



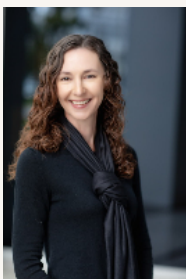
## SDAIP Newsletter



**July 2022**

Editor: Regina Lemanowicz, CLP

### ***PRESIDENT'S MESSAGE***



I had the privilege to attend the IAIP Regional Conference in Louisville, Kentucky and wow! What an event! This year our Region participated in the first ever HUB Regional, of which 5 regions participated. Each region had their own regional conference the day before the international convention began and was held at the same venue. Our Region VII meeting began with a business session and the Confidence While Communicating Speak-off, where I competed against a member from the Honolulu Association, Mark Coberly. Afterwards we enjoyed a joint regional luncheon and ended the day with our second business session which

concluded with the announcing of the Region VII award winners.

See the below list of Region VII Award Winners!

E.C. Smith Jr. Memorial Award for Community Action

(Given in recognition of a local association's commitment & activities in supporting their community/Volunteer work)

San Diego Association of Insurance Professionals

Roy Pasini Memorial Award for Public Relations

Honolulu Association of Insurance Professionals

Jeffrey Nordhaus Memorial Award for Education

No Submissions

Association of the Year

No Submissions

Member of the Year

Keri Herlong, CPCP, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP, DAE - Las Vegas Ins. Professionals

Hall of Fame

Annette Ing-Firmeza - San Francisco Insurance Professionals

Rookie of the Year

Lou Ohki - Insurance Associates of Fresno

Claims Professional of the Year

Jenny Scahaffer, ARM, CIC. CLP - San Francisco Insurance Professionals

Client Service Professional of the Year

Kim Cameron, CPIW, CLP - Insurance Associates of Fresno

Professional Underwriter of the Year

Brooke Lesniak, CLP, CRIS, CIIP - CA Member at Large

Risk Management Professional of the Year

Allison Holmes, AIS, AINS, CPIW, CLP, DAE - Insurance Associates of Fresno

Young New Professional

No Submissions

Confidence While Communicating

Mark Coberly - Honolulu Association of Insurance Professionals

Insurance Professional of the Year

Regina Lemanowicz, CLP - San Diego Association of Insurance Professionals

A BIG thank you to our Region VII Sponsors – Insurance Professionals of Helena and Imperial PFS. As well as all of our award sponsors & volunteers. This event couldn't happen without you!

Immediately following regional was the IAIP 81st Annual International Convention occurring 6/10/2022 - 6/12/2022.

The convention began on Friday with a rocking keynote Speaker, called Marvelous Mark, and we all received our own drum sticks to continue being rockstars! Afterwards we had our traditional & thrilling Confidence While Speaking International Speak-Off competition, followed by some excellent Education Sessions which included classes on Industry Trends (CE) & Career Development. Of course who could forget the First Timer's Happy Hour, Welcome Reception, Luncheon & super fun YNP, Young & Professional, family feud event! And that was just day 1 of the IAIP conference! Day two started with Breakfast with the Sponsors, part two of the education classes for Industry Trends (CE) & Career Development. As well as new classes such as the Leadership Bootcamp & a variety of short 30min classes offered through the Community Café. There really was something for everyone! That afternoon the IAIP international award winners were announced over the Luncheon, always an exciting time! Please see the list of winners!!!

