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## SDAIP Newsletter

**May 2020**

Editor: Dawn Manzano

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### PRESIDENT'S MESSAGE



Greetings:

I hope you are all doing well during these uncertain times. Over the past couple of months we've had to shift our focus to creative ways to connect and abide by the social distancing guidelines. We hosted a virtual SDAIP BINGO event Monday May 18<sup>th</sup> which was a huge success. We had an opportunity to network, share what we are grateful for and play BINGO. We had 5 attendees from other chapters Kim Cameron was a two time winner! Terri Carver, Julie Brown and Jacquelyn Garcia did an amazing job running the

meeting.

Shout out to our nominating committee Cindy Lou Smith, Teresa McGilvray, Regina Lemanowicz and Danielle Newsome for filling the board and committee chairs for 2020/2021. Regina Lemanowicz and Danielle Newsome also served as the Tellers Committee. Our members were asked to vote in the elections and they came through in a big way, resulting in a 76% quorum. The newly elected board members were announced at our BINGO event. We would love to hear your ideas if you are interested in becoming more involved please reach out to me and I will put you in touch with the appropriate committee chairs.

We are approaching our International Virtual Convention June 11-13. SDAIP has two members nominated for awards Nancy Trejo, CPCU, CIC, AIP is nominated for Insurance Professional of the Year and Margarita Casillas is nominated for Rookie of the Year. The convention is virtual which provides a great opportunity to attend the convention from the comfort of your own home. If you

would like to sign up please go to

[https://www.internationalinsuranceprofessionals.org/default.aspx?](https://www.internationalinsuranceprofessionals.org/default.aspx?page=Convention_Info%20%20%20Make%20Plans%20To%20Join%20Us%20For%20Our%2072nd%20Annual)

[page=Convention\\_Info%20%20%20Make%20Plans%20To%20Join%20Us%20For%20Our%2072nd%20Annual](https://www.internationalinsuranceprofessionals.org/default.aspx?page=Convention_Info%20%20%20Make%20Plans%20To%20Join%20Us%20For%20Our%2072nd%20Annual) .

In Fellowship,  
Betsy Johnson



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SDAIP Members Honored with Region VII Awards We are so pleased to announce SDAIP members Nancy Trejo, CPCU, CIC, AIP was honored as the Region VII Insurance Professional of the Year and Margarita Casillas was honored as Region VII Rookie of the Year. The awards were presented at the Region VII Conference in March held in Vancouver Washington.

Nancy and Margarita have done so much for our association and these honors are greatly deserved. They will compete for our Region on the International level with the winners announced in June at the International Convention.

Region VII Insurance Professional of the Year Nancy Trejo, CPCU, CIC, AIP An award to recognize an individual who in pursuing a career has contributed to the insurance industry through education, creation of industry alliances, and/or legislative activity. Criteria includes IAIP involvement, continuing education, industry involvement, community involvement and an essay on an industry topic.

Region VII Rookie of the Year Margarita Casillas An award to recognize the accomplishments of a new member who has made significant contributions to IAIP within the first 24-months of joining the association. It recognizes participation in association affairs, completion of selected insurance courses and involvement in governmental activities.

Please join me in congratulating them.  
Regina Lemanowicz SDAIP Awards Chair

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**Rachel's House**

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If you would like to get back to serving lunch at Rachel's House in June/July, please email [Nancy.Trejo@Safeco.com](mailto:Nancy.Trejo@Safeco.com).

In the meantime, I would like to acknowledge Phyllis Estrada, Elinka de Simone, Cathy Burkhardt, Christina Hernandez and Julie Brown for their unwavering commitment to making sure that lunch gets served at Rachel's House. Rachel's House has remained open during these challenging times, and they have continued to rely on SDAIP for lunch service, as well as for generous donations over these last 2 months. Thank you, ladies, for representing our Association so well!

Nancy Trejo

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## EMPLOYMENT

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Please feel free to take advantage of this FREE Employment section of our Website to post current job openings you or your company may have open. If you would like to place an ad, please contact Julie Brown, and indicate you would like to post a job on the SDAIP Website at: [julie@sdistaffing.com](mailto:julie@sdistaffing.com) or call 888-528-8367.

Click here to view current job postings [Job Openings](#) .

FREE Career Center on-line at: [www.ProactiveCareerSearch.com](http://www.ProactiveCareerSearch.com) . Sign-up and get free access to: "How to Write a Resume", "Interviewing Tips", "Review of Your Current Resume", "Personality Profile Tests", "Job Searches", and much more.

