



# NAAIA NEWS

**National African-American Insurance Association**  
*The Connection To The Multi-Cultural Marketplace*

**SPRING/SUMMER 2010**

## NAAIA NATIONAL BOARD

**Ronald Allen, Chairman**  
*A. Allen Insurance Agency  
Chicago, IL*

**Don Davis, Vice Chair**  
*Travelers Insurance  
Hartford, CT*

**Rudy Loney, Treasurer**  
*MetLife Auto & Home  
Atlanta, GA*

**Charmaine Davis  
Immediate Past Chair**  
*Marsh USA  
Washington, DC*

**Jerald Tillman, Founder**  
*Jerald Tillman Insurance Agency  
Cincinnati, OH*

**Lee Bethel, Technology Chair**  
*Comprehensive Benefits Services,  
Inc  
Washington, DC*

**Leroy Bostic, NEC Chair**  
*Leroy & Thompson Agency, Inc  
Detroit, MI*

**Mona Carter, By-Laws & Policies  
Chair**  
*Nat'l Council on Compensation  
Insurance  
Boca Raton, FL*

**Marquis Miller, Membership  
Chair**  
*S.USA Life Insurance  
Chicago, IL*

**Wayne Spooner, Public Rela-  
tions Chair**  
*CNA Insurance  
Chicago, IL*

## Past Chairs

**Denise Lloyd**  
*Lloyd and Associates  
Washington, DC*

**Roosevelt Haywood III**  
*Haywood and Fleming Associates  
Gary, IN*

**Aubrey Branch**  
*Branch & Hernandez  
Las Vegas, NV*

## Northeast Ohio Chapter in Cleveland Receives Charter

The Northeast Ohio Chapter of NAAIA recently received its charter.

The chapter, which is based in Cleveland, has been in the process of forming since September, 2008. We were fortunate to obtain the requisite number of board members and general members in November 2010 along with receiving our tax exempt status from the IRS.

The members of our chapter are extremely diverse. The membership includes, the president, Kevin Lassiter, J.D., Vice President and Senior Risk Consultant for Wells Fargo Insurance Services USA, Inc.; the vice president, Richard Perry, President and COO of the Pinkney-Perry Insurance Agency; the treasurer, Yasmin Reccord, Client Manager Labor and National Accounts, Medical Mutual of Ohio; and the secretary, Brandon



**Kevin Lassiter, Northeast Ohio Chapter President**

White, Dedicated Agent for Nationwide Insurance.

Our focus for 2010 is to continue to grow our membership which currently has 14 members, and add to our board. As a part of our mission, we are also committed to educating students on career opportunities within the insurance industry. We have partnered with a local high school to provide information on our own successes and obstacles within the industry and to establish a career day where the students shadow selected chapter members in their work environment. We are also

planning to partner with the Cleveland Indians on fundraising opportunities, where members of our chapter work at vending booths at several Indians games. This will allow us to get exposure and bring in revenue for our chapter. These are just a few of the many events planned in 2010.

The Northeast Ohio Chapter is committed to education and helping our community grow and prosper. We have started on the right track and are excited about our direction. We look forward to working with the national organization and other local chapters to share ideas and resources when and where possible.

— **Kevin Lassiter, Pres.**  
**Northeast Ohio Chapter**



# NAAIA NEWS and NOTES

By NAAIA Chairman Ron Allen

I continue to believe that our NAAIA members are some of the most talented people in the insurance industry. I wish to acknowledge some of our NAAIA family members who have recently made some outstanding accomplishments.

**Leroy Bostic** (Detroit Chapter) was recently elected as the President of the Michigan Professional Insurance Agents.

**Anthony Greene** (New York Chapter) was recently elected as President of the Insurance Brokers Association of New York. We are proud that the leadership skills of our NAAIA teammates have been recognized and are now being used to support and grow other industry groups.

And let's not forget about growing our agencies.

**Mercedes George** (Chicago Chapter) has established a client relationship with the City of Chicago Aviation Dept.

Just across the state line, **Shanna Reid** (Milwaukee Chapter) has secured a contract to administer OCIP (Owner Controlled Insurance Program) for the Milwaukee Metropolitan Sewer District. We are proud that our NAAIA members continue to demonstrate that minority brokers have the ability and capacity to han-

dle the large clients.

Congratulations to **Davina Golden** (Milwaukee Chapter) on her promotion to Benefits Division Manager for the Wisconsin Dental Association Insurance Program. Davina becomes the first African American to hold this position.

NAAIA Past Chair **Roosevelt Haywood III** continues to build upon his highly respected role in the industry. Haywood has been selected as a 2010 Power Broker-Public Sector and awarded the Responsibility Leader designation in *Risk & Insurance Magazine*

NAAIA Member **Rudy Loney** recently wrote two articles on "How P/C Agents Can Increase Sales Through Employee Benefits" that appeared in insurance industry publications. The first was published in December in *Rough Notes*, and the second was published in *Insurance Journal* in April. Mr. Loney is Vice President of MetLife Auto & Home Agency Distribution Financial Services.

We wish to continue to acknowledge career events within our NAAIA family. Please send any noteworthy tidbits about NAAIA members to [info@naaia.org](mailto:info@naaia.org)

## CHAIRMAN'S CORNER



Ron Allen, NAAIA National Chairperson

As we end the second quarter of 2010, I wanted to share our focus for the rest of the year: membership growth, corporate sponsorship, chapter development, talent development for the insurance industry and enhanced consumer awareness for the African American community.

**Membership Growth:** As of the beginning of May, we have about 1,500 NAAIA member profiles nationwide. We would like to bring in 300 new members this year.

**Corporate Sponsorships:** We would like to add at least seven new companies who will help sponsor our conferences and underwrite of our initiatives.

