



Cover Notes

May 2019

San Francisco Insurance Professionals

Affiliated with the International Association of Insurance Professionals

EFFECTIVE 11/2018 : P.O. Box 505 San Francisco, CA 94104

President's Message

May President's Message

Thank-you Marie Meadows, for arranging for Sean Gaudio of EFI Global to be our April Lunch and Learn guest speaker and his exciting speech, "Working the Fire Scene". This meeting was highly informative and there was plenty of interaction with the audience. Sean did a terrific job and kept us entertained. He is highly knowledgeable and passionate about being a fire inspector. Thank you Sean!!

During our Lunch and Learn meeting, we also held the election for the 2019/20 Slate of Officers. 50% of the attendees at the luncheon were members and the vote unanimous for the incoming Slate of Officers! Thank-you Marie Meadows, Chair and her committee of Ben Potter, Cassandra Yu, Maritza Portillo and Tevea Him for their time on the Nominating Committee. There are still positions available to chair or be a committee member. Please let Marie know if you are interested in chairing or being a committee member. To learn more about what each committee does, please refer to SFIP

Our next meeting will be the Industry May Luncheon at Morton's Steakhouse on May 22nd. Our guest speaker will be Insurance Commissioner Lara. If you haven't made your reservations for this event, please go to our website and RSVP. We are also looking for sponsorship for this event. Please see attached flyer for more information.

You might recall that IAIP no longer has an annual membership dues date of July 1st of each year. The date that you were accepted as a member is your anniversary date. If you received your renewal membership reminder via email, please go to the website to renew. If you did not receive an email and you know that your renewal is coming up, kindly contact **Amanda Hammerli, CMP**, Director of Membership, IAIP, 3525 Piedmont Rd, Building 5, Suite 300, Atlanta, GA 30305 P: +1.800.766.6249 x2 E: membership@iaip-ins.org W: www.internationalinsuranceprofessionals.org and ask her for your renewal application. If you can't remember your ID and password, she can also assist. It's important that you reach out to Amanda if you retire, change jobs, move, etc. so your contact information will be current. Who knows, if you're looking for a job, this may be where someone might be searching for your contact information!

In just a few short weeks, it will be the 78th Annual IAIP Convention in Reno, NV from June 6-8, 2019. Marie Meadows and I have registered and will be there representing SFIP. Rae Lynn Zachary is also registered to attend the convention. Is there anyone else from our chapter going? Please let me know if you are. There is a President's Dinner for Region VII that we will be attending to honor Kim Cameron, RVP. Alison Holmes is in charge of this event and I know that it will be a fun evening. Marie and I have signed up for many

workshops and will be kept busy in-between meetings. We will report next month what went on.

Welcome back to our chapter Jenny Chea-Vaing! She is coming back to us full force after being MAL and will be the 2019 Community Service Chair. Our first event of the year is the 2019 SF Aidswalk on July 14, 2019. This event is close to my heart because of my beloved brother-in-law George. I have participated in this walk in his honor for over 20 years. I hope that you will join our team or donate to the cause. More details to follow.

On Saturday, May 18th, Susana Baja, Celeste Ing, Renee Fazeli and Jenny Chea-Vaing are joining me for the Bubble Run. This is going to be a fun event in San Jose. They are looking for friends and family members that don't want to run but want to volunteer to help at the event. If you are one of these people, please sign up and you will receive a \$25 merchandise credit when you complete your volunteer shift. Go to the website below and find an open slot you are interested in. <https://www.signupgenius.com/go/409084ba4ac2da7f94-sanjose>

For those of you who remember Jennifer Day, she had two major strokes and was diagnosed with ALS. If you wish to send her a card, her address is: 8239 Aldea St., Dublin, CA 4568.

Please Save the Date for the SFIP Installation Luncheon on June 18, 2019. More details to come.

Yours in fellowship,

Annette Ing-Firmeza

Cover Notes photo by:

Ginaburningsky

Gina Thomas Patterson, CISR-Elite, CPIW, DAE, CLP



April Lunch & Learn



Donation to Salvation Army



Donation to ARF



San Francisco Insurance Professionals

*Affiliated with NAIW (International) dba: International Association
of Insurance Professionals*



*July 1, 2019 to June 30, 2020
Slate of Officers!!*

San Francisco Insurance Professionals Incoming Board:

PRESIDENT ANNETTE ING-FIRMEZA

PRESIDENT-ELECT MARIE MEADOWS

VICE PRESIDENT ALLEN SHIU

TREASURER BEN POTTER

SECRETARY ALEXIS BRITTAIN

DIRECTOR JENNY SCHAEFFLER

DIRECTOR ERIC BROWN

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Happy Mother's Day

A mother is your first friend, your best friend, your forever friend. —Unknown

"When you are looking at your mother, you are looking at the purest love you will ever know." —
Charley Benetto

"Mother is the heartbeat in the home; and without her, there seems to be no heart throb." —Leroy
Brownlow

"Mothers are like glue. Even when you can't see them, they're still holding the family together." —
Susan Gale

***"My Mother: She is beautiful, softened at the edges and tempered with a spine of steel. I want to
grow old and be like her."*** —Jodi Picoult

"Mother is the name for God in the lips and hearts of little children." —William Makepeace
Thackeray

"The influence of a mother in the lives of her children is beyond calculation." —James E. Faust

"It may be possible to gild pure gold, but who can make his mother more beautiful?" —Mahatma
Gandhi

"There is no role in life that is more essential than that of motherhood." —Elder M. Russell Ballard

"Youth fades; love droops; the leaves of friendship fall; A mother's secret hope outlives them all." —
Oliver Wendell Holmes

"Motherhood is the exquisite inconvenience of being another person's everything." —Unknown

"Only mothers can think of the future because they give birth to it in their children." —Maxim Grosky

"My mother was my role model before I even knew what that word was." —Lisa Leslie

"To describe my mother would be to write about a hurricane in its perfect power." —Maya Angelou

***"Motherhood is the biggest gamble in the world. It is the glorious life force. It's huge and scary – it's
an act of infinite optimism."*** —Gilda Radner

"A mother's arms are made of tenderness and children sleep soundly in them." —Victor Hugo

"A mother is she who can take the place of all others but whose place no one else can take." —
Cardinal Mermillod

***"A mother's happiness is like a beacon, lighting up the future but reflected also on the past in the
guise of fond memories."*** —Honore de Balzac

"The art of mothering is to teach the art of living to children." —Elaine Heffner

*"In the mother's eyes, her smile, her stroking touch, the child reads the message: 'You are there!'"
—Adrienne Rich*

"If love is as sweet as a flower, then my mother is that sweet flower of love." —Stevie Wonder

"Mothers hold their children's hands for a short while, but their hearts forever." —Unknown

"Mother's love is peace. It need not be acquired, it need not be deserved." —Erich Fromm

*"Being a full-time mother is one of the highest salaried jobs since the payment is pure love." —
Mildred B. Vermont*

*"When you look at your mother, you are looking at the purest love you will ever know." —Mitch
Albom*

"There is no way to be a perfect mother, and a million ways to be a good one." —Jill Churchill

*"There is no velvet so soft as a mother's lap, no rose as lovely as her smile, no path so flowery as
that imprinted with her footsteps." —Archibald Thompson*

*"A mother's love is everything. It is what brings a child into this world. It is what molds their entire
being. When a mother sees her child in danger, she is literally capable of anything. Mothers have
lifted cars off of their children, and destroyed entire dynasties. A mother's love is the strongest
energy known to man." —Jamie McGuire*

*"A mother is clothed with strength and dignity, laughs without fear of the future. When she speaks
her words are wise and she gives instructions with kindness." —Proverbs "Motherhood:*

All love begins and ends there. " —Robert Browning



San Francisco Insurance Professionals

Invites you to our Annual Celebration of IAIP Week May Industry Luncheon
On May 22, 2019

Location: Morton's
400 Post Street
San Francisco, CA

Time: 11:30am Check In and Networking
12 noon Program and Lunch Begins

We are very honored to have Insurance Commissioner Ricardo Lara as our Keynote Speaker.



LUNCHEON TOPIC: State of the Insurance Market in California

California Insurance Commissioner – Ricardo Lara, Sacramento, CA

Raised in East Los Angeles by immigrant parents, Commissioner Ricardo Lara made history in 2018 by becoming the first openly gay person elected to statewide office in California history. Commissioner Lara previously served in the California Legislature, representing District 50 from 2010 to 2012 and State District 33 from 2012 to 2018. Commissioner Lara earned his BA in Journalism & Spanish with a minor in Chicano Studies from San Diego State University.