#### INTERNATIONAL AWARD WINNERS

Past Officer Council Scholarship

Nicholas Duncan, CRIS, AAI, AINS, CLP, PWCAM - Region V

Young New Professional

Melissa Rabeth, AIC-M, AIM, AINS, CISR, CLP - Region V

(Award Sponsor: Donegal Insurance Group)

Rookie of the Year

Harold Tracy, CIC, CLP, MLIS, CRIS, TRIP, SBCS - Region II

(Award Sponsor: Momentous Ins. Brokerage)

Risk Management Professional of the Year

Allison Holmes, AIS, AINS, CPIW, CLP, DAE - Region VII

(Award Sponsor: CMR Risk & Ins. Services)

Client Service Professional of the Year

Kim Cameron, CPIW, CLP - Region VII

(Award Sponsor: Lockton Companies)

Claims Professional of the Year

Vikki Angelo, AIC, CLP, CPIW, ITP, CCA, CLC - Region IV

(Award Sponsor: The Cincinnati Ins. Companies)

Professional Underwriter of the Year Brooke Lesniak, CLP, CRIS, CIIP - Region VII

(Award Sponsor: Vermont Mutual)

Confidence While Communicating

Gayla Martin, CISR, MLIS, CIIP, DAE, CLP - Region V

(Award Sponsor: Johnson & Johnson)

Insurance Professional of the Year Sue Quimby, CPCU, CPIW, DAE, AU, CIC - Region I

(Award Sponsor: Binder Family Trust)

Also announced were the 2022 NAIW Legacy Foundation Scholarship & Grant Recipients; please click on the following link to see the full list;

<https://www.internationalinsuranceprofessionals.org/events/EventDetails.aspx?id=1564757&group=>

This convention brought the largest crowd in five years with almost 250 registered attendees. If you missed it this year, be sure not to miss it next year! While the location details are still TBD for the international convention, we do know the Region VII conference will be in Hawaii!!! That's right next year, April 27-29, 2023, Region VII members will be in Waikiki at the stunning Hawaii Prince Hotel!!! Want to know how you can come? Since this is a members only event, you must be an IAIP member to attend, so join SDAIP today & stay tuned for more info to follow on this exciting conference!

In Fellowship,  
Christina Hernandez, CIC, AAI  
SDAIP - President  
Region VII

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## 2022-2023 Officers & Committee Chairs

### Officers:

**President:** Christina Hernandez, CIC, AAI - EPIC Insurance Brokers

**Vice President:** Cindy Lou Smith - C3 Risk & Insurance Services

**Secretary:** Regina Lemanowicz, CLP

**Treasurer:** Terri Carver, RHU, LUTCF - Auerbach & Gussin Insurance & Financial Services, Inc.

**Director:** Pamela Legge, RHU, CIIP, DAE, LPRT, CHRS

**Director:** Mark McDonald, CITRMS - LegalShield Business Solutions

**First Past President:** Jacquelyn Coyle - Liberty Mutual Insurance

**Second Past President:** Betsy Johnson, CISR, CIC - Berkshire Hathaway Homestate Companies

### Committee Chairs:

**Awards:** Regina Lemanowicz, CLP

**Bulletin:** Regina Lemanowicz, CLP

**By-Laws/Standing Rules:** Teresa McGilvray, CPIW, ARM, AAI, AIS

**Community Action/Rachel's House:** Nancy Trejo, CPCU, CIC, AIP, Betsy Johnson, CISR, CIC & Mark McDonald, CITRMS

**Education:** Shideh Rad, AINS, AU

**Employment:** Julie Brown

**I-Day:** Regina Lemanowicz, CLP

**Legislation:** Pamela Legge, RHU, CIIP, DAE, LPRT, CHRS

**Membership:** Cindy Lou Smith

**Public Relations:** Margarita Casillas

**Social/Reservations/Raffle:** Pamela Legge, RHU, CIIP, DAE, LPRT, CHRS

**Ways & Means:** Cindy Lou Smith


**Website:** Julie Brown

**Young New Professionals:** Margarita Casillas

Join SDAIP & PWI for  
a Bayside Bonfire  
July 21, 2022  
[click here to register:](#)

**When**  
Thursday, July 21, 2022 from 5:30 PM to 9:30 PM PDT  
Add to Calendar


**Where**  
Sunset Point Fire Pit area  
1400 Dunes Landing Rd.  
San Diego, CA 92109



**Map Directions**

**Contact**  
Julie Brown  
SDAIP  
619-947-9345  
jrb@sdainfo.org

**Sponsored By**  
Berkshire Hathaway  
HOMESTATE COMPANIES



### Bayside Bonfire with SDAIP and PWI San Diego

PWI and SDAIP will be gathering at a Fire Pit at Sunset Point on Mission Bay for dinner, drinks, networking, s'mores, fun and fireworks!

