



Region IV



I think we have one of the very best examples of passion for NAIW and love and friendship right here in Region IV. Shirley Butterhoff was so excited about getting to go to the Region IV Conference this year. As a founding member of the Kentucky State Association of Insurance Women her heart is wrapped all around NAIW. Bad health has kept her from going to conferences in the last few years, but her passion for NAIW kept her trying.

This year Shirley felt she was well enough to make the trip. She put on her oxygen and drove from Frankfort to Lexington to pick up her friend, Martha Woodside, and they were going to the conference together! Shirley drove all the way to Canton. She and Martha arrived on Wednesday so they could rest up before the conference began. As fate would have it, Shirley was not able to attend convention after all. She was hospitalized in Canton on Thursday afternoon with what has been called a case of influenza and did not get to enjoy the fellowship she so desired.

The “love story” now came to bear. Martha spent most of the day on Thursday with her friend so she would know that she was not alone in a strange city. She also made numerous phone calls and visits to the hospital to see that Shirley was doing all right. All this was done even after she received a phone call saying her own husband had to have emergency surgery at home.

Bill had family with him that could stand in her place and keep her informed that all was going well with him, so she decided that Shirley needed her more at this time. If that isn't love, I don't know what is.

Shirley was improving and they were looking forward to her release on Sunday and the trip home to Kentucky. Again, their plans were changed. Shirley took a turn for the worse on Sunday and could not be released. The last I heard she was in a semi-conscious state. Martha decided to stay over another night because Shirley's family was not yet in Canton. Besides, someone would need to drive Shirley's car back.

As I said in the beginning, Shirley's passion for NAIW that led her to try to the utmost of her ability to attend our conference and Martha's love for her friend are two of the best examples of the loyalty and fellowship that NAIW helps build. I'm proud to say I know and love both of these fine women.

Please keep Shirley, Martha and their families in your prayers.

Peggy Eubanks



**Live simply.
Love generously.
Care deeply.
Speak kindly.
Leave the rest to God.**

Another sad bit of news.....
Indiana State Director Margie Barker lost her Mother on March 28, 2006. Ayako Barker was 70 years old and passed away at home.

Submitted by
Karen Steph



**KENTUCKY STATE ASSOCIATION
EDUCATION MEETING
MAY 19TH & 20TH, 2006**

Hosted by: Northern KY Association of Insurance Women

Registration Price: \$35.00 per person, Saturday Continental Breakfast, 2 hours CE Seminar and Luncheon.
MAKE CHECK PAYABLE TO NKAIW, DUE BY 05/01/06

**Send Reservations to: Peggy Eubanks, ARA, CPIW
C/O Cincinnati Life Insurance Co.
6200 South Gilmore Road
Fairfield, OH 45014**

Or email to: peggy_eubanks@cinfin.com

Will be there for State Dinner on Friday Evening: _____ YES _____ NO

Hotel Location: Hampton Inn Dry Ridge, 1200 Cull Road, Dry Ridge, KY. Exit # 159
Off of I-75. Hotel phone number 1-859-823-7111

ROOM COST: \$72.00 FOR DOUBLE (BLOCK OF ROOMS RESERVED IN THE NAME OF *Northern Kentucky Association of Insurance Women* UNTIL 05/01/06
(Confirmation # 82027251)

Friday night- May 19th, 2006

Saturday – May 20th, 2006

State Dinner 7 pm (or there about)
Fun and Games- Back at the hotel
Snacks provided

Continental Breakfast at Hotel
Registration at Triple Crown Country Club
2 hr CE Seminar – Insurance Fraud / How to Prevent it
Instructor – Helen Allen, CPIW
Luncheon
Business Meeting

NAME: _____

LOCAL ASSOCIATION: _____

DAYTIME PHONE: _____ FAX: _____

E-MAIL ADDRESS: _____

WILL ATTEND FRIDAY NIGHT DINNER: _____

KSAIW
ACHIEVE YOUR DREAM PARTICIPANTS



**KSAIW RECRUITE-A-MEMBER
PARTICIPANTS**



Michelle Roberts-NKAIW-3
Mary Stafford-LAIP-2
Diana Tutt-BGAIW
Jackie Seaton-SKAIP

Region IV Census Report 3/1/06



| | | | |
|----------|---------|----------|------|
| Michigan | Indiana | Kentucky | Ohio |
|----------|---------|----------|------|

Local Associations – 39
Members - 899
Members at Large (MAL) - 17
CPIW/CPIM - 352
CPCU - 23
DAE - 43



The *Southern Kentucky Association of Insurance Professionals* held a "Come & Go" reception on Tuesday afternoon, March 7 in the Thoroughbred Square Office Building in Bowling Green, KY. The membership committee sent or personally hand-delivered invitations to many Bowling Green insurance agencies with the hope of attracting new members to our group. Refreshments were served, scrapbooks and other association keepsakes were displayed, and membership information was made available. We had seven guests in attendance and they seemed to enjoy their time with us. Oh yeah – door prizes were given away, too!

