRIVE BY 8:45 A.M. FOR SIGN-IN & REGISTRATION

Cost: FREE

Name

Street Address, City, State, Zip

Phone National Producer #

E-mail Address

Agency

Fax Registration to (419)269-1485 or RSVP by phone (419)260-6567
or mail to SMB Construction Company, Inc.,attn.: Jaime Alvarez, 5120 Jackman Rd., Toledo, OH 43613
or e-mail to Jaime Alvarez at jaime@smbconstruction.com

NOTE: ODOI regulations require you to sign in before class, sign out after class, and stay for the duration of the event to receive CE credit. Please bring your National Producer Number. ICT will file your CE credits with the DOI. Certificates of completion will be distributed following class.



UPCOMING CE COURSES:

ETHICS— BUSINESS DICIPLINE FOR INSURANCE PROFESSIONALS

**Required Class*

Instructor: Mike Buchanan
Date: June 27, 2017
Time: 9am-12pm
Location: Cleaner & Dryer
5056 Angola
Toledo, OH 43615

Cost is \$25 Without elite partnership

Course Description

This course is designed to help participants better understand the definitions, concept and purpose of Ethics, Morals and Principals. The course discusses ethics at both personal and professional levels offering insight into the Philosophical and Practical levels and the resulting impact on behavior

NATIONAL FLOOD INSURANCE PROGRAM

Instructor: Mike Buchanan
Date: June 27, 2017
Time: 1pm-4pm
Location: Cleaner & Dryer
5056 Angola
Toledo, OH 43615

Cost is \$25 Without elite partnership

Course Description

This course is intended to help participants better understand Flood Insurance coverage. This course is designed for beginning and intermediate level students. It provides a detailed discussion about the history of flood insurance, the organizational structure and role of the Federal Government in the development/maintenance of the NFIP market, plus it includes a review of the Dwelling and General policy forms, eligibility, requirements, definitions, Community Participation Agreement, the Emergency and Regular program limits, general policy conditions, exclusions and rating information.



Please Register Online :

www.cleaneranddryer.com

Please make Checks Payable to:

Cleaner & Dryer Restoration

5056 Angola Toledo, OH 43615