

OCTOBER 2011



THE IBA SFV CONNECTION



INSURANCE BROKERS AND AGENTS OF THE SAN FERNANDO VALLEY

Calendar of Events

2011

OCTOBER

- 03 ~ Executive Board Meeting
- 05 ~ Board of Directors Meeting
- 26 ~ Young Agents Bowling Event
- 31 ~ Happy Halloween

NOVEMBER

- 06 ~ Fall Back
- 07 ~ Executive Board Meeting
- 09 ~ Board of Directors Meeting
- 16 ~ Company Appreciation
- 24 ~ Happy Thanksgiving

DECEMBER

- 05 ~ Executive Board Meeting
- 07 ~ Board of Directors Meeting
- 13 ~ General Meeting
- 25 ~ Christmas

Save the Date:

I-Day

March 29, 2012

CHECK US OUT AT

WWW.IBASFV.ORG

FOLLOW US ON FACE BOOK

PRESIDENT'S MESSAGE : ERIC ROTHMAN

We are now three quarters of a year into my Presidency and I have no idea how the time is rushing by. We have so many events and opportunities that allow us access and opportunities with all our members. These events are designed to present an entertaining way to meet with colleagues that we do not see on an everyday basis.

Those of you that read this article are probably already aware of the activities, philanthropic events and focus on political affairs that we have. Are the people around you, or the people that work for you aware of our association and the purpose that we have? I urge you to give this newsletter to your co-worker and let them see what we do. Let them ask questions. Let them get interested in an association that caters to all of our industry. Urge them to attend an event or come to a board meeting.

IBA SFV will continue to recognize the efforts of all current and past board members. We stress that we would not be here today without the time and effort that the past gives to our future. That being said, what will the future of our association look like? We are all in businesses that talk

about the future and the perpetuation of our industry. We once again urge you to come to our meetings and events and become interested in our association.

You might already know about our upcoming free bowling event. This is the first time we will be holding a free event. This is designed to thank all those that have been active in our association. We look forward to seeing as many people there as can fit in the bowling alley.

Please remember that in November we will be having our annual Company Appreciation Night. This event has been a successful way to get out and meet your peers for many years. We will be presenting our Company of the Year as well as our Company Person of the Year. Once again

we will be having the annual toy drive for the Ronald McDonald House. So get your unwrapped toys ready to donate.

Finally, since we have not had the opportunity in a newsletter, I would like to once again thank Terry Miller for his tireless effort in organizing and running our annual Golf Day. This event has been one of our biggest events for years and Terry has been the main part of continuing to make it grow and more successful every year.

I hope to see and meet all of you at our upcoming events and meetings.



PRESIDENT ELECT;-GINA WILLARD

2011---Where did it go? It's hard to believe this year is coming to a close and is only 3 ½ months away, Wow!! It's almost time to start SHOPPING.....and ring in the New Year!!

Company Appreciation is going to be held on November 16th at Woodland Hills Country Club from 5:30 to 8:30. This is the event where we agents show our appreciation to the carriers that have helped us this year! We will be recognizing the "Company Person of the Year", " Company of the Year", "Bernie Lewis Award" and the "Beverly Jordan Award". There will be a jazz band playing and dinner will be served. Of course we will have a cocktail hour, networking opportunities and the best raffle of the year!! Come join us for a fun-filled evening!! Hope to see you there!!

Just a reminder, officer elections will be held at the General Meeting on December, 13, 2011 at BJ's in Woodland Hills.

This is your association, your voice and votes count. You'll be receiving an e-mail with further details and information.



SECRETARY / TREASURER: JANICE WENDT

It is amazing fall is already here, it seems the summer just flew by. IBA ~ SFV and The Insurance Professionals of Los Angeles joined together on Saturday August 20, 2011 and co-hosted a Barbeque at Ronald McDonald House LA. We had such a great day.

Terry & Fred were the head chefs and made some awesome hamburgers and hot dogs. Marian, Gina, Michelle, Cynthia and myself, along with several members from the Insurance Professionals of Los Angeles served and greeted over 80 families that came for lunch.

The children enjoyed decorating cookies and making ice cream sandwiches. The staff and volunteers at Ronald McDonald house are great . We were able to tour the LA house and it is amazing. If you ever get a chance you should really check it out, it is a beautiful place for families to stay, so they can be close to their loved ones during difficult times.



JONATHAN SCHRETER: IMMEDIATE PAST PRESIDENT

It was the intent of IBA-SFV to honor a deserving non-profit organization that serves the San Fernando Valley this year through a community gala. Although we were successful at selecting a charity from a list of deserving applicants, some unforeseen circumstances and scheduling problems have forced us to reschedule the event for September, 2012.



Among the numerous submissions we received, LAPD Devonshire PALS stood out as an incredibly impressive organization, particularly their ability to do so much with so little. For those of you who are unfamiliar with the organization, Devonshire PALS was organized in 1973 and since then has been dedicated to developing character in youth, reducing juvenile crime and creating safer communities by giving “at-risk” children a fun place to play and learn.