Menu

Casear Salad

Choice of Entrees

6 oz. Center Cut Filet Mignon

Broiled Salmon

Chicken Christopher

(Vegetarian option available)

Dessert: Key Lime Pie

Price: \$70 per person or
\$100 sponsorship includes
company recognition on sponsorboard

RSVP no later than May 10, 2019

To: Marie Meadows 781-332-8276
mmeadows@imu.com

OR

Please go to our website to access PayPal:

www

PLEASE NOTE NO SHOWS ARE REQUIRED TO PAY, REGARDLESS OF REASON, AS WE ARE BILLED BASED ON OUR CONFIRMATION

Sponsorship Opportunities Are Available:

SFIP is a non-profit organization dedicated to providing professional education, an environment to build business alliances, and opportunities to make connections with people of diverse career paths and levels of experience in the insurance industry. The San Francisco Chapter is also active in the local community with such organizations as the ARF, Children's Hospital, Salvation Army, West Coast Boxer Rescue, Asian Art Museum and the San Francisco Veteran's Hospital. We invite you to become an honored sponsor of our luncheon. All Sponsors will be recognized in the program:

General Sponsors \$100

Includes acknowledgement in the program and sponsor board

Please make sponsorship checks payable to: SFIP and send to Marie Meadows at the address below by May 10, 2019 or pay online:

Marie Meadows
One Sansome Street, Suite 1550
San Francisco, CA 94104
ph. 781-332-8276
Email: mmeadows@imu.com



2019 CALENDAR & SAVE THE DATES

May

7th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list.

12th – Happy Mother’s Day

22th – May Industry Luncheon – Morton’s Roy’s Restaurant –see flyer

JUNE

4th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list

6th - IAIP Intl Convention – Nugget Casino Resort in Reno, Nevada

7th – Giants Game & Tailgate See attached flyer

18th - SFIP Installation Luncheon on June 18, 2019

July

9th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list.

August

7th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list.

Sept

4th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list

Oct

4th -5th – CA Council – Glendale CA – TBD Details coming soon.

8th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list.

11th - Annual SFIP Golf Tournament – TBD details to follow

Nov

5th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list.

Day at the Races – TBD, details coming soon

<u>Dec</u>	<p>10th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list</p> <p>Annual Holiday Party – TBD details to follow</p>
<u>January</u>	<p>7th - Board Meeting at Aon Risk Solutions, 425 Market Street, Suite 2800, SF - All members are welcome to attend and see how the business of the association is conducted, just let Annette Ing-Firmeza (Annette.ing-firmeza@aon.com) know that you will be attending so you can be added to the guest list</p>

For information about other local IAIP Chapters' events, check the CA Council calendar at caciaip.org/events

AMERICAN LUNG ASSOCIATION. FIGHT FOR AIR CLIMB

Every Step Counts

Share: f t in

2019 Fight For Air Climb - San Francisco, CA

33 days to the climb!

When: June 1, 2019 8 AM (PT) Register Now

Where: 555 California 52 Floors, 1,197 Stairs Event Details

Contact: Josh Grosswirth 510-982-3158 Contact Us

When you participate in a Fight For Air Climb event, you are stepping up to make a positive impact for those affected by lung disease. You will raise funds to support the American Lung Association's mission while climbing the stairs of a skyscraper.

Whether you are climbing alone or with friends and family, for a healthier lifestyle or in honor of all those who are affected by lung disease, you will achieve a sense of personal accomplishment when you reach the top. Defeating the physical challenge and reaching the height of your fundraising potential will be a gratifying experience. Every Step Counts as we move forward in our fight for healthy lungs and clean air!

Register today, and we will help you from the first step in your Climb experience all the way to the finish line. There is no elevator to a cure; you have to take the stairs. [Contact us with questions or for more information.](#)



[More than 26,000 participants from 44 Climb events across the country came together last year to raise more than \\$7.4 million. This year, you can join the challenge and raise money to help provide life-saving lung health research, patient education and public policy efforts. The Fight For Air Climbs vary in the number of stairs to climb, but each event offers an opportunity for teams and individuals to challenge themselves. And every step you take moves us forward in our fight for healthy lungs and clean air.](#)

[Please contact Allen Shiu \(allenshiu@outlook.com\) if you would like to join his team. Cost to register is \\$35, but if you use the promo code Facebook15 at checkout, you save \\$10.](#)



Dodgers

Vs

GIANTS

SFIP Giants Game and Tailgate

Friday, June 7, 2019

Tailgate starts at 6:00pm

Game Starts at 7:15pm

Price for ticket, Food and Drinks

\$35.00



ORACLE PARK, SAN FRANCISCO

ALL YOU CAN EAT FOOD AND DRINKS

MUST R.S.V.P. by May 24, 2018

Maritza Portillo @ maritza.portillo@aon.com

To purchase tickets please visit: <https://www.sfcnaiv.com/calendar-of-events/tailgate>

DID YOU KNOW?

