

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS*  
*November/December 2021 Newsletter*



November/December  
2021  
NEWSLETTER

*President's Message*

Another year here and gone with many of us saying goodbye to friends and family while others celebrated additions to their families.

California Council was a great success this year. We gathered at Mission Bay in San Diego getting together with many members that we have not seen in over one year.

Our Holiday Dinner is here and to be celebrated on December 14<sup>th</sup>. Information on the Dinner is located on another page in this newsletter. We are happy to have Keri & Marshall Thompson open their home to the Association to hold our dinner. Please come and join in on the festivities and find out what other members have been up to for the past 2 years.

We will also be having a board meeting, which is open to all members, on Saturday, January 29<sup>th</sup>, 2022 at 1pm. This meeting will be held at the Great Room Cafe located at 2810 Artesia Blvd., Redondo Beach, CA. Come and see what we will be planning for the coming year.

January will also bring our first Continuing Education class to be held January 20<sup>th</sup>.

Fundraising with the IAIP zipper pulls is ongoing. The purchase of one of these pulls goes towards raising funds for our association.

*Aspire to Inspire*

This coming year we will also be looking for sponsorship for our dinner meetings to bring down the cost of each dinner. Now is the time to get your company to support you and your efforts in providing education, designations and camaraderie within this association and members of other IAIP associations.

Here's to looking forward to meeting everyone in person once again.

*Jody Nishida*

2021-2022 President

A PESSIMIST sees a dark tunnel

An OPTIMIST sees light at the end  
of the tunnel

A REALIST sees a freight train

The TRAIN driver sees 3  
idiots standing on the tracks.

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS  
November/December 2021 Newsletter*

**MEMBER NEWS:**

**HAPPY BIRTHDAY**

**NOVEMBER BIRTHDAYS**

Keri Thompson 17<sup>th</sup>

**DECEMBER BIRTHDAYS**

Silvia Gomez 9<sup>th</sup>

Jennifer Deinert-Peterson 23<sup>rd</sup>

**JANUARY BIRTHDAYS**

Shirley Shilling Cimino 19<sup>th</sup>



**MEMBERSHIP**

**DECEMBER RENEWALS**

**JANUARY RENEWALS**

**MEMBER NEWS  
(cont.)**

**CONGRATULATIONS TO:**

Rosemary Gomez & Ray Roybal on their 28<sup>th</sup>  
Wedding Anniversary



Also, congratulations to Margaret & Dave  
Lamdagan celebrating their 28<sup>th</sup> Anniversary.



*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS  
November/December 2021 Newsletter*

## SAVE THE DATE



### December

**14th** Association Holiday Dinner  
6pm to 8pm  
Keri & Marshall Thompson's home  
6120 E. Benmore St  
Long Beach, CA 90815

### February 2022

**tbd** Continuing Education

### January 2022

**29th** Board Meeting  
1pm to 3pm  
Great Room Cafe located  
2810 Artesia Blvd.  
Redondo Beach, CA.

### March 2022

**tbd** Board Meeting

**20th** Continuing Education  
Momentum Engineering  
"Red Light Dispute" & "Important  
Aspects of Motorcycle Accident  
Litigation"  
**This class has not yet been determined if  
it will be held in person or via zoom.  
Please watch for a flyer announcing the  
class.**

**tbd** Continuing Education

**For more information, watch for  
invitations to these events**

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS*  
*November/December 2021 Newsletter*



South Bay Association of Insurance Professionals  
cordially invites you to our

## ANNUAL HOLIDAY PARTY

**December 14<sup>th</sup>, 2021 come join us for our annual holiday gathering.  
This year Keri & Marshall Thompson have graciously offered their home to  
host our party. Please join us**

**Tuesday 12/14/2021 at 6:00pm to 8:00pm**

Keri & Marshall Thompson's home  
6120 E. Benmore St  
Long Beach, CA 90815

Please R.S.V.P by 12/12/2021 to  
Jody Nishida at  
jodynpal@gmail.com  
(310)710-2304  
Or Respond to Punchbowl Invitation

**Cost:**

Zelle \$35.00 to  
SouthbayInsProfessionals@  
gmail.com

PayPal \$36.00  
[PayPal holiday party](#)

