

California Council of IAIP (International)
October 7-8, 2022
San Ramon Marriott
"Join Our Crew in 2022"



This Program Belongs To:

Name _____

"Join Our Crew in 2022"



California Council of IAIP (International)
35th Annual State Meeting
The International Association of Insurance
Professionals

Road to Resilience



Photo Courtesy of Jolene A Galvan

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Welcome Message from the Council Director



On behalf of the 2022 CA Council Cabinet, it is my pleasure to welcome you to San Ramon and the 35th California Council Meeting, hosted by the San Francisco Insurance Professionals (SFIP). I hope that you are ready for an amazing weekend of Education, Networking, Fellowship and Fun. Your support of IAIP and CA Council means a lot to me. I am extremely passionate about IAIP and especially our great state of California.

SFIP has been working tirelessly to get this meeting put together and I have had the pleasure of working with them over the last few months. They have gone out of their way to make sure that we have educational classes that I hope you will all plan on attending. You will have the opportunity to make your own Day of the Dead (Dia De Los Muertos) face masks. There will be a contest for the best hand decorated mask. I know I am excited for the Welcome Party skit as Robin and Mary and the cast of players never ceases to impress me.

I hope that you take the time to enjoy all these events and build new relationships with others that you have not yet had the opportunity to connect with.

A special welcome to the First Timers. Make the most of your rights and privileges. Members please take the time to Introduce yourself to a First Timer and say thank you to a Gold Timer for their continued dedication and commitment.

If you have questions, comments, or concerns, please feel free to contact me. We have amazing Associations and I am proud to be your Council Director. Enjoy this meeting, take advantage of the educational classes, business sessions, and fellowship times.

We are Resilient and we prove that every day. Let's find ways to make others see what we already see.

In Fellowship,
Dawn Manzano, CISR, CLP, CIIP
California Council Director

Welcome Message from the Northern California

"Join Our Crew in 2022"



Assistant to the Council Director



Welcome to the 2022 California Council Meeting! I am very excited to see everyone this week and to participate in the various education classes, business meetings and social events in beautiful San Ramon, CA. The host committee has worked very hard to make this a fabulous event for us this year and the entire CA Council team is here for you at any time. Be sure you participate in EVERYTHING that you can, network, network, network and of course have a great time. In Fellowship, Alison (Allie) Holmes, AIS, AINS, CPIW Assistant to the CA Council Director

Welcome Message from the Southern California Assistant to the Council Director



Welcome to San Ramon! Whether you arrived by a car, airplane or train, the important thing is that YOU ARE HERE! The host association, San Francisco Insurance Professionals, has done an excellent job putting this year's California Council meeting together and it's all for you, our members! So please take full advantage of all the educational classes being offered, network, mingle and embrace being together again!

I have to say that I am really excited about the Dia De Los Muertos themed Welcome Party and mask decorating! Make sure you stop by the Hospitality Suite/Networking Central to decorate your mask before Welcome Party.

Our awards luncheon theme, Road to Resilience, is courtesy of our Council Director, Dawn Manzano and perfectly states what we are all doing right now! Pushing through these past few years and looking ahead to perhaps a less stressful time and more fulfilling future.

The road we travel together might have a bump or two, but we have an excellent leader at the wheel to help steer us around any "bumps in the road." So hop in, grab a friend, buckle up and get ready for the road trip of your life!

Welcome Message from the

"Join Our Crew in 2022"



International President



Welcome members and guests to the 2022 California Council Meeting in San Ramon, this is your 35th year! I bring greetings from the IAIP Executive Committee. Your host association, San Francisco Insurance Professionals, has planned a packed agenda for you. You will be able to participate in educational opportunities, enjoy Awards, recognize leaders, interact with exhibitors and enjoy a wine tasting. Please remember to thank San Francisco Insurance Professionals and your Council Director Dawn Manzano

who have worked hard to make this a great event for you!

I encourage your First Timers to attend Regional Conference with a First Timer and I encourage all of you to be involved in your association. IAIP has so many goals and projects that I'm sure we have something that excites you. We need you!

I hope you have a wonderful Council Meeting and I plan to see all of you in April for your Regional Conference.

In friendship,

Diane F. Martell, FCLS, CIIP, DAE, CLP
IAIP International President

Welcome Message from the

"Join Our Crew in 2022"



Region VII Vice President



Greetings,

Welcome to beautiful San Ramon, California with its scenic view of Mt. Diablo and the place of your 2022 California Council Meeting. This is my old stomping ground and living in the bay area for many years brings back so many fond memories. I want to take this opportunity to thank our host association the San Francisco Insurance Professionals (SFIP) for all their efforts in putting this Council Meeting together. It is never an easy task to do, and it takes a multitude of hands working together for remarkable results. In review of the agenda, they have put a lot of effort to ensure we have a wonderful experience. Thank you SFIP for hosting us.

I want to give a shout out to all you First Timers. Hoping you truly will enjoy this first-time experience at this Council Meeting. Be sure that you take advantage of your *"First Timers' Bill of Rights"* take in some sights, get your educational fix, absorb this meeting to its fullest and have some ah ha take away moments. To our seasoned members the Gold Timers, welcome. Thank you for all do and continue to do for this Association.

Wishing Dawn Manzano, CISR, CIIP, CLP and her team a great Council Meeting. I am proud to stand for the region by attending this Council Meeting as your Region VII Vice President.

In fellowship,
Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP
Region VII Vice President



Welcome Message from the

"Join Our Crew in 2022"



Host Association Co-Chairs



Host Association Council Meeting Co-Chairs

Marie Meadows



Annette Ing-Firmeza



Welcome everyone to the 35th annual California Council Meeting. The theme for the meeting is Join the Crew in 2022 and our Welcome Party Theme is Day of the Dead, as we are honoring all who have passed before us with a special celebration.

As the host association we have been working hard to plan an event that will be educational, inspirational, and downright fun! A heartfelt thank you to the instructors, vendors, exhibitors and sponsors, members, and guests. Without your help and attendance this event would not be possible.

A special thank you to our esteemed Council Director, Dawn Manzano, her assistants Allison Holmes and Christina Hernandez, and Council Consultant, Regina Lemanowicz. This was truly a spectacular team of energetic, creative, and driven to succeed women!

We also want to thank the amazing staff at the San Ramon Marriott. Our heartfelt gratitude especially goes out to Junelle Austria and Vaneeth Nand! They have gone above and beyond our expectations to make this event a success!

