



"In The News..."

President's Message

INSIDE THIS ISSUE:

President's Message	1
Severe Weather: Tornadoes	2
Professional Development	3
International Announcement	4
Fundraising Opps.	5
Corporate Partner Opp.	6
New Corporate Partner - ESR	7
Board of Directors	8

NAIW MISSION

NAIW (International) serves its members by providing professional education, an environment in which to build business alliances and the opportunity to make connections with people of differing career paths and levels of experience within the insurance industry.

They say time flies when you're having fun! Well time certainly is flying and 2009 is almost over! The program for October was speaker Alan Harris from the Seminole County Emergency Management who spoke to the group on "Severe Weather Awareness". This meeting was very exciting for a couple of reasons – we installed our newest member, Diana Stack, PIAM, AIAM, CPIW who works for Hugh Cotton Insurance as an Account Manager and in Accounting. Keep an eye out for our new members who recently signed up from Crum & Forster, Liz Conroy and from Philadelphia Insurance Company, Susan Lofvers, PIAM.

On Saturday, October 10th – several of our members partnered to walk for PKD – Polycystic Kidney Disease at Cranes Roost Park to support those who suffer from this terrible disease. They also say patience is a virtue and it paid off in a very short time with the announcement of our first Corporate Partner, Emergency Services Reconstruction. Miriam was on hand at our October meeting and surprised us with this great news! Please welcome ESR to the association! ESR is also one of our sponsors for the class that took place Saturday, November 7th below. Our November general meeting was held at Brio in Winter Park on Saturday, November 7th with 13 of our members/guests. Talk about a great start to the Holiday Celebrations!

Our Professional Development committee has been hard at work by bringing us a PIAM class on Saturday, November 7th. The class had 23 participants from the Orlando area all the way up to Tallahassee. In addition to the PIAM class in November, we also have Central Insurance School's newest designation program, Certified Professional in Insurance (CPII) being taught January 9, 2010, also at ESR.

Our next general meeting will be announced shortly. See our website for further details at www.cfipflorida.org

In closing, I invite you to contact our Director of Membership, Mary Brilliant on how you can become the newest member or Corporate Partner in the *Central Florida Insurance Professionals!*

If you have any questions, I am here for you anytime, please contact me at president@cfipflorida.org or call me direct at 321-246-5648.

Yours in Fellowship,
Jason Carter

Jason Carter, CPSR, PIAM, CPIM, DAE
President





When is Florida's Tornado Season?

Florida has two Tornado Seasons.

- The **Summer Season**, from June until September has the highest frequencies with usual intensities of **F0 or F1** on the **Fujita Scale**. This includes those tornadoes that form from land falling Tropical Cyclones.
- The **Deadly Spring Season**, from February through April is characterized by more powerful tornadoes because of the presence of the jet stream. When the jet stream digs south into Florida and is accompanied by a strong cold front and a strong squall line of thunderstorms, the jet stream’s high level winds of 100 to 200 mph often strengthen a thunderstorm into what meteorologists call a supercell or mesocyclone. These powerful storms can move at speeds of 30 to 50 mph, produce dangerous downburst winds, large hail and the most deadly tornadoes.



Your “How To” Guide to Help You Prepare for Disasters can be found easily on

www.PrepareSeminole.org – there is a very important feature where you can receive text messages for any major pending event such as severe weather, accidents, etc.

Severe Weather Awareness – Is Your Family Ready for Tornado Season????

What Time Are Florida's Tornadoes Likely to Strike?

Florida tornado climatology shows us that strong to violent tornadoes are just as likely to occur after midnight as they are in the afternoon. This unique feature makes these tornadoes more dangerous, because most people are asleep after midnight and cannot receive weather warnings relayed by commercial radio or television stations.

Although tornadoes occur in many parts of the world, they are more frequent in the United States. On average, 1,200 tornadoes cause 70 fatalities and 1,500 injuries nationwide each year.

Tornadoes can occur at any time of the year and most often strike between 3:00 pm and 9:00 pm. In the southern states, peak tornado season is March through May. In the northern states, peak tornado season is June through August.