In October, 2009, they celebrated the opening of a permanent center, located in the southern section of Northridge and serve the entire northwest San Fernando Valley. The IBA-SFV Board of Directors had the opportunity to tour the facility last month and were simply in awe of what they offer. From a computer room to a library, from an auditorium to an outside grassy play area, Devonshire PALS has created a safe oasis in the heart of a rough neighborhood.

Operating on a budget of merely \$250,000 a year, the organization offers a wide variety of recreational and enrichment programs, free to all participants, and under the mentorship and direct supervision of police officers and local community volunteers.

The IBA-SFV has formed a committee that will work in conjunction with the PALS Board of Directors to plan a fun event. Our goal is to raise a minimum of \$5,000 for the organization, while also giving it added exposure to member agencies, utilizing our association’s manpower and resources.

We welcome your participation, either through manpower or sponsorship dollars. More information will be coming as we get in to 2012. We look forward to a great event.

BOARD OF DIRECTOR: BRETT BOSSUK



InVEST is a program with much upside for the entire independent insurance industry. Building awareness about jobs that insurance agencies have to offer is no small task. The common misconceptions attached to the insurance industry are tough to break through, but once they are dispelled you can see the enormous opportunity a career in insurance offers.

Over the past several months I have focused on building awareness within California State University Northridge about current and future opportunities for young professionals within the insurance industry. My time on their campus has been eye opening to some of the students who once never thought about going down the insurance path are now looking into a possible career in it. With so many different fields such as Customer Service, Sales, Underwriting, Actuarial etc. the insurance industry has a place for everyone.

The next step I plan for the InVEST program is to create an internship guideline that can not only be shown to the agents, but the students as well. A common question from students has been, “What will I do or learn while interning for you?” and as of now there has been no standard answer as each agency does things differently. I think a solid outline for InVEST interns would help the program have some more clarity for both the students as well as the agencies.



WOULD LIKE TO SAY THANK YOU!!!

COME HALL O BOWL WITH US FOR



WEDNESDAY OCTOBER 26, 2011
CORBIN BOWL
19816 VENTURA BLVD.
TARZANA, CA
5:30 pm - 7:30 pm

~ NETWORKING * EXERCISE * FOOD * FUN * RAFFLE * PRIZES ~

REALLY IT'S FREE... TO THOSE WHO SIGN UP BEFORE IT FILLS UP

THE FIRST 32 MEMBER AGENTS TO SIGN UP WILL GET IN FREE
THE FIRST 8 BOOSTER MEMBERS (ONLY 1 PERSON PER COMPANY) TO SIGN UP WILL GET IN FOR FREE

LIMITED TO 40 BOWLERS

SORRY YOUR TOO LATE BUT WE STILL WANT YOU TO COME HANG OUT (\$20.00)

MUST RSVP PRIOR

(818) 220-8408

ibasfv@roadrunner.com

COME IN COSTUME THERE'S A CONTEST
FIRST, SECOND AND THIRD PLACE



___ YES I WANT TO BOWL FOR FREE
___ NUMBER OF BOWLERS

NAME(S): _____

COMPANY: _____

CONTACT NUMBER: _____ EMAIL: _____



EXECUTIVE DIRECTOR: MARIAN E. JOCZ

You may be asking yourself why are they having a FREE bowling event? Because it always feels good to give back and that's what we wanted to do. Our members are always so supportive and step to the plate when we ask and we wanted to say THANK YOU! Don't wait too long to sign up as this will fill up quickly so don't be left out, at least for free. Once we fill all the lanes there will be a charge of \$20.00 per person. With Halloween just 5 days later you may already have your costume ready so why not wear it to bowling and have the chance to win first, second or third place.

Company Appreciation is right around the corner (November 16) this event is where we ask our member agents to invite company people for all they do for us thru out the year. You know the underwriter who always comes through for you and takes your calls and delivers on time. Again this year we ask you to bring a unwrapped toy(s) for none other than Ronald McDonald to take to the Ronald McDonald House Toy Closet Program.

Would you like to get involved with your local association, consider joining the board of directors. It is one meeting a month and your participation on a committee. You will make some great friends and develop the relationship with a company person you probably have talked to but never met. If this interests you in any way, please give me a call and ask questions, I'm more than happy to "sell you".

We are really organized this year as we already have our I-Day date set (March 29, 2012) we wanted to make it a little easier for planning for you. We are going back to the Burbank Marriott.

Another great event already secured for 2012 is our infamous annual Golf Tournament, scheduled for Thursday May 17, 2012 at none other than Moorpark Country Club.

The 2011-2012 directories were mailed out last month, did you get yours? If you did not receive one or would like a couple to pass out, please let me know and I will drop them in the mail.

Last but not least, are you getting my emails, if not please send me an email so I can add you to my mailing list...ibasfv@roadrunner.com

BOARD OF DIRECTOR: DARREN HASSON



Young Agent and Brokers of the San Fernando Valley are proud to invite you to the Second Annual COME HALL O BOWL EVENT, Wednesday October 26th at 5:30 pm.