We have planned during our Friday Welcome Party a skit by our very own playwrights, Mary Moore-Campagna and Robin Fawkes. Who knows, you might be selected to participate as an actor.

Our community action charity will be the FBI SF Citizens Academy Alumni Association (FBISFCAAA). This non-profit organization is dedicated to fostering a special connection between FBI Citizens Academy graduates and the FBI by supporting the need in creating more informed and safer communities by supporting community service projects, involvement in community outreach programs, and social interaction. First eight people donating \$40+ will receive a thank you swag bag that Jenny Chea-Vaing has donated.

During the Saturday morning business session, our keynote speakers, David Parnell, FBI Special Agent and Jennifer Velen, FBI Crisis Management Specialist will discuss how the FBI responds and manages a crisis along with a panel discussion on how to prepare, respond, and recover from a critical incident for your organization or personal life.

It is our hope that you will take classes, enjoy the company of others you have not seen in person for a while, visit the vendors and exhibitors, win an award, support our community action program and Hawaii Association of Insurance Professionals' fundraiser for 2023 Region VII Conference in Hawaii!

In fellowship,

Marie and Annette
on behalf of SFIP

Welcome Message from the
"Join Our Crew in 2022"



Host Association President



On behalf of San Francisco Insurance Professionals (SFIP), we warmly welcome you to San Ramon! SFIP has the distinct honor and privilege to host the 2022 CA Council. I want to thank our host committee and CA Council Leadership teams in making this event possible.

This year's theme is "Join Our Crew in 2022." As our country moves on from the pandemic, I hope this event and many events that will follow will help us transition our return to normalcy. There will be a lot of familiar faces and some new ones. I challenge each participant to introduce themselves to someone new. Regardless of if they are "First Timer" or sponsor, it is very important that we make everyone feel welcomed and help them understand our shared mission as Insurance Professionals. Finally, I hope we also take the time to thank and celebrate folks who we warmly describe as "Gold Timers." These members have greatly contributed to our association and the entire insurance industry.

Once again, on behalf of SFIP, we welcome you to the 2022 CA Council!

Allen Shiu, AFIS

San Francisco Insurance Professionals (SFIP)

President

2022-2023

Agenda at a Glance

"Join Our Crew in 2022"



2022 CA Council Meeting – October 7-8, 2022

Hotel Info: San Ramon Marriott, 2600 Bishop Dr., San Ramon, CA

Host: San Francisco Insurance Professionals

Join Our Crew in 2022

AGENDA AT A GLANCE

Activity	Time	Room
Thursday, October 6, 2022		
Check into Hotel		
Friday, October 7, 2022		
Registration / Credentials	7 am to 1 pm	Salon 1 Foyer
First Timers/Gold Timers Breakfast	7:15am to 8:00 am	Suite 608
Networking Central	8:30 am to 12 pm	Suite 608
Education Sessions	8 am to 12 pm	Various Rooms
Day of the Dead Mask Decorating	9 am to 12 pm	Suite 608
Day of the Dead Mask Decorating	5 pm to 6 pm	Welcome Party
Lunch on Your Own	12 pm to 1 pm	
First Business Session Including CWC Speak Competition	1 pm to 5 pm	Salon 1
President's Meeting	5:00 to 5:30 pm	Suite 608
Committee Chair Meeting	5:30 to 6pm	Suite 608
Welcome Party – "Day of the Dead", Exhibitors & Silent Auction	6 pm to 10 pm	Salon 1
Saturday, October 8, 2022		
Breakfast– Hotel	6:30 am to 8 am	Outside Salon 1
Second Business Session	8 am to 12 pm	Salon 1
Leadership & Awards Lunch– "Road to Resilience"	12 pm to 2 pm	Salon 1
Ruby Hills Wine Tasting– at the Winery	3 pm to 4:30 pm	Ruby Hills Winery, Pleasanton
No Host- Bon Voyage Dinner	6 pm to 8 pm	Clementine's, San Ramon
Networking Central	8:30pm to 10pm	Suite 608

Business Meeting Agenda

"Join Our Crew in 2022"



First Business Session

Business Meeting Agenda, Friday, October 7, 2022

First Business Session
Time: 1:00 pm -4:30 pm
Location: Contra Costa Ballroom

1:00 pm	<u>OPENING CEREMONY</u>	
	Processional	Council Cabinet
	Call to Order	Dawn Manzano, CISR, CLP, CIIP
	National Anthem	General Assembly
	Pledge of Allegiance / Collect	Christina Hernandez, CIC, AAI
	<u>WELCOMES & RECOGNITION</u>	
	Host Association President	Allen Shiu, AFIS
	Host Association Council Co-Chairs	Marie Meadows & Annette Ing-Firmeza
	Region VII Vice President - Welcome Remarks	Christine Chandler Tillett, aPHR, CDP, CLP, CRIS, TRIP, MLIS, CIIP Region VII RVP
	California Council Director - Welcome Remarks	Dawn Manzano, CISR, CLP, CIIP
	Acknowledgement of VIPS & Seminar Instructors	Dawn Manzano, CISR, CLP, CIIP
	<u>BREAK</u>	
	<u>CWC COMPETITION</u>	Brooke Lesniak, CLP, CRIS, CIIP
	<u>ANNOUNCEMENTS</u>	
	<u>RECONVENE THE MEETING</u>	Dawn Manzano, CISR, CLP, CIIP
	<u>REPORTS</u>	
	Adoption of the Credentials Committee Report	Rae Lynn Zachary, ARM, CPCU, CIIP, CLP, DAE
	Adoption of the Annual Meeting Rules	Mary Moore-Campagna, CPCU, AAM, AAI, ARP, AIAF, AIS, AIM, CPIW
	Adoption of the Meeting Program	Regina Lemanowicz, CLP
	Recognition of Committee Appointments	Dawn Manzano, CISR, CLP, CIIP
	California Council Trust Fund Report	Robin Fawkes, CCLA, CIIP
	California Council Trust Fund Audit Report	Freeda Koopmans, AU, AAI
	Legacy Foundation Report	Christine Chandler Tillett, aPHR, CDP, CLP, CRIS, TRIP, MLIS, CIIP Region VII RVP
	<u>ANNOUNCEMENTS</u>	Christina Hernandez, CIC, AAI
4:30PM	<u>ADJOURNMENT</u>	Dawn Manzano, CISR, CLP, CIIP

