

NAAIA NEWS

NATIONAL AFRICAN AMERICAN INSURANCE ASSOCIATION
The Connection To The Multi-Cultural Marketplace

Spring/Summer 2009



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NAAIA Visits Capitol Hill

More Than 50 Minority Insurance Professionals Attend the 11th Annual Legislative Conference

Washington, DC — The National African American Insurance Association (NAAIA) hosted its Fifth Annual Legislative Conference April 29th – May 1 at the Marriott Wardman Park Hotel in Washington, DC. More than 50 minority insurance professionals attended the event, which was sponsored in partnership with the Independent Insurance Agents & Brokers of America (IIABA).

The conference featured networking events, educational workshops, panel discussions, and access to information for attendees.

A number of sponsors helped to make the NAAIA Legislative Conference a success. The conference's primary sponsor was Marsh USA. Other sponsors included First Nonprofit Insurance Company, Branch, Hernandez Ins.

The conference began on Wednesday April 28 with a golf outing at the Tantallon Golf course. On Thursday April 29th, there was a welcome reception with Mr. Ralph Thomas as the keynote speaker.

Special guest at the reception was former US Representative Carl Stokes. The welcome reception included a special presentation to Frank J. Smith, President and CEO of Sphinx Financial Group located in Williamsburg, VA, and Anthony Ambush, President and Founder of Ambush Associate, Inc. located in Washington, DC.

These two industry veterans were awarded the 2009 NAAIA Pioneer Award in recognition of their many years of accomplishments in the insurance industry. NAAIA NCCM chapter President Monique Gaskins made the presentations.

On day two, the attendees visited Capitol Hill and met with members of the US House

of Representatives. They were granted interviews with Representatives Barbara Lee (CA.), Gregory Meeks (NY), Jesse Jackson Jr. (IL), Danny Davis (IL). They offered input on subjects that affect the industry and the African American community.

Also on that day for lunch, NAAIA hosted an exclusive and private invitation only luncheon at the Georgia Brown Restaurant on Fifth street. This event filled the restaurant to capacity and the keynote speaker was US Representative Gregory Meeks (NY).

At the luncheon, a special presentation was made to Ms. Ernesta Procope, President and CEO of E.G. Bowman out of New York, NY. The E.G. Bowman Company is America's largest minority owned insurance broker. Ms. Procope was honored for her pioneer efforts, achievements, and leadership as a minority independent insurance agent in the industry.

On Friday, May 1, the day began with a panel discussion, that covered a wide range of topics discussed in an interactive session. The distinguished panel included Arthur Kindred, VP-E.G. Bowman Company; Ken Branch, VP-Encompass Insurance; Marcia Griffin, President-Home USA; and George Woods, VP of the Benfield Group. The moderator was GERALYN THOMPSON, Corporate Relations for Allstate Insurance.

The IIABA Diversity Luncheon was hosted that afternoon. The luncheon was attended by nearly 120 insurance professionals. The keynote speaker was Marvin Kelly, President of the CPCU Society, the first African American to head the 30,000 member organization, who shared his personal experiences in the industry.

2009 Legislative Conference

Ernesta Procope Receives Lifetime Achievement Award



Ernesta Procope (center) receives prestigious NAAIA Lifetime Achievement Award

The general membership of the National African American Insurance Association selected Ms. Ernesta Procope as the recipient of the NAAIA 2009 Lifetime Achievement Award.

The luncheon to honor her was held at the famous Sweet Georgia Brown Restaurant on Fifth Street in Washington, DC.

The NAAIA Lifetime Achievement award is bestowed annually upon those individuals who have served the insurance industry for more than 30 years and who have demonstrated exemplary achievements within our industry.

It is a great testament to Ms. Procope's career that members across the country have recognized her many contributions to our field of business.

As a part of the luncheon to honor Ms. Procope, U.S. Representative Gregory Meeks, a dynamic speaker, addressed NAAIA members. The event filled the restaurant to capacity.



U.S. Representative Gregory Meeks addressing NAAIA members at Procope luncheon.

2009 NAAIA Pioneer Award Recipients



Frank J. Smith, Pioneer Award Winner (far left)

Anthony Ambush, Pioneer Award Winner (center)

Anthony Ambush and Frank J. Smith received the prestigious NAAIA Pioneer Award for 2009. Mr. Ambush and Mr. Smith each have more than 20 years of service in the insurance industry and are trailblazers in the field of insurance.

"The recipients were overwhelmed to be recognized by their peers," said Ron Allen, NAAIA national chairman. "It was a wonderful event."

NAAIA Attends the Insurance Agents & Brokers of America Diversity Luncheon



Marvin Kelly

More than 120 Insurance professionals were in attendance to hear Keynote Speaker Marvin Kelly. Mr. Kelly is the first African American President of the Chartered Property Casualty Underwriters Society (CPCU).

NAAIA Board Member Lee Bethel in the News



Lee Bethel

The American College, the nation's premier educator of financial services professionals, announced in April the election of seven new senior financial industry leaders to its Board of Trustees. One of the newly elected trustees is Lee Bethel, President of Comprehensive Benefits Services, Inc.

Lee has earned his CLU, GhFC, REBC, and RHU. Lee currently serves on the NAAIA National Board and is the Chair of NAAIA's Technology Committee. We congratulate Lee Bethel on being elected to the American College Board.

NAAIA 11th ANNUAL NATIONAL CONFERENCE

October 22-23, 2009 in Chicago

NAAIA'S 2009 Annual National Conference in Chicago, Illinois will be held on October 22-23.