SKAIP members now have the responsibility of following up with all of these visitors and encouraging them to consider joining NAIW and SKAIP!! ☺

As President of SKAIP I commend the membership committee for their hard work! They did a great job! And the entire association came together as a wonderful TEAM --

Job Well Done!!!
Jacqueline Seaton
Association President

Discover Southern Kentucky



BOWLING GREEN, KY---The region's most twisted wooden coaster was announced recently at Beech Bend Park & Splash Lagoon. The "Kentucky Rumbler" wooden coaster will be the only coaster in the world to feature three exciting station fly-bys, built right into the station walls! You'll get plenty of up-close views of the high-speed train as it whizzes around the track," says park owner, Dallas Jones. "The coaster's first drop was inspired by the classic, but now extinct, Rye Aeroplane, considered to be one of the best wooden coasters ever built."

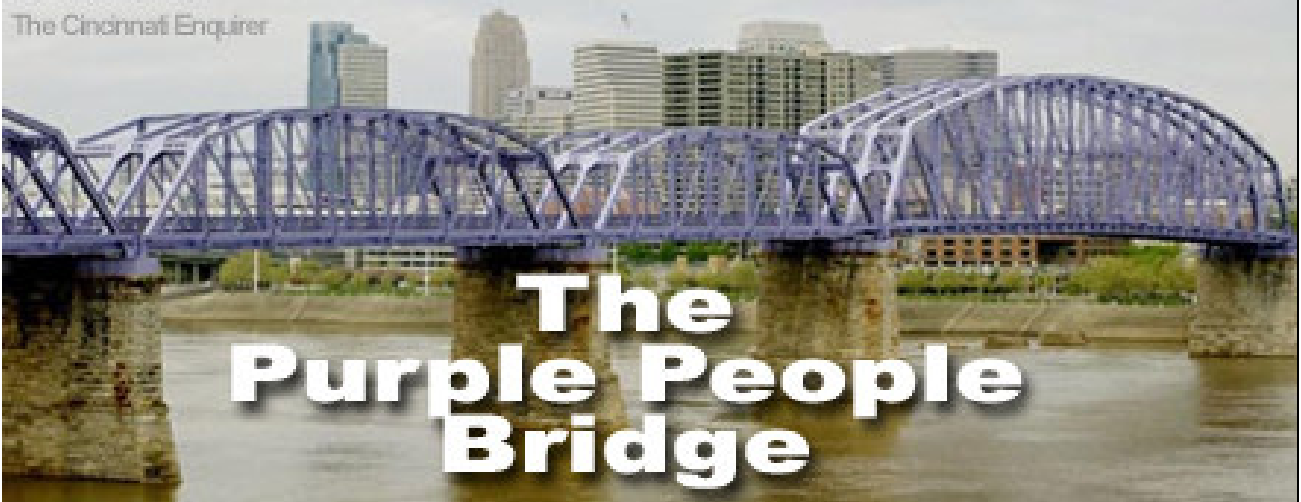
The coaster is being built by Great Coasters International, Inc. (their last project was Thunderhead at Dollywood). Great Coasters is known for building very smooth and very twisted coasters. The coaster's track length will be 2,827 feet long with a maximum elevation difference of 96 feet.

It will feature a record 30 crossovers (anywhere the track crosses over or under another track) and will make riders feel weightless a total of 12 times. The coaster's top speed will be 70 feet per second, almost 50 miles per hour. The coaster's train will be a 24 passenger "Millennium Flyer" modeled after the classic coasters of the 20's and 30's.

"The "sculpted" ride structure will be one-of-a-kind and will be immediately recognizable in any photograph," says Jones. "This will be the single, largest ride expansion ever in the park's history." "We added the Wild Mouse Spinning Coaster this year which will make a total of four coasters for 2006."

The Kentucky Rumbler opens May 6, 2006

Ernest Coleman/
The Cincinnati Enquirer



DISCOVER NORTHERN KENTUCKY

Test your fortitude in northern Kentucky by climbing a bridge. Yes you will be able to climb five spans of Newport's Purple People Bridge this summer.

The Purple People Bridge Climb is patterned after a similar bridge climb in Sydney, Australia, and New Zealand, and it will be the first of its kind in the northern hemisphere. But this bridge climb will give adventurers a new perspective of the Ohio River.