Business Meeting Agenda

"Join Our Crew in 2022"



Second Business Session

Business Meeting Agenda, Saturday, October 8, 2022

Second Business Session

Time: 8:00 am – 12:00pm

Location: Contra Costa Ballroom

8:00am	RECONVENE THE MEETING	Dawn Manzano, CISR, CLP, CIIP
	REPORTS	
	International Report > International Representative	Christine Chandler Tillett, aPHR, CDP, CLP, CRIS, TRIp, MLIS, CIIP Region VII RVP
	California Council Report	Dawn Manzano, CISR, CLP, CIIP
	Public Relations Report (emailed)	Brooke Lesniak, CLP, CRIS, CIIP
	Membership Report (emailed)	Sarah Jane Jara, CLP
	Credentials Committee Report	Rae Lynn Zachary, ARM, CPCU, CIIP, CLP, DAE
	Roll Call of Delegates	Kim Cameron, CPIW, CLP
	Bylaws & Standing Rules Report (Voting if needed)	Mary Moore-Campagna, CPCU, AAM, AAI, ARP, AIAF, AIS, AIM, CPIW
	Recommendations Report (Voting if needed)	Mary Moore-Campagna, CPCU, AAM, AAI, ARP, AIAF, AIS, AIM, CPIW
10:30am-11:15am	KEYNOTE SPEAKERS	David Parnell and Jennifer Velen "2022 Crisis Management & Response"
	CONFIRMATION & CALL FOR BIDS	Dawn Manzano, CISR, CLP, CIIP
	2023	Bids Open
	2024	Bids Open
	2025	Bids Open
	CLOSING	
	Unfinished Business	Dawn Manzano, CISR, CLP, CIIP
	New Business	Dawn Manzano, CISR, CLP, CIIP
	Opportunity Drawings	Applicable Association Reps
	Host Association President - Closing Remarks	Allen Shiu, AFIS
	Host Association Chairs - Closing Remarks	Marie Meadows & Annette Ing-Firmeza
	CA Council Director - Closing Remarks	Dawn Manzano, CISR, CLP, CIIP
	ANNOUNCEMENTS	Christina Hernandez, CIC, AAI
	ADJOURNMENT	Dawn Manzano, CISR, CLP, CIIP
12:00 PM	Leadership Luncheon & Awards Ceremony	Contra Costa Ballroom

"Join Our Crew in 2022"



Keynote -Speakers



2022 CRISIS MANAGEMENT & RESPONSE

A discussion on how the FBI responds and manages a crisis along with a panel discussion on how to prepare, respond, and recover from a critical incident for your organization or personal life.

8 OCTOBER 2022

San Ramon Marriott
2600 Bishop Drive, San Ramon, CA



David Parnell

FBI Special Agent,
Crisis Management
Coordinator



Jennifer Velen

FBI Crisis Management
Specialist



"Join Our Crew in 2022"



Keynote Speakers



MEET THE SPEAKERS



David Parnell

Special Agent (SA) David Parnell is the Crisis Management Coordinator for the FBI San Francisco Field Office. He prepares and executes the office's critical incident response plans, conducts training exercises with internal and external partners, and coordinates special events. Throughout his career, SA Parnell has managed and responded to cyber and physical threats while serving in the cyber-terrorism squad and FBI SWAT team.

Jennifer Velen

Jennifer Velen has worked for the FBI since 2011. She began her career in the San Francisco Division as an Operation Security Assistant with the Communications Unit and was later promoted to Office Services Supervisor (OSS) in 2013. In this role, she oversaw a Unit that provided 24/7/365 administrative, operational, and investigative support for the entire division.



In March 2015, Ms. Velen became the Administrative Specialist for Special Events and Crisis Management, notably providing administrative support for the task force overseeing Super Bowl 50 held at Levi's Stadium. Now, as a Crisis Management Specialist, she continues her work in Crisis Management, Special Events, and National Security Task Forces.



"Join Our Crew in 2022"

Community Action

FBI SAN FRANCISCO CITIZENS ACADEMY ALUMNI ASSOCIATION

DONOR FUNDRAISER GIFT



The first 8 donors to contribute \$40 or more will receive this swag bundle as a gift, graciously assembled by Jenny Chea-Vaing.

"Join Our Crew in 2022"

Community Action



Our Mission

The FBI San Francisco Citizens Academy Alumni Association (FBISFCAAA) is a 501 (c) non-profit organization dedicated to fostering a special connection between FBI Citizens Academy graduates and the Federal Bureau of Investigation. We work to support the FBI in creating more informed and safer communities through the following, but not limited to:

- Continuing the relationship between the FBI Citizens Academy Alumni and the FBI;
- Support the local FBI Division in its community outreach mission
- Provide a forum for FBI Citizens Academy Alumni to (re)connect and encourage social interaction events;
- Educating the San Francisco region on the FBI mission, resources, and limitations; and
- Community services projects that foster a safer community.

Community Action

OUR TEAM



Nabih Numair, President

Nabih is a San Jose native and is currently the Director of Global Security Initiatives at Palo Alto networks, overseeing programs such as: Workplace Violence, security training, event security, VIP security, and more. He served 7 years in the US Marines and has been working as a Security Professional for over 15 years. He attended the FBI San Francisco Citizens Academy in 2014 and currently serves as President of the alumni association.

Jenny Chea-Vaing, Secretary

Jenny came to the United States in 1984 from Cambodia as a refugee of the Khmer Rouge regime. She is a licensed insurance broker / agent and Notary Public, and has served as a community service chair for the San Francisco Insurance Professionals (SFIP) since 2004. Additionally she is a member-at-large with the International Association of Insurance Professionals (IAIP).

In her free time, Jenny is very involved in law enforcement community outreach programs. Most notably, she is an active Board Member with the FBI San Francisco Citizens Academy Alumni Association. In 2016, Jenny was the recipient of the Jefferson Award and the FBI Director's Community Leadership Award in recognition of her positive impact to society.



"Join Our Crew in 2022"



Instructor Bios



Tish Riley, CIIP, CLP

Tish Riley has over 30 years of experience in the insurance industry with 20+ years in supervision and management. She began her insurance career as a file clerk and held a wide range of positions including operations supervisor, underwriter, underwriting manager, compliance specialist and senior business analyst.