Subject: Shell Oil Co.

Here is the article that you may not have received from the Shell Oil Company:

Please send this information to ALL your family & friends, especially those who have kids in the car with them while pumping gas. If this were to happen, they may not be able to get the children out in time.

Shell Oil Comments --- A MUST READ! Safety Alert!

Here are some reasons why we don't allow cell phones in operating areas, propylene oxide handling and storage area, propane, gas and diesel refueling areas.

The Shell Oil Company recently issued a warning after three incidents in which mobile phones (cell phones) ignited fumes during fueling operations.

In the first case, the phone was placed on the car's trunk lid during fueling; it rang and the ensuing fire destroyed the car and the gasoline pump.

In the second, an individual suffered severe burns to their face when fumes ignited as they answered a call while refueling their car!

And in the third, an individual suffered burns to the thigh and groin as fumes ignited when the phone, which was in their pocket, rang while they were fueling their car.

You should know that Mobile Phones can ignite fuel or fumes. Mobile phones that light up when switched on or when they ring release enough energy to provide a spark for ignition.

Mobile phones should not be used in filling stations, or when fueling lawn mowers, boat, etc.

Mobile phones should not be used, or should be turned off, around other materials that generate flammable or explosive fumes or dust, (i.e., solvents, chemicals, gases, grain dust, etc.)

To sum it up, here are the Four Rules for Safe Refueling:

- 1) Turn off engine
- 2) Don't smoke
- 3) Don't use your cell phone - leave it inside the vehicle or turn it off
- 4) Don't re-enter your vehicle during fueling.

Bob Renkes of Petroleum Equipment Institute is working on a campaign to try and make people aware of fires as a result of static electricity at gas pumps. His company has researched 150 cases of these fires.

His results were very surprising:

- 1) Out of 150 cases, almost all of them were women.
- 2) Almost all cases involved the person getting back into their vehicle while the nozzle was still pumping gas. When finished, they went back to pull the nozzle out and the fire started, as a result of a static spark from their bodies that was generated by sliding across the seat while getting out of the vehicle .
- 3) Most had on rubber-soled shoes.
- 4) Most men never get back in their vehicle until completely finished. This is why they are seldom involved in these types of fires.
- 5) Don't ever use cell phones when pumping gas.
- 6) It is the vapors that come out of the gas that cause the fire, when connected with static charges.
- 7) There were 29 fires where the vehicle was re-entered and the nozzle was touched during refueling from a variety of makes and models. Some resulted in extensive damage to the vehicle, to the station, and to the customer.
- 8) Seventeen fires occurred before, during or immediately after the gas cap was removed and before fueling began.

Mr. Renkes stresses you should NEVER get back into your vehicle while filling it with gas. If you absolutely HAVE to get into your vehicle while the gas is pumping, make sure you get out, close the door **TOUCHING THE OUTSIDE METAL OF YOUR VEHICLE**, before you ever pull the nozzle out.

This way the static from your body will be discharged before you ever remove the nozzle.

As I mentioned earlier, companies now are really trying to make the public aware of this danger.

I ask you to please send this information to ALL your family and friends, especially those who have kids in the car with them while pumping gas. If this were to happen to them, they may not be able to get the children out in time.

Thanks for passing this along.

Safety Corner

Presented by Eric Brown & Allen Shiu – Safety Co-Chairs

Are You an Office Worker? Why Your Health May Be at More Risk Than You Think

By Michael D. Shaw

While office workers typically feel that they are safe on the job and don't have to worry about health issues or injuries, the fact is that accidents and illnesses can crop up anywhere. People often slip, trip, or fall at work; have poor posture or strain their eyes; and are at risk of items falling on them, fires breaking out, or having to deal with poor air quality, to name just a few things.

In addition, keep in mind that if you're like lots of other people working in an office, you probably end up sitting at a desk for up to eight, if not, even more, hours every day. While you might feel like you have to put in the long hours at work in order to get where you want to with your career or business, the sad fact is that human bodies just weren't designed to be mobile for so long, and the load can be too much to bear.

Long hours sitting in one spot; repetitive motions such as typing; and a variety of office hazards, can all add up to numerous negative consequences for your health. These, in turn, can lead to you having to take time off work, or even face much more challenging, and even life-threatening, obstacles. If you need to make your health more of a priority this year, read on for the lowdown on the risks of working in an office that you might not have thought about, and what you can do about it today.