Grab your co-workers and family and come on down and join us for fun!

You can rent an Adirondack chair ahead of time or bring your own chair!

We must have a head count for the food and s'mores!

Hope to see you there!

Register Now on PWI San Diego's event page!

<https://events.r20.constantcontact.com/register/eventReg?oeidk=a07ej9r3o30bee95548&oseq=&c=&ch=>

## Awards



At our May meeting we honored our hard working members with special awards and well deserved recognition. Please join me in congratulating all the recipients.

**Client Service Professional of the Year** - Christina Hernandez, CIC, AAI

**Gayle Reskin Angel Award**-Cindy Lou Smith

**Hall of Fame**-Cindy Lou Smith

**Insurance Professional of the Year** -Regina Lemanowicz, CLP

**Insurance Woman of the Year** -Betsy Johnson, CISR, CIC

**Member of the Year**-Christina Hernandez, CIC, AAI

**Mentor of the Year** -Pam Legge, RHU, CIIP, DAE, LPRT, CHRS

**Professional Underwriter of the Year** -Jacquelyn Coyle

**Rookie of the Year**- Terri Carver, RHU, LUTCF

**Employer of the Year** -Liberty/Safeco

**CONGRATULATIONS**

Regina Lemanowicz, CLP

Awards Chair

**Young New Professionals**

**3 Top Priorities for Today's Young Professionals**



In the face of these challenges, what are young adults looking for in their careers, and how are they hoping to improve their mental health in the workplace? Here are three of the most important things that young professionals are looking for at work.

1. A sense of meaning and purpose: Coming of age during one of the most turbulent periods in recent history has left many young adults focused less on ambition and materialism and more on what really matters. More than any other generation, Gen Z is the most likely to believe they can make a difference by doing meaningful work (32 percent vs. 17 percent of all ages). Among factors to consider in choosing a job, young adults rank meaningful roles and responsibilities above promotion opportunities and convenient location. Despite worldwide issues like the economic fallout of the pandemic, racism, and climate change, young professionals remain optimistic: 82 percent of them feel hopeful about finding meaningful work and addressing global challenges by the year 2030.
2. Authentic connection: For some young professionals, the challenges of the past year have opened a door to more authentic expression and connection in the workplace. Because so many people were struggling with mental health in the workplace and at home, it was more acceptable to talk about personal stressors. As a result, 39 percent of people say they're more likely to be their full, authentic selves at work and 31 percent are feel less embarrassed or ashamed when their non-work life shows up at work, according to Microsoft's Work Trend Index. Young adults want to keep this authentic connection going: In a survey by Rainmaker Thinking, positive relationships and supportive leadership were the top two qualities young professionals looked for in a job, and the human element was more important than any other factor, including compensation and benefits.
3. Opportunities to grow and learn: A study of 6,900 Gen Z respondents by the Springtide Research Institute found that 86 percent of young professionals believe bosses and supervisors should offer them opportunities to grow, whether through a mentor program for young adults or other avenues. Professional growth is so important to this age group that one-third of them would be willing to accept smaller pay increases if they had the opportunity to learn different skills and to choose what they're learning. When choosing a job, young adults rank "the chance to learn real skills" above extra pay and even above autonomy and creative freedom.