She joined IAIP in 1998 and has served in leadership roles at all levels of the organization including 2 terms as California Council Director, Region VIII Vice President and the 2016-17 International President. She was the winner of the 2004-05 California Council and Region VIII CWC competitions and the recipient of Region VIII's 2011-12 Hall of Fame Award, 2011-12 RVP's Recognition Award, 2012-13 Region VIII Insurance Professional of the Year Award and the California Council's 2021-22 Gayle Reskin Award.

Though retired, Tish continues to be an involved association member attending IAIP events, serving on International task forces and teaching IAIP courses at conferences and conventions. She is a certified CLP instructor who has created, revised and presented several educational courses for IAIP focusing on career development, leadership and management skills.



Instructor Bios (cont'd)



Gina Thomas Patterson, CISR Elite, CPIW, DAE, CLP

Gina Thomas Patterson is part of the Roanoke Underwriting Team responsible for TAP Underwriting & Development of Roanoke's specialty Transportation Advantage Program and works out of Roanoke's Long Beach, CA office. She is an approved Lloyd's Coverholder and presently holds underwriting authority for the Munich Re Syndicate at Lloyd's of London. Roanoke Trade is a subsidiary of Munich Re and an affiliate of the Munich Re Syndicate at Lloyd's of London. She oversees the day-to-day operations in Roanoke's specialty Transportation Advantage Program division for domestic freight forwarders and property brokers. Gina is serving her second term as President of the Insurance Professionals of Orange County. (IPOC) She is a Past President of the South Bay Association of Insurance Professionals. (SBAIP). Gina is the Education Liaison for the CA Council of IAIP. She has previously served on the public relations team with the California Council of IAIP in various capacities, served as instructor at IAIP's 2011 international annual convention held in Las Vegas and served on the International Education Task Force in 2012-2016. She was Region VIII Conference Program Chair in 2015 as well as Education Chair in 2016, 2017 and 2019. Gina has served on the Board of Directors for Women in International Trade – Los Angeles (WIT-LA) since 2012 first as Membership Chair and is the current Vice President and By-Laws Chair and Parliamentarian. Gina joined Roanoke Trade in 2002 and is a licensed insurance broker with the State of California. She has earned the professional industry designations of Certified Insurance Service Representative (CISR) *Elite* with The National Alliance for Insurance Education and Research; the Certified Professional Insurance Woman (CPIW) as well as the Diversified Advanced Education, the Certified Leadership Professional (CLP) designation and is a Certified Instructor with International Association of Insurance Professionals. She is currently studying for Transportation Risk Insurance Professional (TRIP) certification with the International Risk Management Institute (IRMI).



Instructor Bios (cont'd)

Tim Larsen, Associate General Counsel



As an Executive General Adjuster, Tim handles both residential and commercial cases with special expertise in business interruption and course of construction claims. Through his previous work with insurance companies, Tim is fluent in the language of policies and procedures that govern the claims negotiation process. With his background in law, Tim applies a legal lens to each of his clients' cases, using the legal experience he has gained through years of working with insurance companies.



"Join Our Crew in 2022"



Course Descriptions

8 AM – 12 PM – ADVANCED CLP – RESILIENCE Instructor: Tish Riley, CIIP, CLP Resilience is the process of bouncing back after adversity. Having resilience doesn't mean you can prevent adversity, but that you can bounce back from difficult circumstances and experiences. Resilience is not extraordinary or unattainable; everyone can learn how to build resilience. Staying firm and flexible is the key. We'll look at where you want to be firm and how you want to be flexible when faced with events that shake you. Successful completion of this course will increase your knowledge and ability to bounce back from adversity, build your self-esteem as a foundation of resilience, make and maintain connections to build resilience, accept and embrace change, use flexible thinking to overcome obstacles, and implement stress management and relaxation strategies to maintain resilience. Online post-exam included in price. This course qualifies for four IAIP Education hours for CLP renewal, and the CLP-A designation.

The CLP class student guide must be purchased at www.internationalinsuranceprofessionals.org, prior to class

8 AM TO 11 AM - ETHICS IN THE WORKPLACE (3 CE- CA) Instructor: Gina Thomas Patterson, CISR Elite, CPIW, DAE, CLP - Roanoke Insurance Group, Inc. Being ethical does not mean following your feelings. Your feelings can misdirect you. In this course you will explore how workplace ethics should be developed, how to create the standards and policies that support them and how to deal with problems where ethics are concerned.

If taking class for IAIP credits students must purchase class materials from the IAIP website. Contact instructor for additional hour required for IAIP credits. No need to purchase class materials for CE credits only

10 AM TO 12 PM - "EVERYTHING YOU EVER WANTED TO KNOW ABOUT BUSINESS INTERRUPTION (BUT WERE AFRAID TO ASK)" - (2 CE- CA) Instructor: Tim Larsen, Associate General Counsel – The Greenspan Co./Adjusters International

This course begins with foundational business interruption concepts, including basic terms and tenets and their evolution over time. Building on the basics, Tim will then delve into more nuanced aspects of BI claims, covering a broad swath of real-world scenarios, illustrated with stories from actual claims.

A few of the concepts included in this course: 1. What does "fully covered" mean; 2. Applying coinsurance - what values should be used; 3. Computation of loss-projection earnings; 4. Ordinary payroll exclusions – what is ordinary payroll; 4. Reclassifying asset purchases as expenses; 5. Underwriting issues; And much more.

The course will conclude with discussion of how to build the best claims team, how to work with your team, and best practices for resolving business interruption claims.



Day of the Dead Mask Decorating



Regina Lemanowicz, CLP

Regina joined IAIP in 2002. She is a member of the San Diego Association of Insurance Professionals and a dual member of the Insurance Professionals of Orange County. She is on the SDAIP board as Secretary and is the Bulletin, Awards and I-Day Chair.

Regina is the Co-Chair of the International Member Engagement & Services Task Force and the Region VII Marketing Director. Regina is the Council Consultant to the Council Director and the Safety Liaison for the California Council. She has served as the Assistant to the California Council Director and the Assistant to the Regional Vice President. She previously served on the California Council level as Public Relations Chair from 2020-2022 and Public Relations Liaison in 2008, 2009, 2018 and 2019. Regina has been the recipient of numerous industry awards and was presented the Region VII Insurance Professional of the Year and the Region VII Distinguished Service Award at the 2022 Region VII Conference.