**\*\*\* Cancellations after 12 noon on Friday, December  
10th may be billed for price of dinner\*\*\***

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS  
November/December 2021 Newsletter*

**FUNDRAISING SBAIP** still has zipper pulls available for purchase.

**Zipper pulls available with and without beads.**

**Visit our website to purchase one of these keepsakes.**

**[Store - south-bay-aiip](#)**

**We are accepting advertisers for the coming year. If you wish to include your company or renew your advertisement, please contact Jody Nishida at [jodynpal@gmail.com](mailto:jodynpal@gmail.com)**

Thank you everyone for your submissions to this newsletter. Anyone with any interesting information which can be forward on to other members, please feel free to forward your article or pictures to Jody Nishida at [jodynpal@gmail.com](mailto:jodynpal@gmail.com)



**Congratulations to Lisa Hardin, Member at Large Wisconsin on receiving her Professional designation, Senior Claim Law Associate**



*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS  
November/December 2021 Newsletter*

## 2021 California Council Meeting

Delegate report for California Council  
Submitted by Jody Nishida

2021 California Council Meeting was held at The Dana Hotel in Mission Bay (San Diego) on October 8<sup>th</sup> and 9<sup>th</sup>. On Friday, 10/8/2021, not only did we have a chance to meet members of other California Associations, but we were also given a chance to obtain additional education. During the delegate's briefing that day, we were introduced to members who were willing to give their time and effort to become part of the CA Council officers.

Saturday, 10/09/2021, we began the business meeting which the host association, San Diego Association of Insurance Professionals (SDAIP) who was celebrating their 85<sup>th</sup> anniversary. The current Council Director, Kari Woods, CLP, opened the meeting and thanked everyone for coming and gave special thanks to the Council Team and the educators and sponsors for this event.

Getting down to business, the Council Reports for Public Relations and Membership were along with the annual reports. This year as previously mentioned is a voting year for the CA Council positions. Sarah Jane Jara, CLP (SBAIP) was nominated for Membership Chair Elect, Brooke Lesniak, CLP (Member at Large) was nominated for Public Relations Chair Elect, and Dawn Manzano, CIIP, CISR, CLP (SDAIP) was nominated for the Council Director Elect. The vote was taken and all three members were elected to office.



We also had the Confidence While Communicating (CWC) speak off between Christina Hernandez (San Diego Associates of Insurance Professionals) and Marcella Beasley (Insurance Associates of Fresno).

Lauri Oaken-Binder & Terri Brennan spoke about the IAIP Legacy Foundation and fundraising for the foundation. SBAIP donated \$35 to the cause.

Tracie Arlington from PlayItSafe is a certified "Rape Escape" instructor who gave us many safety hints to avoid being taken advantage of by anyone.

The meeting was adjourned and that evening we were excited to attend the Awards Banquet for which 3 of our members had submitted applications. Winners of the various awards were:

Gayle Reskin Angel Award – Trish Riley  
Member of the Year – Alison Holmes  
Mentor of the Year – Kim Cameron  
Rookie of the Year – Jennifer Deinert-Peterson  
Young New Professional – Lou Okie



CWC Speak Off – Marcella Beasley

Association Retention Awards  
So California – Insurance Professionals  
of San Gabriel Valley  
No California – San Francisco Insurance  
Professionals

Congratulations to all the winners.

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS  
November/December 2021 Newsletter*

*Alternate Delegate report for California Council of IAIP for SBAIP*

Submitted by Jennifer Deinert-Peterson

I attended the California Council of IAIP in San Diego on October 9th as the alternate delegate. This event was in person at The Dana on Mission Bay.

I was present for the opening ceremonies, welcome and recognition. I watched the CWC speak-off and the winner was Marcella Beasley. After the CWC speak off, the reports were read for Adoption of the Credentials committee, Adoption of the annual meeting rules, Adoption of the Meeting Program, Recognition of the committee Appointments, nominating report, California Council Trust Fund report, California Council Trust Fund Audit report, the Legacy Foundation report.

The keynote speaker was Traci Arlington who taught self-defense tactics.

I attended the Leadership and member appreciation luncheon and sat next to Christine Chandler Tillett the CIIP-Region VII RVP.

