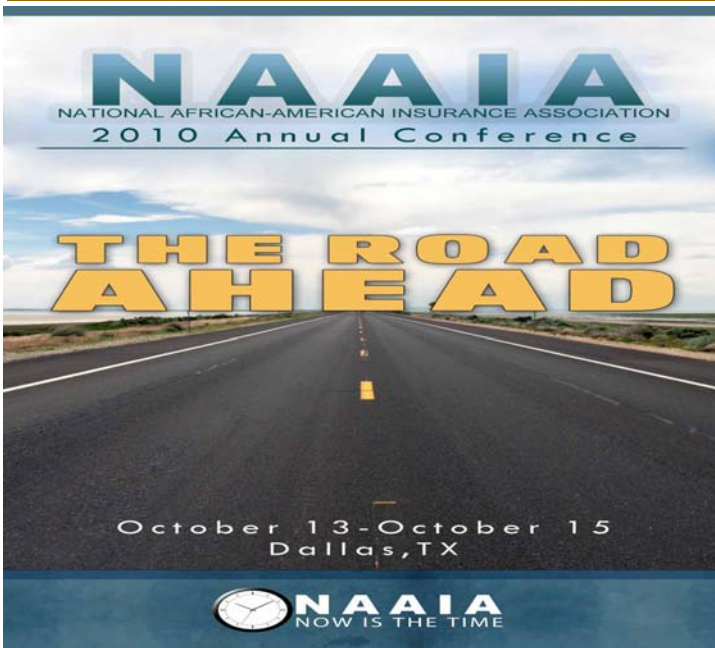


NAAIA NEWS

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

FALL 2010



“NAAIA -The Road Ahead” 2010 National Conference

The National African American Insurance Association is focused on attracting, developing and retaining talented African Americans to support the growth and profitability of the multi-trillion dollar insurance industry in the United States.

As a part of that continuing commitment, NAAIA is sponsoring its 12th Annual Conference October 13-15, in Dallas, Texas at the Sheraton Dal-

las Hotel, 400 Olive St. in Dallas. With the theme “NAAIA – The Road Ahead,” the conference promises to be an interactive experience that highlights both teamwork and collaboration, both of which are the foundations of success.

“We will have great speakers, workshops geared toward professional development and seminars with continuing education credits,” said NAAIA Chairman Ron Allen. “In addition, everyone in attendance will have the opportunity to network and build

many new business relationships.”

Conference activities begin early Wednesday morning, with the 8 a.m. shotgun start of the J.L. Tillman Scholarship Golf Outing, which is followed by the awards ceremony and a barbeque.

Other conference highlights include: Texas Insurance Commissioner Mike Geeslin’s keynote address at the opening breakfast session on Thursday; the Young Insurance Professionals’ Networking Reception Thursday evening; “View From the Top,” a special panel discussion with major corporate executives; and the NAAIA 2010 Insurance Hall of Fame Awards ceremony, with former Dallas Cowboys defensive back Everson Walls as one of the presenters.

“No matter what aspect of insurance you work in, NAAIA’s national conference is a great place to get educational information and the business contacts needed to help you in career growth.”

It’s not too late to register! Log onto www.naaia.org.

STATE FARM INSURANCE ANNOUNCES SUPPORT of the NAAIA Chicago Chapter Scholarship Fund

State Farm’s Great Lakes Zone is a partner of the NAAIA Chicago Chapter. We are excited to offer our time, talent, and treasure to support the work that NAAIA- Chicago is doing to expose the next generation of leaders to the insurance industry.

Our time: We volunteer

to further the mission of NAAIA –Chicago and we have an employee who serves on their board of directors .

Our talent: our employees have been featured presenters at NAAIA- Chicago events

Our treasure: in 2010, State Farm helped to

support the educational aspirations of ten (10) Chicago area high school students by funding the 2010 NAAIA- State Farm Scholarships.

We look forward to future collaborations with our partner, NAAIA Chicago!

-State Farm Insurance Company

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NAAIA member Tiara Bradshaw (left) receiving award

There is always something new and exciting going on in the NAAIA and we are always delighted to share the good news with our NAAIA family.

We would like to acknowledge **Mercedes George** (NAAIA Chicago Chapter) for submitting the winning theme for our 2010 Annual Conference.

Tom Goss (NAAIA Detroit Chapter) has been selected by the John McClendon Minority Scholarship Foundation as the 2010 recipient of its Pioneer Award. Tom, incidentally, was the first African American Athletic Director at the University of Michigan. Tom serves on several boards, but still finds the time to serve on the NAAIA Detroit Board.

Tiara Bradshaw, a NAAIA DFW chapter member, started with INROADS the summer of 2005 as an intern for Loss Prevention at Liberty Mutual Insurance Group. "INROADS, Inc. is a non-profit organization that places talented minority youth in corporate internships with the goal of a job offer upon graduation. Tiara pursued a career in insurance after graduation at Liberty Mutual and has been awarded the INROADS DFW Alumni of the Year 2010 award."

We wish to congratulate two newly elected members of the Chapter Leadership Committee, **Vance Powers**, President Dallas/Fort Worth Chapter, and **Charles King** President Cincinnati Chapter.