Tornado Terms

Tornado Watch: Issued when weather conditions are favorable for the formation of tornadoes. Stay informed and be prepared to take shelter.

Tornado Warning: Issued when a funnel cloud has been sighted or indicated by radar. Take shelter **IMMEDIATELY**.

Tornadoes are rated by the Enhanced Fujita Scale:

- | | |
|------------------------|-------------------------|
| EFO: 65-85 mph winds | EF3: 136-165 mph winds |
| EF1: 86-110 mph winds | EF4: 166-200 mph winds |
| EF2: 111-135 mph winds | EF5: Over 200 mph winds |

NAIW Website

Remember to check the [NAIW](#) website regularly as Webinars are now being offered. The website also has a link to WebCE for those who like to take online CE courses and a link to The National Alliance website. The National Alliance offers the CISR and CIC designations.

CENTRAL FLORIDA INSURANCE PROFESSIONALS IN CONJUNCTION WITH CENTRAL INSURANCE SCHOOL PRESENTS... CPII COMMERCIAL LIABILITY

Does your company have time OR personnel to effectively train staff?

Have you maintained current knowledge in the forms, rating and other procedures?

The Certified Professional in Insurance (CPII) is a designed to provide the insurance professional the tools necessary to analyze the risk and determine what is necessary to cover the gaps created by the policy. Additional knowledge will be gained for risk analysis in specialty areas. This designation program provides a link between exclusions or limitations and the endorsements necessary to cover the risk. Proper analysis of the applicable endorsement can determine if the endorsement is limited or sufficient.

This module provides:

Seven (7) Continuing Education Credits
Solution for Coverage Gaps
Endorsement Analysis
Risk Managements

Who should attend?

Agents
Managers
Marketing Representatives
CSRs
Processing Personnel
Adjustors

PRICE: NAIW Members - \$110
Non-NAIW Members - \$120
(Regular Price is \$145)

DATE & TIME: Saturday, January 9, 2010
8:00 a.m. to 4:00 p.m.

LOCATION: Emergency Services & Reconstruction
2405 W. Princeton Street
Suite 5
Orlando, FL 32804
(Lunch at your own expense)



Enthusiasm...

for our association and the purposes for which it was founded

Transition...

forward thinking to meet our multi-generational needs

Attitude...

approach everything with an open mind and a willingness to cooperate

Don't be caught waiting....the ETA is NOW!!!

rosalyn "roz" horton, CIC-CPIW-DAE

Candidate for International Secretary

June 2010



CFIP has started a fundraising event which will help our association begin to grow. You can help us reach our goal simply by ordering online from Current Fundraiser. It's easy to do, you can choose from lots of fun and practical products, and **50%** of your total purchase goes directly to our association! Imagine the possibilities we will be able to start earlier than expected with an increase in funds for the association.

Just follow these easy steps:

Log on to:

<http://www.currentfun.com>

Shop to your heart's content. You can choose from loads of reasonably priced cards, gift wrap, gifts, candy and treats, even popular magazine subscriptions. Look for special fundraiser Internet offers, too. This is great for the holiday and it benefits both you and your association partner.



When you check out, select:

State: **Florida**

Organization: **Central Florida Insurance Professionals**

City: **Altamonte Springs**

Submit your secure order (using your credit card for payment). Your purchase will be shipped directly to you.

Enjoy your top-quality Current products, while you help **CFIP** meet our fundraising goal!

Thanks for helping in advance and we look forward to giving back to you through more education and networking opportunities!



Calling all Future Corporate Partners....

Corporate Partners are one of our many assets. They contribute to our growth by giving us the ability to promote membership, sponsor scholarships, and can assist in other ways such as supporting functions like educational classes, locations for meetings, website expenses among many other things.

The Corporate Partnership Program was designed to welcome and recognize those businesses interested in partnering with the Central Florida Insurance Professionals. To be eligible for the Corporate Partnership Program, your company must either:

- Be involved in the risk management or insurance industry;*
- or*
- Provide a product or service related to the insurance industry.*

Although Corporate Partners do not have voting rights or are allowed holding both elective and appointive office at all levels of the association, we encourage their employees to become members to represent the company at an even higher level.