<https://www.newportinstitute.com/resources/mental-health/young-professionals-workplace/#:~:text=This%20generation%20of%20young%20professionals,career%20goals%2C%20the%20report%20found.>

Margarita Casillas  
Young New Professionals Chair

## EMPLOYMENT



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  
Employment Chair





## Calendar of Events

July 9 - SDAIP Planning Meeting

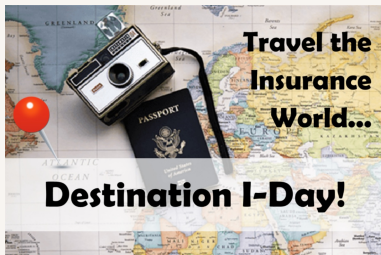
July 21 - Bonfire with PWI

October 7-8 - CA Council Meeting - San Ramon

October 18 - SDAIP Birthday Celebration Meeting

April 27-29 - Region VII Regional Conference

\*Dates may be subject to change



The 70th annual San Diego I-Day was held at the Town & Country Convention Center on Wednesday, May 17, 2022. The theme this year was Travel the Insurance World...Destination I-Day.

The morning started with a two hour CE class instructed by Steve Thompson, COSS of Aspen Risk Management Group on the topic of the Benefits and Challenges of Work from Home.

The I-Day committee decided that for our booth theme we would showcase the local charities we support and our travel destination would be the Rancho Coastal Humane Society. Our booth was decorated with fun animal print items. Nancy Trejo was able to borrow life sized dogs from Rancho Coastal. Our giveaways included packs of candy shaped like dog bones, paw print bracelet charms and SDAIP promotional items.

We collected much needed items for the Humane Society as well as monetary donations. And what a great surprise to have Safeco Insurance make a generous donation of \$500.00. Thank you Nancy for making that happen.

We had posters showing all the charities we support and photos of members serving our community. It truly was inspiring. Giving back has always been an important part of what SDAIP stands for. The members were proud of all we have accomplished and the attendees were able to see that pride first hand.

The guest speaker was the very popular radio and TV personality Shotgun Tom Kelly.

Congratulations to the industry award winners. Especially our own Betsy Johnson!

Agent of the Year: Matthew Slakoff - Cavignac

Associate Member of the Year: Jeremiah Howard - Midwestern Insurance Alliance

Insurance Company Professional of the Year: Gilbert Geverians -Travelers Insurance

**Insurance Woman of the Year: Betsy Johnson** - Berkshire Hathaway Homestate Companies

Emerging Leader of the Year: Stephanie Calhoun - Teague Insurance Agency, Inc

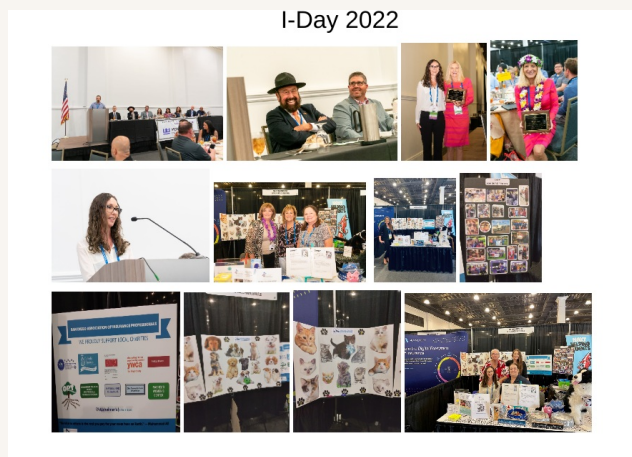
Andrew H. Ekern Award - Gabe Erle & Jamie Reid - C3 Risk & Insurance Services

A heartfelt thank you to SDAIP members who volunteered their time and talent. A special thank you to Teresa McGilvray and Tribal First for donating two gift cards for the drawing.

It was a fun event and we are looking forward to what next year brings.

