



TRI-VALLEY INSURANCE PROFESSIONALS

PLEASANTON - LIVERMORE - DUBLIN - SAN RAMON - DANVILLE

Valley News and Views

February, 2012



Established in 1993 TVIP is a local chapter of the National Assoc. of Insurance Women Int'l DRA- International Assoc. of Insurance Professionals

Date to Remember!

February 8th TVIP Monthly Mtg
On the Border – Dublin, CA

Not a Member Yet?

For those of you considering membership in TVIP/IAIP, now is a great time to join. The annual dues are half price for the first year of membership if you join on or after January 1st. Join on-line at:

www.internationalinsuranceprofessionals.org

Take advantage of this great offer to invest in your future by becoming a member of TVIP!



Upcoming TVIP Meeting:

TVIP's February Dinner Meeting
Wednesday, February 8th

1 Hour of FREE CE Credit

Specialty Dwellings

Presented by Julie Rathbun of
Foremost Insurance

On the Border Mexican Grill
4940 Dublin Blvd.
Dublin, CA 94568

Networking 5:30 – 6:00
Business Meeting 6:00

TVIP Board meetings are held immediately preceding the General meetings and are open to all members. Board meetings start promptly at 5:00 p.m. so please plan on arriving shortly before that time if you wish to attend the Board meeting.

For more details, go to the TVIP website at:
www.tvipca.com

President's Message

Happy early Valentine's Day! I hope you enjoy this month's newsletter and can put the information to good use towards your personal and professional growth.

Our January speaker, Jay Ashcraft, gave a dynamic and entertaining presentation on how our personalities affect our views and interactions. We each did an abbreviated Myers Briggs Personality Inventory to better understand ourselves and the people we work with along with strategies for developing complimentary roles.

TVIP's upcoming February meeting comes with a bonus! TVIP member Julie Rathbun of Foremost Insurance will be doing a presentation on specialty dwellings. This is a great educational opportunity plus you will get 1 hour of CE credit free. Please check out the flyer attached to this newsletter for details.

It's time for members to volunteer to serve on the TVIP Nominating Committee. This Committee is responsible for putting together a slate of candidates to fill the offices of President, Vice President, Treasurer and Secretary. If you would like to volunteer to serve on the committee, or are interested in running for one of the elected offices, please contact any of the board members ASAP. The elections must be held no later than April but we would prefer to hold them in March.

Don't forget, membership is ½ price right now. If you're not already a member, now is a great time to join.

See you at the February Dinner Meeting!

With sincere fellowship,
Dina Benigni-Bogaards, CPIW, DAE, CRIS
TVIP President
Lexicat50@yahoo.com



*Resolutions for Aspiring Leaders**



Now that most of us have already given up on our New Years resolutions, perhaps we should re-assess what we should be resolving to do. Instead of the standard “lose weight, get more exercise, watch less TV” type of resolution, how about making resolutions to prepare you for your future as a leader. Here are five resolutions you might want consider:

1. Find a trustworthy mentor. Studies show that leaders with mentors are more likely to succeed professionally and are more satisfied with their careers. Look for mentors that you admire for the values and character rather than just their success. Find someone with whom you have genuine chemistry and who is committed to your development. A sound relationship between the mentor and the mentee will be beneficial to both parties.

2. Form a leadership development group. Having a small group of 6 to 8 people to share personal challenges and discuss important issues can give you the space you need to think deeply about the values and characteristics you want to emulate as a leader. Find people you trust and make a commitment to be one another’s confidential counselors. Meet regularly, share openly and offer honest feedback to each other.

3. Volunteer in a civic or service organization. Participating in a local organization can give you leadership experiences, provide real connections with your neighbors and offer opportunities to serve others. It adds a dimension to your life and character growth that you cannot get at work. You will find the time you spend serving is highly rewarding while broadening your outlook on people and life.

4. Work in or travel to one new country. It has never been more important to get global experience. A survey of more than 500 top MBAs found that on average they had worked in four countries prior to entering graduate school and they expected to work in five more countries during the next 10 years. Having a global mindset and cultural sensitivity is an essential quality for aspiring leaders as business becomes more and more ‘world-wide’.

5. Ask more questions than you answer. It is impossible to have all the answers. It is more important to have a deep curiosity and the ability to ask the right questions. The biggest mistakes are the result of decisions made by people without deep consideration of thoughtful questions. No one person can solve all the problems. One of the roles of a leader is to bring the right people together to address the challenging questions raised by the leader.