The concept is simple....."you walk over all five spans" said Dennis Speigel with International Theme Park Services Inc., the attraction's developer. "When (climbers) traverse the bridge they will cross over a path-way on the western side of the bridge and they will move in and out as they cross the different spans. When they get to the apex, the fifth and highest span, they will move to the center, where a bell will be erected and the bell will be rung by everyone who crosses, acknowledging their personal achievement."

But the fun's not over. The pathway takes climbers onto a glass platform suspended over the water.

For those getting cold chills just thinking about the potential dangers involved, not to worry, said Speigel. "The climbers are in a special suit, and attached to the special suit is a harness apparatus, which attached to a cable that traverse the entire five spans of the bridge. They're on a pathway with railings that come up to their armpits. Even if they tried to fall down or jump, they can't get off of it."

More information, such as the target opening dates and ticket prices, can be found at www.purplepeoplebridge-climb.com.

Article taken from March 2006, Kentucky Monthly Magazine

Length of purple people bridge is 2,670 feet, the longest pedestrian bridge in the country that links two states.

DISCOVER CENTRAL KENTUCKY

Thunder Over Louisville...the Show!

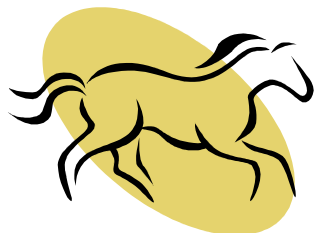
Now in its 17th year, Thunder Over Louisville continues to deliver a pyrotechnics spectacular like no other. Created as the Opening Ceremonies of the Kentucky Derby Festival, it offers an explosive kick-off to two entire weeks of celebration in Louisville, Kentucky and Southern Indiana. With an estimated average attendance of half a million people, it has become the largest annual event in its region.

The show continues to be the largest annual pyrotechnics display in North America thanks to the artistry of [Zambelli Internationale](#) and the production of Visual Presentations.

"It's the kind of show you have to see to believe", says Matt Gibson, Derby Festival Vice President of Events. "We have great television coverage of the event, but unless you are there in person, you can't FEEL the fireworks pounding in your chest and the concrete vibrate underneath your feet. Thunder is the kind of show that needs to be felt and not just seen and heard."

The magic of Thunder is in the formula of the show says Wayne Hettinger, Show Director and owner of Visual Presentations. "Each year, people think we make the show longer to be the largest show and that's just not the case. The secret with Thunder has been to pack as much firepower into 28 minutes as possible and produce a series of 'finales'." Hettinger has it down to a science working with the team from Zambelli to create a heart stopping, eye-popping show.

"It all starts with the music", continues Hettinger. "We work to lay out a soundtrack that most everyone will be able to relate to a couple of songs. This enables people to bring their own experience with these songs and project them into the show they're watching. It's very gratifying to see people start to move and react to their favorite cuts of the soundtrack and it gives Zambelli the foundation on which to build the show."



This years' show will salute the 100th anniversary of powered flight with the theme, "Centennial of Flight". And as always, expect to see lots of red, white and blue and much flag waving. The soundtrack will feature many patriotic tunes plus favorite popular music with an aerial theme. The music will be broadcast over sound towers to the Belvedere and Waterfront Chow Wagons. And NEW this year, tune into 102.3 The Max on your FM dial to hear live coverage from the Command Center regardless of where you are watching.

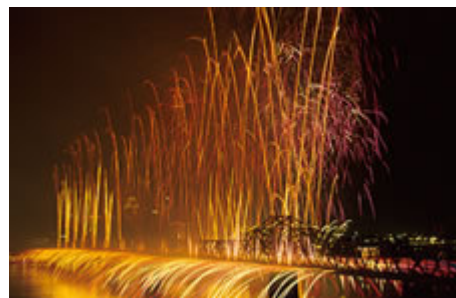
The Fireworks begins...



View of the river...



The fountain of Fire...



Reports & TidBits



BlueGrass has made a quantum leap forward by bidding for the 2011 Region IV Conference. Our bid was accepted by Region IV at the 61st Regional Conference in Canton Ohio, therefore we will be busier than a one armed paper hanger working on a mansion for the next 5 years.....We are excited and will keep the State updated as we begin the long road to Conference 2011.....

We have been very busy this past month....We are making preparations for Regional and planning a VA Bingo Night for the patients at VA Hospital here in Lexington. We have been trying to do this twice a year and we make sure that they all win 4 quarters (pop machine change) and get a book or game of some sort and a ball cap in the spring or a toboggan in the fall. Plus we get to serve them cookies and milk and generally have a real "feel good" experience. We enjoy it as much as they do.....