In fellowship,

Regina Lemanowicz



### ***RACHEL'S HOUSE***

I have been running our Saturday Lunch Volunteer Calendar since July 2012, and we have been serving lunch for longer than that!. How time flies!! Thank you for your time and commitment in keeping this project alive. Since Covid, we have been picking up lunch from Father Joes and delivering it to Rachel's House, instead of actually going in and serving the lunch. Their needs have gotten greater, as many of their volunteers fell by the wayside. On Sundays, they have always relied on volunteers to supply lunch, as they do not have a budget for that. Thanks to the generosity of some of our members, we have been able to help them fill their Sunday lunch holes, when they don't have a group lined up to provide lunch. This involves providing lunch for 25-30 women.

Right now, they are in desperate need of women's panties, sizes 5-8. They give out 22-39 per day.

If you would like to help with any of the above needs, please let me know. We can always use more help!

We will soon be planning for our 2022-2023 year, so if there are charities you would like to include in our community action, please let us know.

If you would like to get involved with supporting Rachel's House, please contact **Nancy.Trejo@safeco.com**

In fellowship.

Nancy Trejo, CPCU, CIC, AIP

**Nancy.Trejo@Safeco.com**

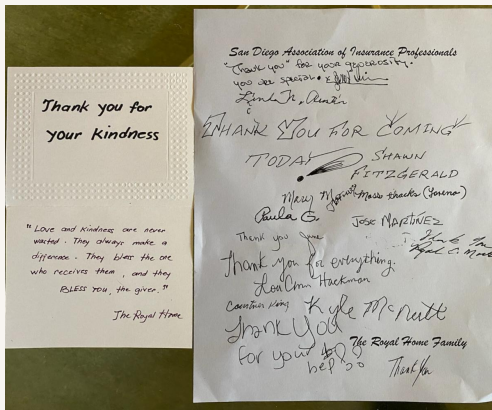


Special thanks to: Ernie Torgeson, Stephanie Calhoun and the Teague Insurance team for their generous donation of 150 pairs for the Panty Drive



Special thanks to: Dave Garcia and the Rancho Mesa team for their generous donation of 150 pairs for the Panty Drive.

### Community Action



We had a great Community Action event on on Friday, June 10th. Betsy Johnson, Terri Carver, Mark and Vene McDonald hosted a bingo event at the Royal Home, an elder care facility



in El Cajon where there residents rarely, if ever, get visitors. We ran two bingo games for first and second place with prizes provided by SDAIP (thanks Betsy) then had sugar free root beer floats and ice icream and sugarless cookies, while we sang a few songs led by Terri Carver on the karaoke machine that we already donated. Followed with two more bingo games, it was a very special day. SDAIP received a thank you card from the facility and a thank you letter signed by the residents.

Your Community Action Committee:  
Betsy Johnson, Mark McDonald and Nancy Trejo

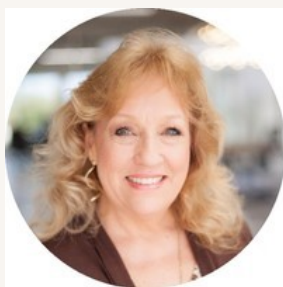




We are proud to announce we were the recipients of the Region VII E.C. Smith, Jr. Memorial Award for Community Action. This award was presented at the annual Regional conference on June 9th in Louisville, KY.



The Community Action committee was happy to be a part of the SDAIP booth at SD I-Day on May 17. We had brochures and a binder of adoptable pets available to help bring awareness to Rancho Coastal Humane Society. Rancho Coastal is very dedicated to the care of animals and the people who love them. I love that they help families and pets stay together when times are tough, such as military deployments or domestic violence situations. We raised \$660 for Rancho Coastal, and also collected some fun dog supplies for them.