In Fellowship  
Julie Brown

Your copy should address 3 key questions: Who am I writing for? (Audience) Why should they care? (Benefit) What do I want them to do here? (Call-to-Action)

Create a great offer by adding words like "free" "personalized" "complimentary" or "customized." A sense of urgency often helps readers take an action, so think about inserting phrases like "for a limited time only" or "only 7 remaining!"

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**Community Action**

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Our Community Action efforts at SDAIP had an active year for 2019-2020 -- thank you to all the Committee members and Association members that were part of these efforts! Our current Board started last summer and our first project was to support the San Diego Walk to End Alzheimer's. We formed Team SDAIP and came in as the 6th highest fundraising team for the Walk, behind names like Qualcomm. It was an impressive effort and we hope to do even better in 2020. In November we also sponsored a drive for Rachel's House, collecting hygiene and paper products that they desperately needed, and we dropped off quite a load for this important charity. Just before Christmas, we held a holiday event for Royal Home, a long term care facility that gets very few visitors. Dressed in our Christmas attire, we took holiday cookies, soft drinks and blankets for all 19 residents, sang Christmas carols with them and delivered a new 55 inch television on behalf of SDAIP (they had an old 20 inch screen). It was emotional and special, both for us and for them. Meanwhile, SDAIP continues to schedule our members to serve lunch at Rachel's House every Saturday, with the great help of Nancy Trejo. Just reach out to anyone on the Board for more info about volunteering on a Saturday.

After the first of the year, we hosted another garment drive for the women at Rachel's House and they were so grateful. We also had planned a bingo event for the residents of Royal Home, but the Coronavirus has put that on hold for now.

For all those interested in getting involved at some level in 2020, watch for your newsletters or reach out to Mark: [markmcdonald@legalshieldassociate.com](mailto:markmcdonald@legalshieldassociate.com)

SDAIP is proud to be active in making a difference in our community and we look forward to another great year!

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## Membership Renewal



### The Importance of your IAIP membership renewal!

As our industry, and society as a whole, struggles to navigate the COVID-19 pandemic and the social restrictions that have been implemented in most states, I think it's important to be mindful of those things that are promising and encouraging, to balance the struggles we're all facing right now.

It's true that many businesses are taking a beating, as state after state requires that they shut their doors and send people home to work remotely, if at all. The field of risk management, fortunately, has been deemed an essential service (really, didn't we all know that about ourselves all along?) and so most of us are conducting business as usual, perhaps from the confines of our homes instead of a communal office. The fact that we still operate has protected most of our revenues, no matter what segment of the industry we work in or the services we perform. New business may be suffering, but fortunately, renewal cycles continue and the greater part of our revenues remain stable. Collecting premium from businesses that are impacted is going to be a concern, no doubt. But as an industry, we're faring better than many others, and for that we can be grateful.

In light of the challenges the world is confronting, how can we plan for and justify continued membership in IAIP? AS importantly, how can we justify the continue support of our employers and our industry? I would argue that membership in IAIP that has helped to prepare each of us to navigate these difficult times and that are helping us to continue delivering value to our employers, our customers, and our communities!

Our past investments in ourselves, in our professional development, in our leadership training and practice, has prepared us to be our best in times that some would consider our worst. To any member or to any employer who questions the value of IAIP membership when so many individuals, communities, and businesses are struggling right now, I would say that an investment in an IAIP member is precisely what is enabling each of us to navigate these circumstances now.

Through IAIP membership and engagement we have each learned to be better professionals, to lead ourselves through any situation, to communicate better, to coach better, to teach better, to provide service better, to make decisions better, to solve problems better, and to protect our employers, our clients, and our profession better. Through the course of our IAIP memberships we have trained and prepared ourselves to be our very best, even during times that are perceived as the very worst.

To an employer who questions the value of IAIP membership for their employees, I would say that if you don't see the benefit to your business, take a good look at what is happening right now, as your employees continue serving your customers from home, as they continue producing at high levels, as they apply innovation, creative problem solving skills, and high levels of engagement to keep your businesses operating right now. To those asking the question, "what value is there to my business in supporting IAIP" I would answer that the value has been received through the building of a solid professional foundation that is serving each business leader today! It's not a question of finding the value that a business WILL receive through supporting IAIP membership, but a matter of looking around you right now and seeing that benefit working for you right now!