We have a Rules for the Road Class being planned by our Education Chairman (Helen) and are in the beginning stages of planning a golf outing for this summer...

We also have a celebrity wife in our midst....Janie Leasor's husband Roger is famous around here for being an actor (and all around nice guy)....He played King Henry II in the play Lion in Winter which had a three week run in March at the beautiful theater in Versailles, Kentucky and he drew rave notices from the local press.....He has been in numerous plays around this area for many years and always does a top shelf job.....Janie and I saw him on opening night and you'd think he WAS King Henry II.....

Until next month,
Ann Westmeyer, Roving Reporter

The latest from LAIP is that their recent "Bunko Bonanza" was a huge success and is going to net somewhere in the neighborhood of \$550-600 dollars. Better yet, this is going to become an annual fundraiser. Did you know that "BUNKO" has now reached a National Championship status? Yes sir re! The playoffs are being held in Las Vegas!!!!

LAIP also donated over \$100.00 worth of books to the Cane Run corridor of schools for the after school program for children from low-income families. Some of these children have never owned a book of their own.

They must surely be doing something right in Louisville because they have had an influx of new members and are hoping they can interest them enough to keep them coming back.

LAIP is also quite busy working on their Industry Appreciation Week luncheon and banquet!

Submitted by Virginia Ditsler

Ways & Means – We will be having a silent auction this year during the May Education meeting. Please let me know as soon as possible if you are willing to donate a gift to be auctioned off. All proceeds will go into the KSAIW general fund.

Lorene Friedman, Chairperson



IMPORTANT DATES/EVENTS

2006 KSAIW May Meeting – Union KY
2006 National Convention – Orlando FL
2006 Networking Weekend – Ins Women of Grand Rapids MI
2007 Region IV Conference – Toledo OH
2007 National Convention – Puerto Rico
2007 Networking Weekend – Ins Women of Northeast OH



Accredited Adviser in Insurance

- AAI 81 – Foundation of Insurance Production
- AAI 82 – Multiple Lines Insurance Production
- AAI 83 – Agency Operations & Sales Management

With just over 15 years’ experience servicing and selling insurance, I accepted a management position that changed my focus to human resources and automation. Recognizing that my experience with all facets of insurance was of value to this new position, I made a commitment to myself to keep up with insurance coverage’s by pursuing a designation every 3 years. And so in 1997 I decided to tackle my first – AAI.

I wanted to start with Commercial Lines because that was the area with which I had the least experience. With a career in management in a growing agency and 2 children to raise, I only had one day a week to prepare – Sunday. So every Sunday afternoon I headed out to my deck with books in hand to read and study – committing 12 weeks for each of the 3 sections.

It turned out to be very rewarding – not only from a professional standpoint, but as a parent as well. My children held me accountable, checking each week to see if I was progressing as promised. It gave me the opportunity to convince them not to procrastinate. And when the grades arrived, you would not have been able to guess which of the three of us had taken the test as they shared in my excitement, jumping for joy when my first score was ‘excellent’. It gave me a great incentive to go on to achieve one of the top score awards!

The knowledge I gained was invaluable, the recognition was inspiring, and the influence I have had to encourage others to pursue education goals has been very rewarding. It was a good example to set for my children. They could see I practiced what I preached – don’t put off to tomorrow what you can do today – and gave me more credibility because they knew their mom could actually relate to studying and taking tests – imagine that!

One of the keys to building a great team is to hire people more talented than you and so I rely on the expertise of others on a daily basis, yet proudly display my AAI certificate to reassure others and myself that I still know enough to be dangerous.

I strongly encourage you to push yourself beyond your comfort zone. It is only when you do so that you will experience the true exhilaration of success!

Respectfully submitted by
 Jeffri Northcut, AAI, AAM, CPIW
 Louisville Association of Insurance Professionals



AAI – Kentucky

- | | |
|------------------------|-----------------------|
| Jeffri Northcut – LAIP | Rose Welker – LAIP |
| D. Kay Bryant – NKAIW | Patty Drees – NKAIW |
| Lori Steuart – NKAIW | Betty Lou Bogar - MAL |

KSAIW CORPORATE PARTNERS

Dan Scherff, Roeding Group Companies

Kate Loughnane and Robbi Shake,
ServPro of Campbell County

Bob Jones, Electric Insurance

Stephen B. Westmeyer,
CCS Mid-State Claims Specialist



Many many thanks to the Corporate Partners of the Kentucky State Association of Insurance Women for their generous monetary support. It is through their contributions that we can offer the Craft Workshop at the Region IV Conference in March 2006.