### Membership Report



### Top 10 Reasons to Join a Professional Organization

Whether you are interested in strengthening your network, furthering your career or maybe just in need

of a few more friends, professional networking organizations like SDAIP can be a great option for you. In addition to providing information about your chosen field, professional organizations can enhance your personal and professional development and provide endless networking opportunities. Here are the top 10 reasons for joining a professional networking organization:

1. **Broaden your knowledge:** IAIP offers courses, seminars and webinars to keep their members up to date on the latest industry innovations, research and trends. Staying informed on your industry's trends will only help you in the long run and will put you one step ahead of the competition!
2. **Take charge of your career:** Take advantage of career resources. IAIP offers a dedicated Career Center on the website where you will find job listings and resume building tips. You can also post your resume.
3. **Build a better resume:** Listing your association membership on your resume is impressive to current or future employers as it shows that you are dedicated to staying connected in your profession.
4. **Enhance your network:** We all know that networking is key for the movers and shakers of the community! Making connections is critical, and joining associations give countless opportunities to connect on a local and global level. For most people, creating professional relationships is important, and joining a group allows you to have a sense of security and trust. From this, you are able to support and help one another in reaching your professional goals.
5. **Be a Leader:** Professional associations give you an opportunity to develop your skills as a leader, and this is important for your personal and professional growth.
6. **Become a mentor:** Giving back can be the greatest reward and benefit. Participating in forums, chat groups or discussion boards sponsored by an association is also a great way to grow your network. This allows you to use your peers as sounding boards and often make some great friends with the same interests as you.
7. **Make a new friend:** Once we graduate from school, we all know how hard it is to get out and meet new people and make a new friend! Use professional networking groups as an opportunity to escape the norm and meet new people that may give you a reason to come out of your shell a bit more and have fun.
8. **Give back to the community:** There are plenty of organizations that we support and many ways for members to be involved.
9. **Strength in Numbers:** We live in a day and age where establishing a presence in any given career field often demands working long hours in the office and bringing work home when the doors close. At the end of the day, you may have ideas for cultivating partnerships, yet not feel up to shouldering all the responsibility to organize them. In a professional organization, you have access to an established support system of experienced people who are motivated to get things done. The battle is half-won!
10. **Stay Inspired and Stay Motivated:** Learn to love what you do! You may not even know that you love something, but it's important to be proactive about things you discover on the journey. Join a professional organization and discover something new TODAY!

Are you ready to say "I'm All In"? Join or Renew your membership today.

**CONNECT—LEARN—ENGAGE—GROW with SDAIP**

In fellowship,  
Cindy Lou Smith  
Membership Chair  
[cindylou2smith@gmail.com](mailto:cindylou2smith@gmail.com)

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### **JULIE BROWN NAMED ONE OF IBA'S ELITE WOMEN IN INSURANCE FOR 2022**

San Diego Association of Insurance Professionals are proud to announce member Julie Brown was recognized as an Elite Woman in Insurance for 2022 by IBA .



Julie is President and owner of San Diego Insurance Staffing and since 1995 their focus has been on advancing careers and helping clients make the most of their skills and experience. SDI Staffing is an insurance employment agency based in San Diego. They connect professionals with insurance jobs throughout California.

The article states in part the following:

“The 85 winners of the 2022 IBA Elite Women awards are leaning in to further improve the conditions of women in insurance. Whether it was juggling work and home responsibilities during the pandemic or focusing on the complexities illuminated through intersectionality or breaking glass ceilings and ending pay disparities, these women are ascending to new heights but making sure to leave the ladder down to enable the next generation of women to climb up as well.”

Congratulations Julie!

Read the full article here : <https://www.insurancebusinessmag.com/us/best-insurance/elite-women-2022-407817.aspx#winnerListSection>



Alana Ray - RLI  
Lori Lowe, AU, AINS - Snapp & Associates  
Kemper Morton, CPCU, ARM, AU-Berkshire Hathaway  
Homestate Companies

### *Legislation Report*



#### **AB 567**

When Governor Gavin Newsom signed the Long-Term Care Insurance bill into law on October 11, 2019, a task force within the Department of Insurance was established. The task force is chaired by Insurance Commissioner Ricardo Lara and is designed to recommend options for a “statewide program that would help ensure all people can age with security and dignity.”