After lunch, the meeting was reconvened. Additional reports were read. International report, California Council report, public relations report was emailed, membership report was emailed, Credentials committee report. The roll call of delegates took place. We had elections for Membership chair and Sarah Jane Jara was elected. The Public Relations chair Brooke Lesniak was elected. The Council Director Dawn Manzano was elected.

We had call for bids for the next council. 2022 will be San Francisco. Bids are still open for 2023, 2024 and 2025.

Kari Woods wrapped up the meeting with unfinished business, new business and opportunity drawings.

In the evening we had the Awards Dinner. I was presented with the Rookie of the Year award.



Attendees from SBAIP to Ca Council Meeting

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS*  
*November/December 2021 Newsletter*



For the months of December and January, the following IAIP classes have been scheduled:

12/15/21 Virtual CLP: Employee Engagement  
1/11/22 Virtual CLP: Critical Thinking Skills

You can learn more about any of these classes by clicking the link for the IAIP Education page or clicking this [link](#) to go to the IAIP calendar.

We were also just made aware of three CE classes presented by Momentum Engineering Corp.

12/8/21 for the state of CALIFORNIA. Register for this class [here](#)  
**Pedestrian Accident Reconstruction.** Appears to be for agents, but if CE is important for you, please double check with Momentum.

12/15/21 for the state of CALIFORNIA. Register for this class [here](#)  
**Autonomous Vehicles MCLE CE for ADJUSTERS**

If you need additional details on these Momentum classes, please contact the IAIP Education Region VII Education Director, Keri Herlong at [keri\\_michelle@hotmail.com](mailto:keri_michelle@hotmail.com) or one of the education liaisons, Martha Nobriga at [marthan@dtic.com](mailto:marthan@dtic.com) or Gina Thomas Patterson at [gina.patterson@roanokegroup.com](mailto:gina.patterson@roanokegroup.com).



# SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS

## November/December 2021 Newsletter

### HARBOR BOTTLENECK HAS CONSUMERS AND BUSINESSES ASKING

### WILL MY GIFTS BE READY FOR PURCHASE THIS YEAR?



Container ships waiting in the harbor for their turn at the terminals has become an all too common view off the southern California shores. 40% of the nation's imported goods enter the Ports of LA (POLA) and Long Beach (POLB). 20 million containers come through the ports annually. Increased consumer spending during COVID shutdowns as well as holiday buying has led to even more imports than usual, adding to ship traffic.

Business leaders have asked Gov. Gavin Newsome to declare a State of Emergency at the ports to help Americans have access not just to goods on Christmas shelves but also to affordable medical supplies, diapers, groceries, etc. The top 5 imports are furniture, auto parts, apparel, electronics, plastics. Groups have expressed concerns about how the congestion hurts the environment-marine life, air quality.

A new queuing system that requires vessels that arrive early to anchor and wait 150 miles off the coast protects air quality and POLB welcomed this que system as it will also help with the backlog.

Empty containers take up waterfront space preventing loaded containers from being brought to the terminals. L.A. commissioners approved a contract to develop a 10-acre parcel of land for the temporary storage of chassis and containers, stacked 5 containers high.

Other properties are being identified for container storage too, like the Port Hueneme Naval Base in Ventura, activated under a Joint Use Agreement. Oakland Port invites cargo ships to be re-routed to their port, stating there is no backlog there.

Sitting loaded containers present additional problems. Thieves made off with more than \$5 million worth of goods because of so-called supply-chain theft in California during the third quarter of 2021, a surge of about 42 percent from a year ago, according to cargo theft recovery and prevention network CargoNet.

Longshoremens who can unload a ship in 3-4 days have had to take 9 days due to backlogs at the terminals. **October 25th, cargo dwell fees were approved for containers remaining too long at the docs.** Those being moved by truck that remain on dock at least nine days and containers leaving by rail that remain for at least six days will be charged \$100 per container per day.

As cargo movement has improved with the inspiration of the impending fees, the two ports have seen a combined 33% decline in aging cargo taking up space on the docks. Fees have been delayed until November 29<sup>th</sup> and could be further extended if additional improvement is seen. **Sweeper ships were also scheduled to begin arriving to carry out the excess empties**, which make up about 40% of the containers on port docks. These ships do not have the wait in the queue. They are brought in for immediate loading to make room for new, loaded containers.