Common Office Hazards and Health Risks

Some of the most common injuries seen in offices are that of people hurting themselves when they slip, trip, or fall. This often happens when the floor surface becomes wet and slippery, or when there are too many things in the way on the floor for people to trip over. Accidents also happen when people fall off ladders, or when they use unsuitable things, like boxes or unstable crates, to climb up and reach for items.

Slips, trips, and falls can lead to a variety of injuries, but in particular cause neck and back pain and head injuries. Office workers commonly come away with

sprains, strains, and breaks, too, especially of wrists, arms, legs, and ankles. These can happen due to the causes mentioned above, as well as from falling objects, or from attempting to lift, carry, or handle heavy or awkward objects alone, at difficult angles, or in cramped places.

Repetitive motion injuries (which cause strained muscles and tendons, particularly in the neck, hands, and arms) are also a big issue for office workers and happen more often than you might think. They typically occur because people spend so many hours writing, typing, drawing, or otherwise using computers and paper in a less-than-ideal way. Apart from the long-term and severe pain that people can suffer as a result, repetitive motion injuries can also lead to problems like vision issues and carpal tunnel syndrome.

Sitting at a desk all day can also be a major health hazard. According to a study in the *Annals of Internal Medicine*, sedentary behavior can increase your risk of developing a disease or chronic condition, which can lead to premature death. For example, you are more likely to develop cardiovascular disease, Type 2 diabetes, and various forms of cancer. Even if you exercise, sitting for long periods of time can still be a big issue. Heart disease is more likely too, as is your chance of suffering from herniated lumbar discs in your back, and other types of tendon and muscle-related problems.

Tips for Staying Safe and Healthy

To help yourself stay healthier and be safe at work, there are numerous things you can do. For starters, watch where you're working, and keep workspaces neat and tidy so that you'll have fewer hazards around to trip over or fall on you. Use safe techniques when moving, carrying, lifting and storing items, particularly heavy, bulky and awkward ones; and get assistance from your co-workers or aids such as forklifts and wheelbarrows.

You need to make sure that you use ergonomic equipment such as the right desks and chairs too. Plus, always take regular breaks to get up, move around, stretch, and blink your eyes. Make sure ladders are used correctly and regularly maintained, and replace pieces of equipment in the office which are faulty or old.

What to Do If You Get Hurt

If you get hurt in the workplace, take note of the specific details of the incident. Note the date, time, and location of the accident; the events leading up to it; and the environmental conditions at the time. Try to take photos if possible, and record the names (and statements if possible) of any witnesses to the event.

It is often wise to get some legal representation if you're thinking about putting in a workers' compensation or another claim after you have been hurt or developed an illness at work. In particular, make sure you seek out a specialist in the area, such as a Corpus Christi personal injury lawyer, so that you get the best and most up-to-date advice.

About the Author

Michael Shaw is an MIT-trained biochemist and former protege of the late Willard Libby, the 1960 winner of the Nobel Prize in Chemistry. Based in the Greater Washington (DC) Area, Michael is a frequent writer and speaker about a variety of public health issues.



Good news! Early Bird Registration for the 2019 IAIP Convention at the Nugget Casino Resort on June 6-8, is now open. **Register Now and Save \$100!**



Back by popular demand is the fun and informative Community Café, our Awards luncheon, a top notch education curriculum, free time to explore the Reno/Tahoe area, and our keynote speaker is Tony Canas - **the Insurance Nerd!**

Don't miss out on what's NEW this year: the YNP's "Lip Sync Nerd" battle, a Latin Dance class FIT activity, a newly formatted **IAIP Ignite** luncheon, optional group tours, and much more!

Register Now!

www.internationalinsuranceprofessionals.org/mpage/2019_regtn

2018 S.E.I.P

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TECHNOLOGY (WEBSITE & COVER NOTES)	MARIE MEADOWS	IMU MMEADOWS@IMU.COM

Expand Your Knowledge Base!!!

IAIP National will continue Webinar Wednesdays in 2019 and most of these are **FREE** to members (Non-Members can join for a nominal fee), so be sure to take advantage of the perks of your membership and the educational opportunities.

Mark your calendars for these informative webinars.