DECORATE YOUR OWN DAY OF THE DEAD MASK

Join Regina and decorate your own Day of the Dead mask for the Welcome Party on Friday night. All supplies including masks, paint, markers, ribbons and flowers are donated by Regina. Just bring your creativity. See the schedule of events for class times.

There will be a contest and prizes for the best decorated mask.

The Day of the Dead (el Día de los Muertos), is a Mexican holiday where families welcome back the souls of their deceased relatives for a brief reunion that includes food, drink and celebration.

Welcome Party



Dinner - 6 pm - 10 pm Salon 1

Theme: Day of the Dead, wear your costume/mask for a chance to win a prize

*Please join us for an action packed night of:
Fellowship*

Silent auction bidding and winners will be announced at 9pm

Marine Skit by Mary Moore-Campagna & Robin Fawkes

Vendor exhibitions

Bar/Cocktails – no host , bring cash just in case

Meet the representatives from our Community Action Charity non-profit charity, FBISFCAA. You will have the opportunity to receive a thank you swag bag if you donate \$40 and up to this worthy cause. There are only 8, so let us know ASAP 😊

Wine Event



2022 CA Council Meeting – “Join our Crew in 2022”
Hosted by the San Francisco Insurance Professionals

Ruby Hill Winery - Tasting Event



Saturday, October 8, 2022
From 3 pm to 4:30 pm at the Winery

The Tasting includes 1 sparkling & 4 other wine options of your choice from the tasting menu

Cost Per Person is: \$25 which includes the wine tasting & tip

Look for a check box on the Council Meeting Registration form – coming soon to your e-mail box!!

Winery Site: <https://www.rubyhillwinery.net/>

Address: 400 Vineyard Avenue, Pleasanton, CA 94566
15 Miles from the Hotel – Approximately a 25 minute drive, depending on route and traffic



Any questions? Contact the Meeting Chairpersons:

Marie Meadows at mmeadows@intactinsurance.com or
Annette Ing-Firmeza at Annette.ing-firmeza@aon.com

Special Thanks to Laura and Dave Gutierrez for sponsoring the deposit required for the event!!

“Join Our Crew in 2022”



Saturday Night Dinner

CA Council 2022

Bon Voyage Dinner!



Food • LIVE MUSIC • Libations

**Saturday,
October
8th**

**6pm to
8pm**

Clementine's
18070 San Ramon Valley
Blvd, San Ramon, CA
94583



<https://www.clementinesca.com/>

We welcome all CA Council attendees and guests to join us at **Clementine's** for great food, fun, and music. This is a **no host bar and food** event. If you have any questions, please feel free to contact Allen Shiu at (415) 999-0207.

"Join Our Crew in 2022"



General Information

Credentials

Delegates & Alternates are required to check in at the Credentials desk prior to the start of Saturday morning's business session. The credentials desk will be open:

Day/Time

Registration

Contained in your registration packet are your name badge, ribbons, guest badges if applicable and opportunity drawings tickets if purchased online. Badges will be required to enter all events. The registration desk will be open:

Day/Time

Networking Central

The Networking Central suite is sponsored by the San Francisco Insurance Professionals. Lost and found items, meeting center, snacks, drinks, first aid items and fellowship will be available. Associations are welcome to post bulletins, flyers and general information as well as business cards in the room.

Networking Central will be closed during the business sessions. We are located

Name Badges

Name badges are required to be worn at all business sessions and meal functions except at the Saturday Awards Luncheon. **Please remove your badge when offsite.**

Electronic Devices

Electronic devices must be turned off or in silent mode during all business sessions, workshops and other scheduled events.

IAIP Fundraising/Vendor tables/Exhibitor tables/Silent Auction Backpacks

All tables will be set up in the Salon 1 Contra Costa Ballroom during the Welcome Party. You are welcome to set up one hour prior to the event. Please have your Silent Auction backpacks in the ballroom before 5:45 PM.

Continuing Education

For classes providing continuing education credits please sign in and out to and have your insurance license available.

Conference Dress/Weather

Dress for all seminars, business meetings and events are business casual. (Shorts are not considered business casual.) Friday Night Welcome Party – Business Casual

Leisure/Meals

Friday Night Welcome Party, Saturday Morning Breakfast, and Saturday Leadership Awards Lunch are included in your registration fee. For any meals not included, there is an onsite restaurant and a variety of restaurants close by.



IAIP Code of Ethics

Introduction

Membership in the National Association of Insurance Women (International) dba International Association of Insurance Professionals ("IAIP") is a privilege. IAIP membership is open to all in the insurance and risk management industries who strive for and practice professionalism, regardless of their career level.

In order to maintain the privilege of IAIP membership, it is important that IAIP members act with integrity and avoid any action that will compromise the member, IAIP itself and the member's relationship with IAIP. The principles in this Code of Ethics (the "Code") provide guidelines that are intended to enable IAIP members to conduct their membership activities in a professional manner. However, these guidelines do not supersede any fiduciary duty owed by members, officers, Directors, employees, agents or volunteers of IAIP under applicable law.

IAIP members are expected to understand and comply with the policies set forth in this Code. Accordingly, all IAIP members should read the Code carefully to make sure they understand all the provisions of the Code, the consequences of not complying with the Code, and the importance of the Code to IAIP's continued success in all insurance and risk management industries.

While this Code cannot anticipate every possible situation or cover every topic in detail, the central concept of the Code is to confirm IAIP's commitment to the principles of ethical and lawful conduct, and all decisions should be evaluated in this light.

Conflict of Interest

A conflict of interest may arise when a member takes action or has personal interests that are incompatible with the interests of IAIP. IAIP members should never abuse their relationship with IAIP by competing with IAIP or bringing discredit or disrepute to IAIP. In any situation where it may reasonably be perceived that there is a conflict of interest, members shall disclose any personal, business or organizational interests, affiliations or activities that could be construed as a conflict with the activities of IAIP.

Use of IAIP's Intellectual Property

IAIP is the sole and exclusive owner of all its intellectual property, including but not limited to the name, trade name and trademarks of IAIP. Any use by a member of the intellectual property of IAIP must be authorized in advance in writing by an authorized representative of IAIP.