* From an article in the Harvard Business Review
by John Coleman and Bill George

TVIP Officers and Committee Chairs

- * President - Dina Benigni-Bogaards
lexicat50@yahoo.com
- * Vice President - Kathy Babcock
Kathleen.babcock@everstre.com
- * Treasurer - Cathie Speakman
Califgem@hotmail.com
- * Secretary - Tiffany Pastorius
Tiffany.Pastorius@ioausa.com
- * Parliamentarian - Tish Riley
Triley@mapfreusa.com
- * Membership Chair - Jackie Tufo
Jatufu@scif.com
- * Programs Chair - Cathie Speakman
Califgen@hotmail.com
- * Education - Julie Rathbun
Julie.rathbun@foremost.com
- * Webmistress – Susan Mann
Susmanccc@yahoo.com
- * Newsletter Editor - Tish Riley
Triley@mapfreusa.com

Get more out of your TVIP experience by serving on a committee. Please contact Dina Benigni-Bogaards to volunteer. Get involved and you’ll be glad you did!



Celebrating TVIP Members!

Happy Birthday to:

None for February

SoCal ICC Meeting Report



The Southern California Inter-coordinating Council Meeting was hosted by the Insurance Women of North San Diego on January 21st. Safelite Auto Glass graciously offered the use of their well-equipped training center in San Diego at no charge.

Our first presenter was Julie Brown, owner and President of San Diego Insurance Staffing. She spoke to us about personal branding and gave helpful hints on how to make the most out of first impressions. For example, if you're unemployed, when you introduce yourself in a networking situation say you are "looking for future opportunities" rather than saying you are unemployed. Also, be sure to indicate what industry or specific career you are interested in like 'Insurance Marketing' or 'Commercial Underwriting'. That gives the person you're speaking to a clear idea of what you are looking for and may even have a lead for you.

The second presentation was given by Kathy Marshall, AICI, CIC, of Paul Davis Restorations. Kathy is also a licensed image consultant (www.KathyMarshall.com). We each filled out a Makeup and Fashion Personality Quiz to help us identify our own 'style' personality. Kathy then demonstrated how a simple black dress could be transformed to fit each type of style and for any occasion through the use of well thought-out jackets, sweaters and accessories. Her tips were very helpful for those of us who travel a lot for business!

Between the presentations, the attendees broke into working groups to discuss ideas and solutions for various situations that occur in our association. One of the groups compiled a list of the benefits of IAIP membership and what the cost of those benefits would be if you had to pay for them elsewhere, e.g., educational courses, membership in other industry organization or the registration fees for other insurance groups' conventions. The results were staggering. No matter what you think about the cost of being a member of IAIP, it is a tremendous bargain for all the benefits you receive.

Many thanks to the Insurance Women of North San Diego did for doing such a great job organizing the meeting. The presentations were helpful and the discussion groups were enlightening. I can't wait for the next ICC Meeting!

Respectfully submitted,
Tish Riley, CIIP, DAE

CE Credits Available in February



February 8th - Impact on Distracted Drivers – 3 CE
Presented by Mike's Auto Body
2260 Via De Mercados, Concord
11:00am – 2:00pm
Sign up online at:
www.mautobody.com/CETraining.html

or

Contact Sal Contreras at:
scontreras@mautoboda.com

February 8th – Specialty Dwellings
Hosted by TVIP with Julie Rathbun presenting
On the Border Mexican Grill
4940 Dublin Blvd., Dublin
Networking 5:30, Meeting 6:00
RSVP to Cathie Speakman at:
califgem@hotmail.com

February 15th – Environmental Insurance Introduction – 3 CE
Presented by the Surplus Line Assoc. of CA
PG&E Conference Center Auditorium
245 Market Street, San Francisco
8:30am to 11:30am
Register online at least 5 days prior at:
www.sla-cal.org
or contact Vienna Murray at:
vmurray@slacal.org



Helpful Website Links

- California Council of IAIP: www.cacouncilnaiw.com
- Region VIII of IAIP: www.regionviii.com
- IAIP: www.internationalinsuranceprofessionals.org
- CA Dept. of Insurance: www.insurance.ca.gov
- American Institute for CPCU: www.aicpcu.org
- Insurance Educational Assoc.: www.ieatraining.com
- Ins. Scholarship Foundation of America:
www.inssfa.org
- The National Alliance: www.scic.com

EMPLOYMENT OPPORTUNITIES

Farmers Insurance Agency Office – San Ramon

Part-time position available, M-F 5 hours a day, for a Customer Service Representative. Bi-lingual in Spanish a plus, compensation based on experience, all lines of business.

Contact and/or send resume to Dina Benigni – lexicat50@yahoo.com

Construction Mechanical Company – San Jose/Santa Clara Area

Construction Mechanical Company is looking for a part-time afternoon front desk administration person.

Job Requirements:

1. Part-time schedule Monday thru Friday 12:00 to 5:00.
2. Answer phones
3. Service calls....open service customer request...dispatch call to our service tech.
4. Receive daily mail and distribute.
5. Data entry...Accounts payable invoice entry, file records to the correct job and open AP.
6. Accounts receivable...daily AR deposit. Pull job record to record payment and file.
7. Assist Controller with other light admin duties.

