

NAAIA NEWS

National African-American Insurance Association

The Connection To The Multi-Cultural Marketplace

AFRICAN AMERICAN HISTORY MONTH EDITION

FEBRUARY 2009



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A LOOK BACK AT OUR HISTORY

As we celebrate African American History Month, I pause to look back at the history of this great organization. Last year we returned to the site of our first conference, the city of Philadelphia, Pa. We returned not as a young start-up organization, but rather as an entity that has matured and earned the respect of our industry. The city's mayor, the Honorable Michael Nutter, welcomed us. We returned proudly to display our accomplishments and our growth over the past 10 years. Our growth has been tremendous because people have identified with the message we bring, and we have remained true to our mission.

Our Past Chairs have guided NAAIA across the country during the past 10 years, delivering our message and building new relationships. Their leadership is evidenced by the methodical development of new chapters in strategic cities across the nation.

The NAAIA developed a strong core in the Midwest and quickly spread eastward to the eastern coastline. Our newest chapter in Dallas, Texas is the first step in our strategy to expand to the West Coast. Our plans for expansion will take us across to the western coastline and from there up to the northwest.

In 2009, while building upon this strategy for growth, NAAIA will also bring a strategy for increased value for our members, sponsors, and our community. NAAIA will build upon the respect it has earned by initiating strategies to build our brand within the African American

community.

We will continue to build community outreach programs such as our disaster assistance initiative in New Orleans. NAAIA will expand our scholarship programs to each of our chapters and continue work to create new career opportunities in the industry. NAAIA is continuing to develop our website capabilities as a tremendous resource tool for our members. We have implemented our Webinar programs that have reached hundreds across the nation with important career information.

NAAIA will continue to build its brand across the nation. It is our hope to continue to establish our brand as a value proposition to our members and corporate partners. Most importantly, we will further establish NAAIA as a trusted educational and informational resource for the African American consumers. Our community needs a resource for quality and accurate insurance information from an organization comprised of its own.

As we celebrate this extraordinary African American History Month, in a year when Barack Obama -- the first Black President of the United States was inaugurated -- NAAIA's adage especially rings true. **NOW IS THE TIME!!**

For more information on NAAIA, log onto www.naaia.org.



Ronald Allen, NAAIA
National Chairperson



NAAIA

NOW IS THE TIME !

SAVE THE DATE

- *Legacy Reception*
- *Legislative Briefings*
- *Networking Opportunities*
- *Keynote Speakers*
- *Meetings on the Hill*

NAAIA Legislative Conference

April 29 – May 1, 2009

Join us in Washington, DC

Marriott Wardman Park

NAAIA conferences are open to agency owners/principals, brokers/producers, agency Administrators, risk managers, legal and financial professionals and corporate insurance Professionals. For more information about NAAIA go to www.naaia.org.

NAAIA Members To Meet With Legislators At 2009 Legislative Conference in Washington, D.C. April 29-May 1

The National African American Insurance Association will host its 2009 Legislative Conference April 29-May 1 at the Marriott Wardman Park Hotel in Washington, D.C. Conference sponsors include: Marsh, Independent Insurance Agents & Brokers of America, Branch Hernandez & Associates and The First Non-Profit Insurance Company.

You're invited to participate in this compact three day conference in the nation's capital. You'll have the opportunity to dialogue with your Congressional representatives about insurance related issues that impact you, your business or those you insure. Don't miss this unique chance to network with fellow independent agents, underwriters, brokers, claims adjusters and other professionals from across the nation, representing the insurance and financial communities. Also, participate in educational and professional development workshops with some offering CE credits and gain access to one of the largest exhibit halls.

Schedule Highlights

Wednesday, April 29, 2009

- 12:00pm-5:00pm NAAIA National Scholarship Golf Outing to benefit Jerald L. Tillman Scholarship Fund
- 6:30 pm-8:30pm Welcome Networking Reception, Host: National Capitol/Central Maryland Chapter

Thursday, April 30, 2009

- 7 am-10 am Legislative Conference Breakfast, Host: IIABA
- 10 am-12 pm Lobby on the Hill-Visit Capitol Hill to meet with State Representatives
- 1 pm-3 pm Legislative Luncheon & Life time Achievement Presentation, Host: Branch & Hernandez
- 6 pm-8 pm Exhibit Hall Opening Party with InVest Silent Auction, Hosted by: IIABA

Friday, May 1, 2009

- 9 am-11 am Town Hall Discussion: Paragon Vice President, George Woods, will moderate a discussion with leading industry CEOs on the US economic downturn and the impact on African American insurance and financial services markets.
 - 11:30 am-1 pm Diversity Luncheon, Guest Speaker: Marvin Kelly, CPCU Society President, Host:IIABA
 - 3 pm-5:30 pm Convention General Session
- *CEO panel: Bob Rusbuldt will moderate a panel of leading insurance company CEOs on the state of the insurance industry.
- *Key Note Speaker: Stephen Dubner, Co-author of FREAKONOMICS -Dubner shows how economics is, at root, the study of incentives -how people get what they want.



NAAIA

NOW IS THE TIME !

NAAIA DALLAS/FT. WORTH CHAPTER RECEIVES CHARTER



Brent Jenkins, President
NAAIA Dallas/Ft. Worth
Chapter

The insurance industry has been good to Brent Jenkins, president of the Dallas/Fort Worth Chapter of NAAIA. And it's that love of the insurance business that led him to take the leadership role in founding the newest NAAIA chapter.

"Because of the insurance industry, I have gone places and been able to do things I wouldn't have otherwise," said Jenkins, a Little Rock, Ark. native with eight years experience in the insurance business.