The benefits are many for all levels of Corporate Partnership with CFIP – please visit our website by clicking the following link
<http://www.cfipflorida.org/apps/webstore/products/category/220964>

If you have any questions, please do not hesitate to contact our Director of Membership, Mary Brilliant at membership@cfipflorida.org.

We look forward to a prosperous partnership with your company soon!!

Yours in Membership,

Mary Brilliant, AAI, CIC, CPIW



**CFIP Welcomes our First Corporate Partner by
Miriam Ericsson!!**

Emergency Services & Reconstruction

Please check out below some information about our Corporate Partner and how they can assist your customers or even yourself in the time of emergency.

Emergency Services and Reconstruction is a locally owned and operated business. We serve Orange, Seminole, Osceola, Lake, St. Lucie, Martin, Indian River, Okeechobee, and Brevard counties with pride and loyalty, and we're sincere in our dedication to the people of this area.

We've encountered all types of disasters in our time in business, but with the knowledge and experience that we have built over the years, we know how to properly handle all situations. We work hard to put your mind at ease. When you call us, a team of skilled and trained technicians will come to your location right away to board up open areas, assess the damage, document the entire process, and get to work. Because we've been in business in this area for so long, you can trust that ESR knows exactly how to handle your disaster, big or small, and we pride ourselves on treating all our customers with the respect they deserve.

Whether you've had an overnight disaster like a sudden fire or flood or an ongoing issue like a mold infestation, ESR can solve your problems! We are experts in all our service areas, including fire restoration, flood and water mitigation, wind damage clean-up, contents restoration, and mold or trauma clean-up. We restore both homes and businesses back to normal after huge disasters like hurricanes or small problems like a broken pipe. No matter your problem, ESR will work diligently to bring peace back to your life.

<http://www.esrfl.com/index.php>



We're on the Web! Check us out and even CHAT!!

www.cfipflorida.org

Board of Directors

Audit

Diana Stack, PIAM, AIAM, CPIW
Debra Hoffman
audit@cfipflorida.org

Communications Asst. Director

Jason Carter, CPSR, PIAM, CPIM, DAE
communications@cfipflorida.org

Legislative

Michelle Maiorana
Debra Hoffman
legislative@cfipflorida.org

Membership Director

Mary Brilliant, AAI, CIC, CPIW
vicepresident@cfipflorida.org

Professional Development

Jose Reyes, CPSR, EHBA, PIAM, LTCP
professionaldevelopment@cfipflorida.org

Reservations Director

Jose Reyes, CPSR, EHBA, PIAM, LTCP
reservations@cfipflorida.org

Technology Director

Jose Reyes, CPSR, EHBA, PIAM, LTCP
technology@cfipflorida.org

President

Jason Carter, CPSR, PIAM, CPIM, DAE
president@cfipflorida.org

Vice President

Mary Brilliant, AAI, CIC, CPIW
vicepresident@cfipflorida.org

Treasurer

Jose Reyes, CPSR, EHBA, PIAM, LTCP
treasurer@cfipflorida.org

Secretary

Michelle Maiorana
secretary@cfipflorida.org

Parliamentary Authority

Pamela Voigt, CPSR, PIAM, CPIW, DAE
parliamentarian@cfipflorida.org



Dates to Remember:



11/11/09 – CFIP Business Meeting at 6pm @ BB&T – Burkey Risk Services

11/18/09 – Insurance Professionals of Greater Orlando's Annual Bazaar Meeting at Clarion Inn in Altamonte Springs, FL at 6:00pm

December Meetings to be announced soon...send your suggestions for meeting places to

reservations@cfipflorida.org

CFIP Announcements!!!

INSURANCE SCHOLARSHIP FOUNDATION OF AMERICA

If you need financial assistance with the fees for your continuing education classes or want to work toward a designation and your employer doesn't pay for it, consider applying for a Professional Scholarship through the Insurance Scholarship Foundation of America.

Scholarships will next be awarded in March 2010 and your application must be received by January 15, 2010. Check out their website at:

<http://www.inssfa.org/professional.html>.

Region III Awards are due by 11/15/09 – see the website for the award applications.