Contact: Mercedes Perez – mercetp@yahoo.com

USLI – United States Liability Insurance Group – San Ramon

Looking for Professional Underwriter – for more details – contact Dina Benigni @ lexicat50@yahoo.com

Bone, Robertson & McBride Inc. - Concord

Looking for Certificate Desk Professional

For more details contact: Don Bone @ Bone, Robertson & McBride Inc.

P.O. Box 997

Concord, California 94522

925-674-1000

Fax 925-674-0188

Don@brmins.com

IOA Insurance Services - Pleasanton

Position Title: Account Assistant
Location: Pleasanton, CA
Status: Full Time
Start Date: Open Immediately

Primary Responsibilities:

The issuing of new and renewal certificates is critical to the support of IOA policyholders. IOA Insurance Services is seeking a candidate who can fulfill our immediate need for this critical position and who also shows the potential to grow professionally toward advanced positions in client services. The Certificates Assistant will be responsible for issuing all certificates for two service units in the Pleasanton office.

Additional Duties:

Additional duties will include account support indicating the candidate's development toward an Assistant Account Manager position. This will include, but is not limited to:

- Ordering Loss Runs, Motor Vehicle Records, and Issuing Auto ID Cards
- Sending Underwriting Renewal Information requests to insureds
- Issuing policy endorsements, cancellations and handling related billing matters
- Preparing Proposals, Policy Summaries and other documents as needed
- Checking Policies for accuracy

Reporting:

This position has a matrixed reporting status, which includes taking direction on a day-to-day basis from a team of 3 or more Account Managers, as well as the regional Operations Manager.

Career Track:

Insurance Office of America is one of the 10 largest privately held insurance agencies in the country. We are growing quickly, and are seeking a candidate with the potential to advance toward a broader client services role, with an interest in Account Assistant and Account Management roles.

Skills Required:

- Working knowledge of Agency Management Systems, preferably Applied
- Working knowledge of Microsoft Office applications
- Excellent customer services skills, both verbal and written
- Strong organizational skills with the ability to multi-task and take ownership for task completion

Other Requirements:

- Positive mindset, flexible to changing work environments, the ability to work both independently and as part of a team, and a good sense of humor!
- Minimum A.A. Degree or Equivalent
- Obtain California Fire & Casualty Insurance License within 6 months of hire

Salary:

Negotiable, commensurate with experience

Contact: Contact &/or send resume to Dina Benigni – lexicat50@yahoo.com

INDIVIDUALS LOOKING FOR OPPORTUNITIES

Dina Benigni – Over 25 years experience - Insurance Specialist specializing in OCIP/CCIP Insurance Programs/Administration, Property Management, Contract Work, WC Claims Med Tech/Liaison, Commercial/Personal Lines, Organization/Time Management, Special Projects and much more. – For more details/resume contact lexicat50@yahoo.com.

Michelle Ortiz – 16 years WC claims examiner experience - For more details/resume contact lexicat50@yahoo.com.

Barbara Gulick – Over 25 years experience – Commercial, Property Casualty – Underwriting/Management and more. – Looking in the Arizona area! For more details/resume contact bargme@hotmail.com

NETWORKING GROUP FOR UNEMPLOYED & UNDEREMPLOYED OR THOSE LOOKING TO CHANGE CAREERS

SING (St. Isidores Networking Group) for professionals to meet, networking, listen to speakers, discussions for career changes, employments leads, etc. Find on LinkedIn and sign up: Weekly meetings Monday nights at 7pm – 440 La Gonda, Danville CA.

Your Association Needs You!



It's that time of year again.....

Election time is coming for TVIP and we need volunteers!!!

Would you like to serve on the Nominating Committee and help put together a slate of officers for the July 1, 2012 to June 30, 2013 term?

Do you know someone you would like to nominate for an officer position or are you interested in running for office?

Any member can volunteer to serve! Remember, the more involved you are, the more you get back.

If you are interested in serving on the committee, nominating someone or running for office yourself, please fill out the attached form and forward it to Dina Benigni-Bogaards at lexicat50@yahoo.com

Volunteer...you'll be glad you did!

Tri-Valley Insurance Professionals

2012-2013 Elections Sign-up

Yes, I would like to serve on the Nominating Committee

I would like to make the following nomination(s):

For the position of President: _____

For the position of Vice President: _____

For the position of Treasurer: _____

For the position of Secretary: _____

I am interested in running for the following position:

___ President

___ Vice President

___ Treasurer

___ Secretary



Your Name: _____ Phone # _____

Email Address: _____

Please complete this form and return to Dina Benigni-Bogaards at:

lexicat50@yahoo.com