The conference will feature panel discussion, educational workshops, networking sessions, and an awards banquet. To date, Marsh, Encompass, Safeco, Nationwide, First Nonprofit, Zurich, Aon, Travelers, MetLife, and State Farm will be sponsors of the event. For more information on sponsorship, call 866-56-NAAIA.

The conference will be held at the Chicago Palmer House Hilton, 17 East Monroe Street Chicago, Illinois 60603. For reservations call 1-800-445-8667.

If you want to expand your professional and business opportunities and put your career on the fast track, join NAAIA at the national convention. Don't miss finding your key to success.

To register or for more information, call 1-866-56-NAAIA or visit the website www.naaia.org.

NAAIA Statement of Purpose

NAAIA was organized to create a network among minorities who are employed by insurance companies or self-employed in the insurance industry. Pooling this wealth of talent contributes to the growth of the association and its members through sharing of professional experience, knowledge and information.

NAAIA will attempt, on a continuous basis, to promote professionalism in a manner that will lead to industry recognition and future career opportunities.

NAAIA Mission Statement

The National African American Insurance Association (NAAIA) shall coordinate the national efforts of the local African American insurance organizations and professionals.

The organization will invite individual memberships from those who do not have a local chapter in their areas. If interest does exist to build a local chapter in a respective city, NAAIA will contact the nearest member association to follow up.

NAAIA shall engage in the following activities: quarterly newsletter, plan and promote national conferences, advocacy involving national issues, influence in many insurance-related areas, and maintain an insurance database. For information, log onto: www.naaia.org.

NAAIA Membership Has it's Privileges

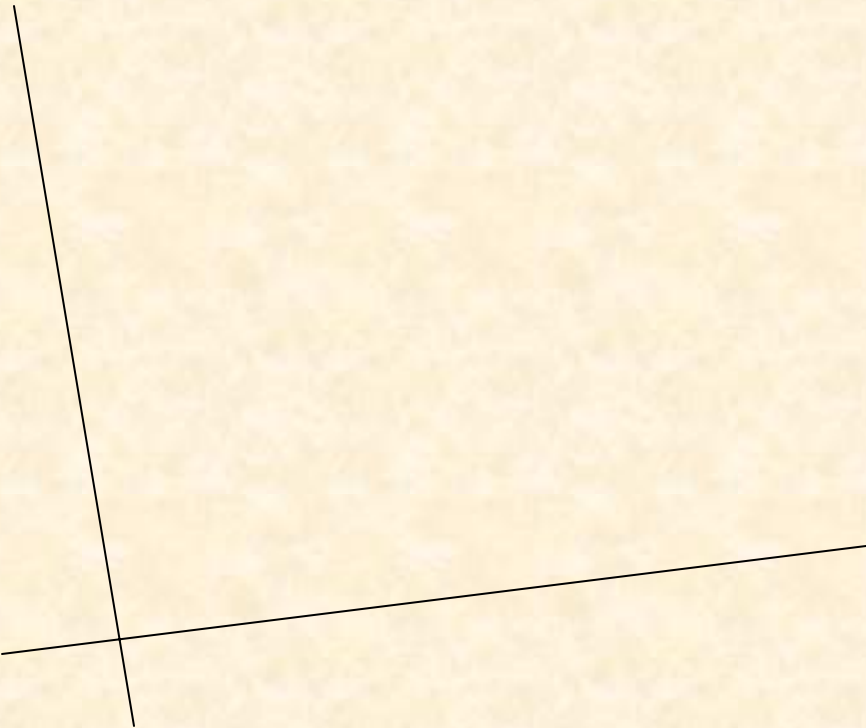
Your NAAIA membership affords many valuable benefits and discounts. A new partnership with the Society of FSP allows NAAIA members to take advantage of the company discounts offered to FSP members to help grow and manage their practice more efficiently. Benefits include:

- **A New Job and Career Center**
- **Ability to post resumes and view job openings**
- **Special discounts from major suppliers and vendors**
- **Car Rentals**
 - Alamo
 - National
 - Hertz
- **Coaching Tools**
 - Client Marketing Systems, Inc
- **Credit Cards**
 - Society of FSP
 - Platinum Plus
 - MasterCard credit card
- **Needs Analysis**
- **Klark Proposal software**
- **Office management**
 - FedEx
 - Office Depot
 - UPS
- **Practice Management**
 - Client Marketing Systems
 - DocuBank
 - LifeLock
 - Total Administrative Services
- **Publications**
 - Barron's
 - FSP Online Bookstore
 - Insurance Newsletter
 - The National Underwriter
 - The Wall Street Journal
- **Technology Solutions**
 - HP

Visit our website at <http://www.naaia.org> for more details.



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CHAIRMAN'S CORNER

KNOW YOUR HISTORY

Southern Aid and Insurance Company

Just 28 years after the end of the Civil War, in 1893, a group of black men in Richmond, Virginia organized the **Southern Aid and Insurance Company**.

The purpose was to furnish adequate and affordable insurance protection to African Americans and unemployed black youth. The company was the first chartered insurance company organized by blacks in the in the United States and had the distinction of being the oldest black owned and operated insurance company in the nation. It was also the largest African-American insurance company in the United States at one time.

The company founders chose Z.D. Lewis (1859-1926), pastor of the Second Baptist Church of Richmond, to head the corporation and R. Louis Brown as vice president. The other founding officers and board members were W.G. Carter, Charles Johnson, Jr., W.A. Payne, John E. Taylor and W.R. Coats.



Ronald Allen,
 NAAIA National Chairperson

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