The event will be at Corbin bowling alley at 19616 Ventura Blvd., Tarzana . This is a free event for everyone.

Let's see who will be the next Bowling Champion of the San Fernando Valley..

We hope to see you there!

Good Luck!

BOARD OF DIRECTOR: MICHELLE JACKSON ~ POLITICAL UPDATE

Although the State Legislature has now adjourned for the year, there are three bills on the Governors desk to be signed or vetoed which affect the insurance industry. In case you haven't seen the specifics through the IBA West website, here are brief summaries of the bills:

AB 1155 (Apportionment): This legislation would increase costs and litigation in California's workers' compensation system by undermining provisions that protect employers from paying for disability that did not arise from work.

AB 378 (Compound Drugs): This bill closes a costly loophole in current law which allows for abusive prescribing and billing practices for compound drugs, co-packs and medical foods in California's workers' compensation system.

AB 947 (Extends Temporary Disability Benefits): This bill will significantly increase costs and incentivize delays in return to work by creating an exemption to the 104 week cap on temporary disability benefits for injured workers that undergo surgical procedures. The *Orange County Register* editorialized against this bill in late August. For links to additional articles or to take action through the Workers Compensation Action Network, please go to www.ibawest.com.

In other industry related news, according to an article in Insurance Journal this month, estimated losses from hurricane Irene fell short, and therefore are not expected to impact the P&C market. According to catastrophic modeling company AIR, there were only \$3-\$6 Billion in insured losses, compared to a previously estimated \$10 Billion.

Please stay tuned for future political and industry updates!



BOARD OF DIRECTOR: CYNTHIA ANDRACHICK ~ PARTNERSHIP OPPORTUNITIES

August was the first month that the IBA~SFV and Insurance Professionals of Los Angeles partnered up to host a barbecue at the Ronald McDonald House in Los Angeles. It was a very rewarding day for all that volunteered. The IPLA members that participated are Christine Chandler-Tillett, Suzanne Agrios, Shawna Stevens and Mari Halliday. You don't realize until you see how families struggle how lucky you are to be healthy.

We left with such an amazing feeling of how we want to do more to help our community because not only does it help those in need but it gives one such a sense of fulfillment.



Insurance Brokers and Agents of the San Fernando Valley



**Cordially invites you to join us for our
2011 Annual Company Appreciation Night**

Wednesday November 16th

**WOODLAND HILLS COUNTRY CLUB
21150 DUMETZ RD.
WOODLAND HILLS
5:30 PM – 8:30 PM**

___ TABLE \$ 500.00 (10 PEOPLE) ___ MEMBERS \$ 55.00 (Non-Members \$ 65.00 per person)

AGENCY _____ CONTACT _____

ATTENDEE _____ COMPANY _____

ATTENDEE _____ COMPANY _____

ATTENDEE _____ COMPANY _____

ATTENDEE _____ COMPANY _____

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ATTENDEE _____ COMPANY _____

ATTENDEE _____ COMPANY _____

ATTENDEE _____ COMPANY _____

TOTAL AMT ENCLOSED \$ _____ MAIL YOUR PAYMENT TO: IBA-SFV P.O. BOX 7365 MISSION HILLS, CA 91346

***WE ASK THAT YOU BRING AN UNWRAPPED TOY FOR THE RONALD MC DONALD
TOY CLOSET PROGRAM***

PLEASE RSVP BY NOVEMBER 11, 2011
MARIAN (818) 220-8408 OR IBASFV@ROADRUNNER.COM

BOARD OF DIRECTOR: FRED WESTON

We come into the last few months of the year, I have been asked to write about my first year being on the board of the IBA-SFV. So here goes.

I have been working here at C.M. Meiers for about 10 years, and during that time many of my colleagues have volunteered and served with the IBA-SFV including Eric, our President. I thought that "someday" I should help out as well. Actually when I said "someday", it sounded better in my mind than "there is no way in hell" am I going to help. I mean I am busy. I'm a Producer! I have to get new business and keep the business I already have. I have a wife and two kids and they take up my time. Don't believe me, look up "Supernanny" and you'll see what I mean. What time did I have to serve with the IBA-SFV?

However, in a moment of weakness I found myself saying to Eric that if the IBA-SFV needed any help I would be glad to help out. It was innocent enough, so spur of the moment that surely Eric would forget and go back to whatever he was doing. Well he didn't forget so here I am, volunteering with the "Competition". I have helped with the Golf Tournament, walked raising money for the Ronald McDonald Foundation, helped with Casino Night and our Pool Night at Yankee Doodles without the Pool Tables, and BBQ'd at the Ronald McDonald house. And you know what...it's been great and very rewarding.

I have met and worked-volunteered with some great people. I have met other wonderful people in our organization at our different events. I have learned about what is happening with them and their lives, conversed with other Producers and Vendors who can be as asset for me with my business. We have shared and laughed and had a great time. And you know what...it really hasn't been that much time.

So going forward, I think I will help with another year and help where I can, participate at our different events, meet some more wonderful people, still work with the "Competition" and have a great time spending time with the time I don't have.



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