Confidentiality

The reputation of IAIP is a valuable asset and should not be exploited by a member for personal advantage or for the advantage of any other person or entity. Information about the activities of IAIP that a member acquires and that is not generally known or available to the general public, including but not limited to procedures, methods, programs, systems, strategies, improvements, customer lists, and technical data, shall be treated as proprietary and confidential information of IAIP. Furthermore, all confidential information is property of IAIP.

Acceptance of Gifts

Members shall not accept gifts, favors, loans, discounts, or other consideration (other than items of nominal value, i.e., less than \$25.00 in the aggregate) from non-members in connection with their membership or service to IAIP, without advance disclosure and approval of the offer of such gift to an authorized representative of IAIP.

Personal Conduct

In order to protect the reputation of IAIP, no member of IAIP shall have (i) been convicted of a felony, (ii) engaged in intentional, bad faith misconduct which is detrimental to IAIP at IAIP's sole determination, (iii) suffered the loss of any insurance license issued by any governmental authority, or (iv) engaged in business practices that do not conform to generally accepted practices of the insurance industry (collectively a "Disqualification" and sometimes referred to as "Disqualified"). In the event a member of IAIP is determined to be Disqualified, the member shall immediately notify IAIP in writing of the Disqualification. If a member of IAIP is Disqualified, all membership rights and privileges of such person shall immediately cease, whether or not the member has officially resigned his or her membership in IAIP. Members agree to cooperate with IAIP with respect to any inquiry involving a Disqualification.

Violation

Any violation of this Code of Ethics may be grounds for immediate revocation of membership and membership privileges. The Board of Directors of IAIP has the authority to consider issues involving membership violations and may determine to revoke the membership of any person that it determines has, more likely than not, violated this Code of Ethics. Before membership may be revoked, a member will have the right to respond. For more information, see the [Ethics Violation Appeals Process](#).

IAIP agrees to maintain, as confidential, any determination resulting in the revocation of the membership rights of a former IAIP member.

"Join Our Crew in 2022"



IAIP Collect

COLLECT FOR INSURANCE WOMEN

Take us, O God, under thy divine protection; make us to act as thy messengers for peace and contentment, for harmony and understanding.

Grant that we may see more clearly the point of view of other men and women in all lines of insurance.

Realizing the highly competitive nature of our business, teach us to respect competition at all times.

Keep us free from pettiness and unwise discrimination. Let us do our work willingly, honestly and thoroughly giving service graciously at all times.

Teach us, O Lord, to know and to realize that by Thy Grace we can live in perfect peace with one another. And grant that through this organization we may become closer in friendship and understanding.

Amen

(Marie K. Franzen, Insurance Women of Milwaukee)



Ribbon Identification

Alternate Delegate	Jewel
Assistant	Yellow
CIIP/CPIW/CPIM	Violet
CLP	Navy
Council Director	Green
CWC	Cornflower Blue
DAE	Jade
Delegate	Maroon
Exhibitor	White
First Timer	Teal
Gold Timer	Maroon
Guest	Yellow
Host	Cream
Local President	White
Member-at-Large	Cream
International Officer	Rose
Past Council Director	Gray
Past International Officer	Maroon
Past Regional Vice President	Blue
Regional Vice President	White
Speaker	Blue
Task Force Member	Orange
Young New Professional	Light Blue



California Council Team

<i>Council Director</i>	<i>Dawn Manzano</i>
<i>Assistant to the Council Director/Northern CA</i>	<i>Alison Holmes, AIS, AINS, CISR, CPIW, CLP, DAE</i>
<i>Assistant to the Council Director/Southern CA</i>	<i>Christina Hernandez, CIC</i>
<i>Consultant to the Council Director</i>	<i>Regina Lemanowicz, CLP</i>
<i>Public Relations Chair</i>	<i>Brooke Lesniak, CLP, CRIS, CIIP</i>
<i>Public Relations Liaison</i>	<i>Kim Cameron, CPIW, CLP</i>
<i>Communications Liaison</i>	<i>Kim Cameron, CPIW, CLP</i>
<i>Education Liaison</i>	<i>Jody Nishida</i>
<i>Legislation Liaison</i>	<i>Allen Shiu, AFIS</i>
<i>Safety Liaison</i>	<i>Regina Lemanowicz, CLP</i>
<i>Membership Chair</i>	<i>Sarah Jane Jara, CLP</i>
<i>IPMB and SFIP Liaison</i>	<i>Jenny Schaeffler, AIC, ARM, CLP, CRIS</i>
<i>IAOF, IPSB, MAL Liaison</i>	<i>Susan D Baja, AINS, CPIW</i>
<i>YNP, IPOC, IPSGV, IPLA, SDAIP, SBAIP Liaison</i>	<i>Jennifer Deinert-Peterson, MBA, CMSP</i>



California Council Meeting Committees

Committee	Chair	Committee Members
Audit	Freeda Koopmans, AU, AAI	Alison Holmes, AINS, AIS, CISR, CPIW, DAE, CLP Patti Middleton, CISR, CPIW
Awards	Julia Alexander, CPIW, CISR Gayle Reskin Angel Award: Alison Holmes, AINS, AIS, CISR, CPIW, DAE, CLP and Christina Hernandez, CIC, AAI	Nicholas G. Duncan, CRIS, AAI, AINS, CLP, PWCAM - MO Sherry Gamble, AU, CPIW - AZ Lauri Oakden-Binder, RWCS, CRIS, TRIP, CLP, CIIP
Bylaws/Standing Rules/	Mary Moore-Campagna, CPCU, AAM, AAI, AAIF, AIS, ARP, ATM, CPIW	Cindy Lou Smith Rose Kaerth, CPIW
Credentials	Jolene Galvan, ACSR, CPIW, CISR-Elite, AIS, CPSR, AINS, DAE, CLP, MLIS	Pat Park, CPIW
CWC Speak-Off	Brooke Lesniak, CLP, CRIS, CIIP	Margaret Lamdagan, CPCU, CPIW Gina Thomas Patterson, CISR-Elite, CPIW, DAE, CLP Desiree Koyanagi Lauri Oakden- Binder, RWCS, CRIS, TRIP, CLP, CIIP Dayna Moran, INS, AIC, SPIW, CPCU
Education	Jody Nishida	Regina Lemanowicz, CLP Margaret Lamdagan, CPCU, CPIW
First Timers/Gold Timers	Freeda Koopmans, AU, AAI	Martha Nobriga, CPIW, CPSR
Meeting Secretary	Kimberly Cameron, CPIW, CLP	
Minutes Approval	Robin Fawkes, CCLA, CIIP	Alison Holmes, AINS, AIS, CISR, CPIW, DAE, CLP Mark Coberly
Nominating	N/A	N/A
Pages	Christine Chandler Tillett, aPHR, CDP, CLP, CRIS, TRIP, MLIS, CIIP	Tracy Adams, MBA, AINS, CIIP Susana Baja, AINS, CPIW
Parliamentarian	Rose Kaerth, CPIW	N/A