We are very proud to announce that the Dallas chapter has experienced a 150% growth in membership since their inception. Dallas is now our second largest chapter, with Atlanta being first. That is not surprising considering the U.S. Minority Business Development Agency listed Dallas the 5th best city in the country for MBE's with Georgia being the 4th. Our newly formed NAAIA **LinkedIn** group has also experienced significant growth and their numbers now are at 454.

Michael Charles Hilson (NAAIA Chicago Chapter) has been nominated by the IIA as a candidate for their Illinois Young Agent of the Year Award.

It is with great sadness that we offer our condolences to the family of **Christina Polk-Osumah** (NAAIA Detroit Chapter) Christina who was very active within the Detroit chapter, transitioned on Sept 2. This is the first noted death within our NAAIA family and we will miss her dearly.

We wish to continue to acknowledge career events within our NAAIA family. Please send any noteworthy tidbits about NAAIA members to info@naaia.org.



Ron Allen, NAAIA National Chairperson

The time is near, and we are eagerly anticipating our 12th Annual Conference in Dallas. I hope that you will be attending this event because it will provide numerous opportunities to network and build new relationships that will be beneficial to you

during your insurance career. In addition to the networking, there will be many great workshops and speakers that will support your efforts to be the ultimate insurance professional.

We are all very proud of reaching another milestone as we celebrate our 12th year anniversary, and we look forward to our "teen-age years" with great anticipation. We attribute our membership growth and increased corporate support as recognition of our focused efforts to increase the number of talented minorities in the insurance industry. NAAIA is among the fastest growing associations in the insurance industry.

The Road Ahead promises to be a long and exciting journey. We can expect some delays as with any trip, but we are confident because the NAAIA is a capable and dependable vehicle for your transportation down the highway to industry success. The NAAIA has its own "motor club" providing motivational fuel, inspirational nutrition, and emergency roadside uplifting when needed. This is a great time to be involved with the NAAIA because of the industry's need for minority talent; and NAAIA's ability to identify the many very talented individuals within our community.

Thank you for your support during my term as Chairman. I look forward to working with our new leadership in implementing our exciting 10 year strategic action plan, and I encourage each of you to support our growth efforts by actively participating on one of our NAAIA committees.

Ron Allen

Chairman of NAAIA National Board of Directors



Dear members and supporters of NAAIA:

ING is pleased to co-host the National African American Insurance Association's (NAAIA) Annual Conference. Through NAAIA's dedicated leadership, business partnership and work to promote insurance sales as a career option for African-Americans, you are making it easier for African-American financial professionals to thrive and grow.

At ING, we're all about making it easier, too. Our retirement, life insurance and employee benefits businesses make it easier for individuals and businesses to reach their financial goals, whether it's attracting and retaining talented employees, protecting their families, managing their risks, or saving for their future. We do this by working with independent financial professionals throughout the country, including a growing network of African-American financial professionals. We're also forming partnerships with NAAIA regional chapters to bring an array of financial services products and workshops to local markets.

ING considers diversity and inclu-

sion a business imperative – a necessary focus that allows us to be competitive in the global marketplace. It's also part of our core values. It helps us create and respond with appropriate products and services, including having the right mix of talent who can interface with our customers. Our approach to diversity and inclusion is having a balanced focus on organizational culture and metrics. However, we believe it also makes a difference in engagement and productivity, but just as important – in sustainability and results. We strive to ensure our culture maximizes the full potential of everyone as we pursue or organizational objectives.

ING looks forward to continuing our effort to build connections with African American financial professionals. We congratulate the NAAIA national and regional leaders for your outstanding work helping to make a difference for these individuals every day.

Sincerely,

Laurin J. Cathey
Head of Multicultural Affairs, ING

Learn to say NO

There are 24 hours in a day, we should be asleep for eight, exercising for an hour, and eating for hopefully two and let us not forget eight hours of work; which leaves us with roughly seven hours to juggle the other layers of our lives. I know that some days you feel like you cannot get a break, but guess what? You do **NOT** have to do it all. Learn to say **NO!** It's quite refreshing.

I for sure understand the self-created pressure of wanting to be a pleaser; attempting to be SUPERWOMAN when all I really want to do at times is crawl in the bed with a remote and eat ice-cream. No sounds harsh, creates the feeling of being selfish and unsupportive, but if that one simple word doesn't come out from time to time, you will find yourself stressed, burned out and being of very little help to others, let alone yourself.

Your time is valuable and should be treated as such. Every morning before you complete a task, whether it is work or personal, ask yourself a few questions:

**Is this a priority?
If I say yes to this, what am I saying no to?
Do I really have to do this all on my own?**

Please keep in mind No doesn't necessarily mean NEVER, it could very well be a no, not at this time. Your life is YOUR LIFE and your happiness and well-being are your top priorities, so do yourself a favor and start saying **NO** today!

Mercedes George (NAAIA Chicago)

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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.



Visit our Headquarters

 **NAAIA**
NOW IS THE TIME!

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COMMITTEE VOLUNTEERS NEEDED!

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

SAVE THE DATE
"September 2011"

Join us in Miami, Florida for...

**NAAIA's 2011
National Conference**