On June 8, 2022, Commissioner Lara announced the appointment of Dean Chalois, President and CEO of the California Association for Health Services at Home, to join the task force as the representative of hospice and palliative care providers. The task force will continue to explore how a statewide long-term care program will be designed and implemented in order to expand the options for people who are interested in insuring themselves should they encounter a functional or cognitive disability that requires long-term care services.

AB 567 originally called for a feasibility report to be issued no later that July 1, 2022; that has now been extended to January 1, 2023. The recommendations made by the task force will then be analyzed in an actuarial report to ensure an adequate benefit within a solvent program. If approved, it will then be submitted to the Legislature no later than January 1, 2024.

Pamela Legge, RHU, CIIP, DAE, LPRT, CHRS  
Legislation Chair





Dawn Manzano, CISR, CLP, CIIP  
 San Diego Association of Insurance Professionals  
 Crest Insurance



**Region VII Regional Vice President - 2022-2023**

Christine Chandler Tillet, aPHR, CRIS, CDP, CLP, MLIS, TRIP, CIIP  
 Insurance Professionals of Los Angeles, Inc.  
 Charles Dunn Company



**2022-2023 IAIP Board of Directors**

<https://blog.internationalinsuranceprofessionals.org/meet-the-2022-2023-board-of-directors/>

**Hotel Reservations are now OPEN!!**  
 San Ramon Marriott, 2600 Bishop Drive, San Ramon, CA 94583  
 \* Note: This is a Pet Friendly Hotel!

Room Rate: \$149 per night - Available October 6 to 9, 2022  
 Last date to book at the conference rate: September 8, 2022

To make your reservations online use this link: [BOOK YOUR GROUP RATE FOR SFIP OCT2022](#) (limited King Options Available)  
 Or call the hotel at: 925-867-9200 and use the code: SFIP Oct2022

**Getting There:**  
 The closest airport is the Oakland International Airport (23 Miles) and the hotel is close to BART (7.1 Miles or at 13 minute UBER ride).

**Attractions / Amenities:**

- There is a shopping center adjoining the hotel - The Shops at Bishop Ranch, including a Target and Whole Foods Market and lots of dining options.
- Two small casinos within 20 miles - The Park West 560 and Livermore; The Graton Resort & Casino in Rohnert Park is 77 miles away
- Close to multiple wineries in the Livermore Valley Area - [www.livermorevalleytrails.com](http://www.livermorevalleytrails.com)

The Host Committee is hard at work planning your education opportunities, the business sessions, and a fun Wine Event. Stay Tuned for more details!!

**Any questions? Contact:** Marie Meadows at [mmeadows@sanfranciscoinsurance.com](mailto:mmeadows@sanfranciscoinsurance.com) or Annette Ing-Firmeza at [anette.ing\\_firmeza@san.com](mailto:anette.ing_firmeza@san.com)

**2022 CA Council of IAIP Meeting  
 October 7-8 San Ramon, CA  
 Hosted by: San Francisco Insurance Professionals  
 Click here to register:**

<https://static1.squarespace.com/static/524b9edfe4b088674ff94f51/t/6289a4b6e2c6791c94de9d80/1653187767022/2022-10+CA+Council+Registration+-+Full.pdf>

**Hotel Link:** <https://www.marriott.com/event-reservations/reservation-link.mi?app=resvlink&id=1644956283986&key=GRP>

**2023 Region VII Regional Conference**  
 Hosted by: Honolulu Association of Insurance Professionals  
 “Registration opens Fall 2022.”



# *Return to Paradise*

*In 2023*



IAIP Region VII Conference  
April 27-29  
Honolulu, Hawaii  
[www.haipro.biz/region7conference](http://www.haipro.biz/region7conference)

## IAIP LINKS

[SDAIP website](#)  
[IAIP International](#)  
[California Council of IAIP](#)  
[Region VII of IAIP](#)  
[Region VII Facebook Page](#)

## SPONSORS



If you are interested in sponsoring SDAIP please  
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