California Council Meeting Committees (cont'd)

Committee	Chair	Committee Members
Printed Program	Regina Lemanowicz, CLP	Carola Erb Nancy Dunning, CISR, CPIW
Protocol	Kari Woods, CLP	Laura Gutierrez, CIC, CPIW
Silent Auction	Co-Chairs - Christine Hernandez, CIC, AAI & Christine Chandler Tillett, aPHR, CDP, CLP, CRIS, TRIP, MLIS, CIIP	
Tellers	Tish Riley, CIIP, CLP	Jenny Schaeffler, AIC, ARM, CLP, CRIS Shirleen Marzo
Timekeepers	Roberta Anderson Avery	Terri Brennan Renee Fazeli, CIC, CISR, ACSR, CWCS, CRIS AFIS, CPIW
YNP	Marcella Beasley, MA, CIC, CISR, ACSR, AINS, CRIS, MLIS, TRIP, AFIS, CCIP, WCIP, CIIP, CLP	Sarah Jane Jara, CLP



Host Association Committees

Co-Chairs	Marie Meadows and Annette Ing-Firmeza
President of SFIP	Allen Shiu, AFIS
Education	Regina Lemanowicz, CLP
Printed Program	Jolene Galvan, ACSR,CPIW,CISR-Elite,AIS,CPSR,AINS,DAE,CLP,MLIS
Registration	Rae Lynn Zachary, ARM,CPCU,CLP,CPIW,DAE
Committee Member	Jenny Schaeffler, AIC,ARM,CLP,CRIS
Committee Member	Maritza Portillo
Committee Member	Tina Kong, CPCU,ARM,CPIW
Committee Member	Alexis Maxwell
Committee Member	Cassandra Yu

We are a committee of dedicated volunteers and worked together as a team on every task and committee to bring members and guests a great Council Meeting.

There is NO "I" in this TEAM!!

"Join Our Crew in 2022"



CALIFORNIA COUNCIL MEETING STANDING RULES

Rule 1: All members attending the council meeting must register and pay fees. Admission to all sessions shall be by badge only.

Rule 2a: The credentials committee, directly after the opening ceremonies of the business meetings, shall report the number of delegates registered as present, with proper credentials.

Rule 2b: A member registered as an alternate can, upon proper clearance by the credentials committee, be transferred from alternate to delegate at any time during the continuance of the business meeting. A delegate may resume delegate status upon clearance by the credentials committee.

Rule 3: The Council Director shall appoint a committee of three to approve the minutes of the meeting.

Rule 4: All report and other materials for inclusion in the minutes shall be typewritten and presented to the meeting secretary.

Rule 5: Members shall be in their seats at least five (5) minutes before the scheduled meeting time. Delegates shall sit in the section reserved for them.

Rule 6: Members wishing to speak, after going to the microphone and being recognized by the chair, must give their name and association affiliation before proceeding to speak.

Rule 7: No member shall speak in debate more than twice on the same day, or longer than three (3) minutes per speech, without permission of the assembly granted by a two-thirds (2/3) vote without debate.

Rule 8: Any member in good standing may present motions or participate in discussion. Main motions and amendments shall be in writing, submitted in triplicate, signed by the maker and a seconded and shall be delivered to the meeting secretary immediately after being proposed. Only certified delegates or the alternates may vote.

Rule 9: Any member in good standing may make nominations from the floor for any of the offices, provided that the nominee's willingness to serve has been obtained. Rule 10: The quorum shall be a majority of the voting delegates.

Rule 11: The rules contained in the current edition of Roberts Rules of Order Newly Revised shall govern the meeting in all cases to which they are applicable and in which they are not inconsistent with the IAIPA bylaws, standing rules, regional bylaws, council bylaws and standing rules, or these council meeting standing rules.

Rule 12: These rules shall be adopted by two-thirds (2/3) vote, amended or suspended by a majority of the voting delegates.



First Timers' Bill of Rights

As a First Timer, this Bill of Rights is yours to help you become an integral part of the meeting and NAIW (International). We sincerely want you to feel comfortable getting involved in the meeting activities and meeting other members. As of First Timer, you are hereby given the following rights:

First Timers shall be given special identification, which should be worn at all meetings and functions.

First Timers shall be recognized by other members as having privileges and shall be treated accordingly.

First Timers shall have the right to first place in line:

- At all elevators
- At restrooms during the meeting recess
- At social functions

First Timers shall have the right to introduce themselves and ask members questions about the meeting and IAIP.

First Timers' Responsibilities

Privileges come with obligations. With the First Timers Bill of Rights, come these responsibilities:

- Wear your First Timers' identification ribbon at all times or forfeit your Bill of Rights.
- Be on time for all meetings.
- Observe meeting rules and parliamentary process.
- Attend First Timers' Orientation and Delegates' Briefing.
- Sit with different people at each meeting and meal function.
- Get involved, ask questions, and participate in workshops.
- Report back to your local association on meeting activities.
- Return to next year's meeting with a First Timer.



Gold Timers' Rights and Responsibilities

The purpose of the Gold Timer's Bill of Rights is to make those who have attended at least 20 (twenty) Region Conferences be aware that they are important and are an integral part of IAIP. We sincerely want to honor Gold Timers who have been involved in activities over the years and they have become part of Region VII/VIII history. As a Gold Timer you are hereby given the following rights:

Gold Timers shall be given special identification which should be worn at all meetings and social functions.

Gold Timers shall be recognized by other members as having privileges and shall be treated accordingly.

Gold Timers shall have the right to be first in line at:

- All elevators
- At restrooms during meeting recess
- At social functions

Gold Timers shall have the opportunity to introduce themselves to Officers, Chairmen and other members asking meeting an IAIP questions.