Another tip of the hat goes to Roeding Group Companies for the printing of the CWC programs and their recognition to each CWC contestant for their dedication to education and to NAIW.

Please take a moment to seek out these Partners and extend your gratitude to them.....

EDUCATION CORNER

** KSAIW *FINAL* QUIZ ***

Participants: Complete the final quiz and submit your answer on or before April 15, 2006 to

lorenefriedman@insightbb.com

Winner: All qualified participants will be entered in a drawing to be held during the May Education meeting.



In California, the land of "whatever", there was a woman who professed to have the ability to read palms, read fortunes, etc. She had a fair number of "clients" and an established business in the area of her residence.

The woman developed some health problems that necessitated her having to undergo a procedure requiring a CAT scan and a MRI. The procedure went well. It provided the information they were looking for, it was non-invasive and the woman did not experience any problems from the procedure that were obvious to the medical technicians nor did she complain of any problems immediately after the procedure.

The "problem" developed a few weeks or months after the testing procedure. It seems the woman believes the procedure affected her ability to "read the future" and as a result she sued the Doctors, the hospital and the x-ray technicians.

The matter could not be settled through the usual process (I wonder why?) and it eventually went to court. A jury of her peers did award her a very hefty judgment for damages.

Now here is where YOU come in..... Being the law abiding, good citizen that you are, as well as being a professional insurance person with lots of insurance knowledge and training, had YOU served on that jury how would YOU have voted and why? How much would YOU have awarded this poor distraught woman?

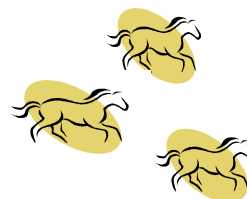
Give it your best shot.....remember it's just a game. The real verdict will be published next month.

Submitted by _____

Congratulations to six of KY'S Thoroughbreds for **March 2006** quiz



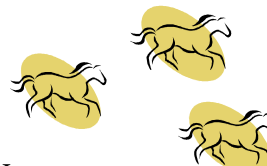
Jackie Seaton - SKAIP
Kim McReynolds - SKAIP
Ann Barkley Westmeyer - BGAIW
Juanita Vickers - NKAIW
Peggy Eubanks - NKAIW
Mary Stafford - LAIP



Congratulations to five of KY'S Thoroughbreds for **February 2006** quiz



Jackie Seaton - SKAIP
Kim McReynolds - SKAIP
Peggy Eubanks - NKAIW
Mary Stafford - LAIP
Ann Barkley Westmeyer -BGAIW



Congratulations to three of KY'S Thoroughbreds for **January 2006** quiz



Kim McReynolds - SKAIP
Ann Barkley Westmeyer - BGAIW
Jackie Seaton - SKAIP



Details for the "Education Quiz"

Every qualified participator's name will be recorded each month. In May 2006 at the KSAIW Education Meeting a drawing will be held for a winner. If you participate two times, your name will be entered two times, if you participate four times your name will be entered four times and so on.

Your answers must be submitted by way of email or snail mail. No phone calls and no verbal contact will be accepted.

The intent of this quiz is have fun and hopefully enlighten you and to keep the members interested in our website.

All participating members will be recognized at the KSAIW May Meeting and the winner of the quiz drawing will receive a token of appreciation.



April Birthdays

| | | |
|------------------|-------------------|-------|
| 4 th | Angie Kerrick | BGAIW |
| 5 th | Linda Kirsch | LAIP |
| 9 th | Rose Welker | LAIP |
| 13 th | Jacqueline Seaton | SKAIP |
| 25 th | Laura Allen | BGAIW |
| 29 th | Linda Harp | LAIP |

Did we miss your birthday? If so, then that means you have not updated that information in our membership roster. If you would like to have your birthday recognized in our monthly newsletter, please send the information to the KSAIW membership committee chair, Juanita Vickers

jvickers@adkissoninsurance.com

Change of Information

Date of change: _____

Name: _____

Home Address: _____

Employer: _____

Business Address: _____

Home Phone: _____

Business Phone: _____ Fax: _____

E-mail: _____

Birth date: _____

Preferred mailing address: ___ Home ___ Office

Please complete and return to the
Membership Committee



Note from the "Editor".....if anyone has any reports, articles, news of any kind for future Bulletins, please email Lorene at lorenefriedman@insightbb.com.

Submission deadline is 25th

Check out our websites @ www.naiw.org,
www.nkaiw.org, www.ksaiw.org
www.bgaiw.org and www.naiwreg4.org