"I graduated from Paul Quinn College in Dallas with a BS in accounting. As a senior I attended a Marsh convention hoping to find an accounting job, but a career in insurance fell into my lap.

"The insurance business has been good to me," Jenkins explained. "One of the main reasons I wanted to start a chapter in Dallas is to educate high school and college students about opportunities in the insurance business."

The charter for the Dallas chapter was approved by the national organization in December 2008, and now has 18 members. The officers are: Jenkins, Vice President Sharon Clinton, Treasurer Dale Jenkins, Corresponding Secretary Sherri Crawford and Recording

Secretary Demetrius Gammage.

"I heard about NAAIA through a Hispanic friend, who jokingly said 'There's no insurance organization for us, but I heard of one for African Americans,'" said Jenkins, who works a wholesale commercial broker for Crump Insurance Services. "I looked up NAAIA on the internet, and I thought -- 'this is pretty good.'"

He approached his company about sending him to NAAIA's national conference in Detroit in 2007. Kathy VanEten, Crump's marketing director, accompanied him to the convention. By the time it was over, Jenkins and VanEten were both convinced they could start a chapter in Dallas.

"I had been to the Independent Insurance Agents and Brokers of America conventions several times and I was the only Black in the crowd," Jenkins said. "I wanted to get African American insurance professionals together in Dallas to network, share information we wouldn't get anywhere else and educate young people about the insurance profession."

Although the chapter by-laws committee is still fleshing out the details, Jenkins said the chapter will have three primary focuses: Networking, Community Service and Education.

"My membership goal is at least 50 members," Brent said. "I would definitely envision we'll be one of NAAIA's biggest chapters."

For more information on the Dallas/Ft. Worth NAAIA Chapter, call (513) 214-2635.

NAAIA CHICAGO CHAPTER PRESENTS "UP CLOSE & PERSONAL SERIES"

Marvin Kelly, First Black President Of The CPCU Society, To Speak March 18

Marvin Kelly, the first African American president of the Chartered Property Casualty Underwriters (CPCU) Society, will be the featured speaker for the second installment of the NAAIA Chicago Chapter's "Up Close and Personal Series" March 18.

As the first Black president of the prestigious society, Kelly is a true trailblazer. CPCU is respected as the premier designation in the property and casualty insurance industry. Kelly is also currently the executive director of the Texas Property and Casualty Insurance Guaranty Association.

"To have Marvin Kelly speak to us as part of the Up Close and Personal Series is a huge opportunity," said Margaret Redd, president of the NAAIA Chicago Chapter. "The purpose of the Up Close and Personal Series is to bring individuals with expertise and experience in front of our group to impart knowledge and wisdom, and Mr. Kelly will do that and more."

This is the second year for the Up Close and Per-

sonal Series the Chicago Chapter launched in 2008. It is a 90 minute midday "lunch and learn" series that includes a compelling speaker and lunch. Kelly will speak 45-60 minutes and then take questions.

"He'll be walking us through his experiences and his challenges in the industry," Redd said. "He's a shining example of someone who stands out, because of his dedication to his trade and to the insurance industry."

Redd said having Kelly address the Chicago NAAIA will help further one of the primary purposes of the Chicago chapter -- career management and professional development. The Up Close and Personal Series has also served as a recruiting tool for the chapter.

She expects the event to draw about 100 people to hear Kelly -- breaking the chapter's previous attendance record of 75 people. The Chapter, which was chartered in 2003, has 45 to 50 members.

For more information on NAAIA's Chicago Chapter, call (312) 217-8650 or visit www.naaiachicago.org.



NAAIA
 1718 M Street, NW
 Box 1110
 Washington, DC 20036
 (866) 56-NAAIA
 (702) 648-6951 Fax
www.naaia.org

WE'RE ON THE WEB!

www.naaia.org

KNOW YOUR HISTORY



Cirilo McSween

Cirilo McSween was the first African American to represent a major white-owned insurance company.

Mr. McSween joined the New York Life Insurance Company in the late 1950's. In his first year Mr. McSween became a member of the Million Dollar Round Table. He was one of the first African Americans to achieve this honor and he attained that honor for the following 28 years.

Mr. McSween was very involved in the Civil Rights Movement. He served on the Board and as Treasurer for Dr. Martin

Luther King's Southern Christian Leadership Conference. He was also a founding member of Operation Breadbasket and later was the Vice Chairman of Operation Push.

Mr. McSween went on to become the owner of 11 McDonald franchises. He was the founder of the Black McDonald's Owners Association.

Mr. McSween died on Nov 4, 2008, the day this country elected its first African American President, Barack Obama.

NAAIA Chapter Presidents

President, Margaret Redd

NAAIA - Chicago Chapter
 Telephone: 312 217 8650

President, Leronda Lucky

NAAIA-Cincinnati Chapter
 Telephone: 937-222-5884

President, Brent Jenkins

NAAIA Dallas Chapter
 Telephone: 214 265-2635

President, Charles Briggs

NAAIA - Michigan Chapter
 Telephone: 313-393-6522

President, Lawrence F. Williams II

NAAIA-Philadelphia Chapter
 Telephone: 215- 868-5177

President, Mr. Ben Straker

NAAIA- New York Chapter
 Telephone: 914-380-4001

President, Monique Gaskins

NAAIA- Central Maryland Chapter
 Telephone: 703.862.3525

President, Shanna M. Reid

NAAIA-Wisconsin Chapter
 Telephone: 414-640-4960

President, Roberta Williams

NAAIA-Atlanta Affiliate Chapter
 Telephone: 770-937-7396