**Chapter Development:** This year we want to strategically expand into five new cities, establishing strong local chapters there. Cities being explored include: Los Angeles, Miami, Seattle, Hartford and Raleigh-Durham.

**Talent Development:** We want to do more to inform bright African American high school and college students about the wealth of opportunities in our industry – whatever their background is math, law, healthcare or others.

**Supporting African American Insurance Professionals:** Always our primary focus, this year we are further strengthening our network and support, utilizing avenues such as the newsletter and social networking sites such as Facebook and LinkedIn.

**Consumer Insurance Awareness:** This year we plan to expand our outreach to African American consumers, partnering with other groups for financial literacy training, and to provide information on insurance; retirement planning and foreclosure prevention.

And finally I want to thank NAAIA's members and friends for your continued support of NAAIA and all of our initiatives.

*Ron Allen*

Chairman of NAAIA National Board of Directors

# NAAIA 2010 Legislative Conference

The NAAIA 2010 6<sup>th</sup> Annual Legislative Conference was held in Washington, DC on March 3-5. The conference was attended by nearly 50 minority insurance professionals from across the country.

The legislative conference opened with a legislative briefing hosted by the IIABA to update the attendees on the various pieces of legislation currently under consideration by the U.S. Congress that would have an impact on the insurance industry. Later that evening, receptions were hosted by Encompass Insurance and Liberty Mutual to welcome our attendees.

The next morning, our conference attendees boarded buses for a trip to Capitol Hill where they were granted interviews with eight members of the Congressional Black Caucus.

The attendees were warmly welcomed by the members of Congress, and were given encouragement for their efforts to remain informed on legislative issues.

After the visit to Capitol Hill, the attendees returned to the convention center for a legislative luncheon. The luncheon keynote speaker was Henry Alford, the President of the Black Chambers of Commerce. During the luncheon, the NAAIA Pioneer Award

was presented to Arthur Lambert of Washington, DC., and to William Allen of the Travelers Insurance Company for their outstanding career achievements. Professor Harold Gray, former Director of the Howard University School of Insurance, was recognized posthumously with the NAAIA Legacy Award. Mr. Gray's



Diana Grady, NAAIA member next to Dr. M.L. King statue at the capital

widow and two daughters accepted the award for the Gray family.

After the luncheon, our members attended a panel discussion consisting of former African American insurance commissioners. The commissioners shared their viewpoints of the

insurance issues within their respective states that have had the greatest impact for the minority communities.

The evening ended with a networking reception to benefit Haitian Relief efforts. NAAIA members donated \$3,000 to the American Red Cross earmarked for the Haitian people. John Rosser, from the American Red Cross accepted the check for the charity and gave our attendees a detailed update on the progress of the relief efforts.

On the last day of the conference, the attendees went back to Capitol Hill for a special red carpet tour of the U.S. Congress. Mr. Dante Pope, aide to Illinois Congressman Danny Davis served as tour guide for our members on this memorable walk through the halls of Congress. The new statue of Dr. Martin Luther King captured the hearts of the NAAIA members.

The 6<sup>th</sup> Annual Conference ended with the IIABA Diversity Luncheon. The keynote speaker was Harold Morrison, Senior Vice President of Chubb Insurance. Other luncheon speakers were the Chairmen of the Latin American Insurance Association, Chinese American Insurance Association, and our own NAAIA National Chairman Ron Allen.

## NAAIA CHAPTER PRESIDENTS

<b>President, Margaret Redd</b> NAAIA — Chicago Telephone: 312 217 8650	<b>President, Charles Briggs</b> NAAIA — Michigan Telephone: 313-393-6522	<b>President, Monique Gaskins</b> NAAIA — Central Maryland Telephone: 703.862.3525
<b>President, Charles King Jr.</b> NAAIA — Cincinnati Telephone: 937-222-5884	<b>President, Lawrence Williams II</b> NAAIA — Philadelphia Telephone: 215-868-5177	<b>President, Shanna M. Reid</b> NAAIA — Wisconsin Telephone: 414-640-4960
<b>President, Brent Jenkins</b> NAAIA -Dallas Telephone: 214 265-2635	<b>President, Mr. Ben Straker</b> NAAIA — New York Telephone: 914-380-4001	<b>President, Ray Brown</b> NAAIA — Atlanta Telephone: 770-937-7396
	<b>President Nelson McCants</b> NAAIA — Columbus Telephone: 614-917-5447	<b>President, Kevin Lassiter</b> NAAIA Northeast Ohio Telephone: 216-392-6827

## Follow NAAIA On Facebook and LinkedIn

**NAAIA now has a group presence on both Facebook and LinkedIn.**

**You can also use your Facebook or LinkedIn login to access our NAAIA website. You will find the instructions on your social networking site.**

facebook

LinkedIn

Visit our Headquarters

 **NAAIA**  
**NOW IS THE TIME!**

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### **VOLUNTEERS NEEDED!**

If you would like to participate in NAAIAA activities on a national or local level contact Ron Allen at [rallen@naaia.org](mailto:rallen@naaia.org) or (866) 56-NAAIA

**SAVE THE DATE - NOW IS THE TIME!**

## **National African American Insurance Association 2010 National Conference**

**Dallas, Texas - Sheraton Dallas**

You can reserve a room by dialing (866) 706-8134  
and asking for the "NAAIA Conference rate."

### **NAAIA...The Road Ahead**

*NAAIA Conferences are open to agency owners broker/producers, agency administrators, risk managers, legal and financial professionals and corporate insurance professionals. To register or for more information, visit [www.naaia.org](http://www.naaia.org) or call 866.566.2242.*

**OCTOBER 13 - 15, 2010**