**Biden announced Oct 13 that the POLA will operate 24/7.** Logistics of this are still being worked out. Big box retailers are committing to scheduling more overnight pickups, however **improvements in truck pickups are needed.** Trucks arrive to pick up specific containers, not the next one available. That container may be in the middle of a stack, so it takes time to move other containers to get to it and load it on the waiting truck.

**Driver shortages mean less trucks available to arrive at ports.** Pre-pandemic the average trucker was 55 years old making \$18 per hour. Many have retired or moved to jobs at warehouses for similar pay and less demands. Others have drug or alcohol violations, have suspended licenses and have not taken measures to reinstate their licenses. Only 7% of drivers are women.

**\$17 billion of the new infrastructure bill are earmarked for US Ports.** Longshoremens hope rail improvements will help. 300 containers can be loaded on a rail in about 5 hours, but rail improvements are costly and take a long time.

With an ideal goal of 25-35, ships sitting at anchor are now under 60, down from 100 a month ago. We've heard the recommendations, shop early this year. But has the good stuff even arrived?

#### Sources:

LA, Long Beach ports delay when they will levy slow-container fee until Nov. 15. – Press Telegram

Punitive fees delayed again as cargo keeps moving off docks at Long Beach, LA ports – Press Telegram

New ship 'queue' system aims to cut congestion, pollution at Ports of LA, Long Beach – Press Telegram

Transportation Secretary Pete Buttigieg joins Port of LA chief to applaud cargo progress – Press Telegram

Number of container ships waiting to enter two of the busiest U.S. ports hits a new record (yahoo.com)

Port of Los Angeles CEO on record backlog of container ships hitting the US Los Angeles And Long Beach Ports To Operate 24/7 | LAist

There are incremental signs that supply shortages are 'starting to mend': JPMorgan - Bing video

<https://www.portofoakland.com/press-releases/port-of-oakland-sees-no-backlog-on-docks-calls-for-cargo/>

Submitted by Keri Thompson

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS*  
*November/December 2021 Newsletter*

*A Cute Perspective!*

Provided by Rosemary Gomez

Our life.....

A group of 15-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Dairy Queen, next door to the Ocean View restaurant, because they had only \$6.00 among them and Brad Johnson, the cute boy in Social Studies, lived on that street.

10 years later, the group of 25-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because the beer was cheap, the restaurant offered free snacks, the band was good, there was no cover charge, and there were lots of cute guys.

10 years later, the group of 35-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because the cosmos was good, it was right near the gym and, if they went late enough, there would not be too many whiny little kids.

10 years later, the group of 45-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because the martinis were big, and the waiters wore tight pants and had nice buns.

10 years later, the group of 55-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because the prices were reasonable, the wine list was good, the restaurant had windows that opened (in case of hot flashes), and they served fish which is good for your cholesterol.

10 years later, the group of 65-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because the lighting was good, and the restaurant had a senior citizen discount.

10 years later, the group of 75-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because the food was not too spicy, and the restaurant was handicapped-accessible.

10 years later, the group of 85-year-old girlfriends discussed where to meet for dinner. Finally, they agreed to meet at the Ocean View restaurant, because they had never been there before.

*SOUTH BAY ASSOCIATION OF INSURANCE PROFESSIONALS*  
*November/December 2021 Newsletter*

2022 CA Council Meeting Fundraiser – “Join Our Crew in 2022”  
Hosted by San Francisco Insurance Professionals

**RAFFLES!!!** – *Tickets - \$5 each*

*Choose the prize you want to win. All prizes will be awarded during the 2022 Conference – Winner need not be present to win (but we do hope to see you there!!)*

**Prize #1**



**Samsung 15.6” Chromebook w/Intel Celeron 4 GB Memory and 128GB eMMC Flash Memory – Platinum Titan Case**

---

**Prize #2**

**FitBit – Inspire 2 Fitness Tracker**



---

**Prize #3**



**Ring – Video Doorbell 3 Plus – Satin Nickel Finish**

---

**Prize #4 – Sample Photo**

**Custom Jewelry Set by Dazzy Jewlz (aka Rae Lynn). Set will include a Necklace, Bracelet and Earrings - You choose the color, style, earring type and necklace length.**



**To purchase tickets – contact Rae Lynn Zachary at [inslifer@sbcglobal.net](mailto:inslifer@sbcglobal.net)**