WEBINARS	LEARNING TRACK	WEBINAR TITLE / TOPIC	PRESENTER	COST
JANUARY (1.16.19)	Industry Trends	Identifying and Prosecuting Disaster Relief Fraud	Michael Parker	no charge IAIP members, \$15 non-members
FEBRUARY (2.20.19)	Industry Trends	Why the Need for Long-Term Care Insurance?	Polly Jones	no charge IAIP members, \$15 non-members
MARCH (3.20.19)	Industry Trends	Sharing Economy Hazards and Exposures	Penny Duer	no charge IAIP members, \$15 non-members
APRIL (4.17.19)	Association Leadership	Local Association Financial Control and Workings	Tammy Wascher	no charge IAIP members, \$15 non-members
MAY (5.15.19)	Industry Trends	Personal Disaster Preparedness	Sue Quimby	no charge IAIP members, \$15 non-members
JULY (7.17.19)	Association Leadership	How To Make the Most out of Scholarships and Grants	Tracy Oestreich	no charge IAIP members, \$15 non-members
AUGUST (8.21.19)	Industry Trends	Changing Insurance Requirements for Contractors	Jen Christensen	no charge IAIP members, \$15 non-members
SEPTEMBER (9.18.19)	Industry Trends	Internet of Things (IoT)	TBD	no charge IAIP members, \$15 non-members
OCTOBER (10.16.19)	Industry Trends	Bad Faith Claims	Michael Parker	no charge IAIP members, 15 non-members
NOVEMBER (11.20.19)	Career Development	TBD	TBD	

Note: The Association Leadership Webinars will focus on ways to grow and maintain your chapters, they are highly recommended for all members. Remember – You get out of the association, what you put into it. Be part of the growth and success of IAIP!!

Find full details and links to register can be found here:

<http://www.internationalinsuranceprofessionals.org/page/eLearning>



COMMUNITY **LEADERSHIP** **EDUCATION**

Are you an insurance professional looking to advance your career?

**GO
ALL
IN**



It's Renewal Time!!! (for most of us!!)

Go All In and Insure Your Future by renewing your membership!

Use your member benefits. Check out the tools and resources available to enhance your career, expand your network, learn something new and have some fun along the way.

Renew your IAIP membership TODAY!

If you are one of the many members whose membership renews on July 1 each year, you should have received an e-mail from the National Office reminding you to renew – just click the link in your e-mail and follow instructions to renew.

If for some reason you did not get a renewal alert (changed jobs, changed e-mail addresses, etc.), you can still get your renewal done - The process is easy, and takes just a couple of minutes, open your browser and go to:

<http://www.internationalinsuranceprofessionals.org/Login.aspx>

Sign in and choose the renew now link on the Right hand side of the screen

(If you forgot your user name, send an e-mail to membership@iaip-ins.org and Amanda will help you.)

You are Invited to Play in the
San Francisco Insurance Professionals
15th Annual Golf Tournament

Friday, October 11, 2019

Tilden Park Golf Course
10 Golf Course Dr. Berkeley, CA 94708

Registration: 7:30 am

Shot Gun Start at 8:58 am – Best Ball Play

**BBQ Buffet and Awards Presentation Following the Completion of the
Tournament, be sure to stick around – invite your family and friends to join
the Buffet (See options below)**

The Fun includes:

Closest to the Hole, Longest Drive and Raffle Prizes

**Entry Fee: \$130 per player – includes Green Fee, Bucket of Range Balls,
Cart Fee, Buffet and TONS of FUN!**

Entry Deadline: September 27, 2019

Entry form for SFIP's 15th Annual Golf Tournament

Name: _____ Company: _____ Enclosed is my check for \$ _____
Phone: _____
E-Mail: _____

(Receipt Available Upon Request)

Please group me with:

Please Mail Your Check (Payable to SFCNAIW) To:

Annette Ing-Firmeza,
Reservations
San Francisco Insurance Professionals
c/o Aon Risk Solutions
425 Market Street, #2800
San Francisco, CA 94105
Phone: (415)486-7275 (direct)
annette.ing-firmeza@aon.com

- Single Golfer - **\$130**
- Foursome, including Golf, BBQ Buffet and Name on a Hole - **\$585**
- Sponsor a Hole, no golfers (Company name on Signage, tee-side networking available) - **\$140**
- We would like to donate a prize/or prizes for the tournament, contact me to set up
- No Golf, attend the BBQ buffet only - **\$40 each** - # _____ Needed

We accept payments by credit card using PayPal. Visit
the calendar page of our website at
www.sf-ip.com/calendar

NOTE: NO SHOWS ARE REQUIRED TO PAY, REGARDLESS OF REASON