As each member approaches their IAIP renewal and wonders if they're worth the investment, and as each employer considers the investment their employees are asking them to make in their IAIP membership, I encourage you all to look around you and know that your past investment has paid off, is paying off today, and will continue to pay off in the tomorrows to come. Through your IAIP membership you have prepared a top-quality risk management professional, and through your continued investment you will reap the benefits of that training and preparation for years to come, through each of the challenges that will confront us in the future!

Renew your IAIP membership today. Make your commitment to the future of our industry, the future of your businesses, and the future of your employees. It's an investment that has been proven time and time again, and the evidence of that is in front of each of us today, as we navigate the COVID-19 pandemic. Together we will get through this, provided we keep the faith and continue our trust and commitment to one another!

In fellowship, Cindy J. Prud'homme, AINS, CPIA, CIIP, CLP International President

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## Bingo Recap

The Coronavirus didn't stop SDAIP from getting together thanks to Julie Brown and Terri Carver who set up and coordinated a fun Bingo Zoom meeting in lieu of our annual Employer of the Year and Installation Meeting! We had a great turn out, including members from Orange, LA and Fresno counties: Kari Woods, California Council Director-Elect (LA), Brooke Lesniak, Southern California Council Director Assistant (OC) and Kim Cameron, VP of Insurance Professionals of Fresno.

Kim Cameron was the lucky winner of two of the games and Julie Brown, the other! Each winner received a raffle ticket for the coveted purse that we will be auctioning off...hopefully next month! Tickets are still available and you can contact Cindy Lou Smith at (619) 322-3255 to make your purchase.

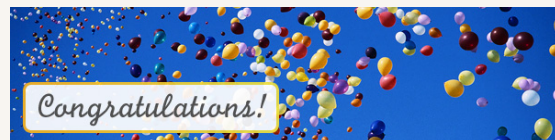
If things continue to improve in San Diego, we are hoping to have our Installation Meeting in June at Wood Ranch BBQ. Everything is subject to change, so stay tuned for more info next month.

Thanks again, Julie & Terri for setting up the Zoom Bingo meeting. It was great to see everyone and say hi, albeit through the computer! Take good care, Ladies & Gents, until we can meet again in person

B I N G O				
7	25	44	57	62
15	22	40	50	70
11	30	FREE SPACE	46	74
2	28	37	55	68
10	27	39	59	75

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## Election Results



SDAIP held our 84th annual elections of Officers. The following slate of officers were elected to serve the San Diego Association of Insurance Professionals for the 2020-2021 term.

President-Betsy Johnson Kim, CISR, CIC, CWCA

Vice President-Jacquelyn Garcia

Secretary-Christina Hernandez, AAI, CIC

Treasurer-Julie Brown  
Director-Cindy Lou Smith  
Director-Terri Carver, RHU  
Director-Margarita Casillas

The committee chairs are not an elected position but extremely important to the success of our association and we wish to acknowledge them and thank them for their willingness to serve.

Awards : Dawn Manzano, CISR, CLP  
Bulletin: Dawn Manzano , CISR, CLP

By-Laws/Standing Rules :Teresa McGilvray, CPIW, ARM, AAI, AIS  
Community Action: Silvia Chen & Cathy Burkhardt, CISR  
Community Action: Nancy Trejo, CPCU, CIC, AIP (Rachel's House)  
Education: Betsy Johnson, CISR, CIC, CWCA

Employment: Julie Brown  
Legislation Danielle Newsome  
Membership: Regina Lemanowicz & Cindy Lou Smith  
Parliamentarian: Katie Freeman – Appointed position  
Public Relations: Margarita Casillas  
Social/Reservations: Margarita Casillas, Terri Carver, & Jacquelyn Garcia  
Ways & Means: Terri Carver, RHU & Cindy Lou Smith  
Website: Julie Brown  
Young Professional: Christina Hernandez, AAI, CIC & Margarita Casillas  
1st Past President: Dawn Manzano, CISR, CLP  
2nd Past President: Renee Botham

Thank you to all the members that voted during this important process.

Respectfully submitted,  
Regina Lemanowicz & Danielle Newsome  
Tellers Committee

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## IAIP LINKS

[IAIP National](#)

[California Council of IAIP](#)

[Region VII of IAIP](#)

[Region VII Facebook Page](#)

[Region VII Facebook Group](#)

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Insurance Premium Finance

If you are interested in sponsoring SDAIP for  
2019-2020 please contact  
[manzanodmanzano@gmail.com](mailto:manzanodmanzano@gmail.com)

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