Gold Timers' Responsibilities

Privileges come with obligations. With the Gold Timer's Bill of Rights come these responsibilities:

- Must be at least 60 years old
- Must have attended 20 conferences
- Must wear their special Gold Timer identification at all times
- Must be on time for all meetings
- Must observe meeting rules and parliamentary procedures
- Must sit with different people at each meeting & meal function
- Must get involved, ask questions, and participate in meetings
- Must remember First Timers also Get first place in line
- Must report back to their local association
- Must return next year with a First Timer and Gold Timer



2022 Awards

Member of the Year - Recognizes an individual who has shown outstanding personal achievement, leadership abilities, and dedication to their local association, their state council, Region VII and IAIP, which surpasses the accomplishments of other members of the state.

Winner: _____ Association: _____

Mentor of the Year - Recognizes an individual who has been inspirational as a mentor, dedicated to the core values and mission of IAIP, and who has demonstrated a willingness to coach, teach, and help others. An effective mentor possesses characteristics such as patience, understanding, and expertise within the industry and the organization.

Winner: _____ Association: _____

Rookie of the Year -Recognize the accomplishments of a new member who has made significant contributions to California Council of IAIP within the first 24-months of joining the association. It recognizes participation in association affairs, completion of selected insurance courses and involvement in industry activities.

Winner: _____ Association: _____

Young New Professional of the Year - Recognizes an individual, under 40, who has been a member for at least 36 months and who has shown outstanding personal achievement, leadership skills, and is actively involved in their local association, and a willingness to get involved at the state council, Regional and National levels.

Winner: _____ Association: _____

Gayle Reskin Angel Award - Recognizes a member who has been inspirational and who embodies the spirit of IAIP. This award is designed to honor those who may not choose to be in the forefront, but who support the organization not only through their actions, but through their attitude, dedication and support of IAIP and CA Council members.

Winner: _____ Association: _____

CWC Competition

Winner: _____ Association: _____

Membership Retentions Awards

Northern California: _____

Southern California: _____



Past Directors/Meeting Locations

DATES OF SERVICE	DIRECTOR	MEETING LOCATION
01/01/88 – 12/31/88	Jan Waddell, CPIW	Redwood City, CA
01/01/89 – 12/31/89	Francine Mead, CPIW, CPCU	Ontario, CA
01/01/90 – 12/31/90	Palmer Reilly	Oakland, CA
01/01/91 – 12/31/91	Cheryl Krrier, ACS, CPIW	Fresno, CA
01/01/92 - 06/30/93	Gilda Sandsness, AAM, CPIW	Ventura, CA
07/01/93 - 06/30/94	Kathey Berry, RHU, CPIW	Orange, CA
07/01/94 – 06/30/95	Pamela Holt, CPIW, DAE	San Diego, CA
07/01/95 – 06/30/96	Sue Zeider, CPCU, CLU, ChFC, AIC, AIS, PMP, SCLA CPIW	Walnut Creek, CA
07/01/96 – 06/30/97	Sherry Philips	Sacramento, CA
07/01/97 – 06/30/98	Mary Moore-Campagna, CPCU, CPIW, AAM, AIAF, AIM, ARP, AAI, AIS	Visalia, CA
07/01/98 – 06/30/99	Kristina Lee	Bakersfield, CA
07/01/99 – 06/30/00	Carleen Armstrong	Universal City, CA
07/01/00 – 06/30/01	Victoria Rivas, CPCU, AU, CPIW	Stockton, CA
07/01/01 – 06/30/02	A Marie Yarbor, ACSR, CPIW	Santa Rosa, CA
07/01/02 – 06/30/03	Jolene A Gilbert, AIS, CISR, DAE, ACSR, CISR, CPIW, DAE	Ventura, CA
07/01/03 – 06/30/03	Judy A Lebel, ACSR, CPIW	Monterey, CA
07/01/04 – 06/30/03	Michele L Epstein, AAI, AIS, ACSR, CISR, CPIW, DAE	Santa Barbara, CA
07/01/05 – 02/28/06	Eddie Wills, AAI, AIM, ASLI, CISR, CPIW	Fresno, CA
02/28/06 – 06/30/06	Robin Fawkes, CCLA, CPIW, DAE	San Francisco, CA
07/01/07 – 06/30/08	Letitia “Tish” Riley, CPIW, DAE	Burbank, CA
07/01/08 – 06/30/09	Letitia “Tish” Riley, CPIW, DAE	Sacramento, CA
07/01/09 – 06/30/10	Andi Fields Gonzales	Fresno, CA
07/01/10 – 06/30/11	Kathleen Kerstenbeck, ARM, CPIW	Torrance, CA
07/01/11 – 06/30/12	Mitula Patel	San Diego, CA
07/01/12 – 06/30/13	Wendy Pike, CPCU, CIIP	Santa Barbara, CA
07/01/13 – 06/30/14	Kim Cameron, CPIW, DAE	Stockton, CA
07/01/14 – 06/30/15	Sandy Joslin, AU, DAE, CIIP	Sacramento, CA
07/01/15 – 06/30/16	Sandy Joslin, AU, DAE, CIIP	Concord, CA
07/01/16 – 06/30/17	Carol Russell, CIC, CISR, CIIP	San Diego, CA
07/01/17 – 06/30/18	Carol Russell, CIC, CISR, CIIP	Monterey, CA
07/01/18 – 06/30/19	Christine Chandler Tillett, PHR, CLP	Fresno, CA
07/01/19 – 06/30/20	Christine Chandler Tillett, PHR, CLP	Glendale, CA
07/01/20 – 06/30/21	Kari Woods, CLP	San Francisco, CA
07/01/21 – 06/30/22	Kari Woods, CLP	San Diego, CA



Local Associations

Insurance Associates of Fresno

Insurance Professionals of Monterey Bay

Insurance Professionals of Santa Barbara

Insurance Professionals of Los Angeles, Inc.

Insurance Professionals of Orange County

Insurance Professionals of San Gabriel Valley

San Diego Association of Insurance Professionals

San Francisco Insurance Professionals

South Bay Association of Insurance Professionals

****Members-at-Large****



California Council Meeting Sponsors

Thank you to all of our Sponsors who helped make this event a success!

Premium Platinum Sponsor - \$2,000.00

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General Sponsor - \$250.00

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Insurance Professionals of Santa Barbara
Insurance Professionals of San Joaquin County
San Diego Association of Insurance Professionals



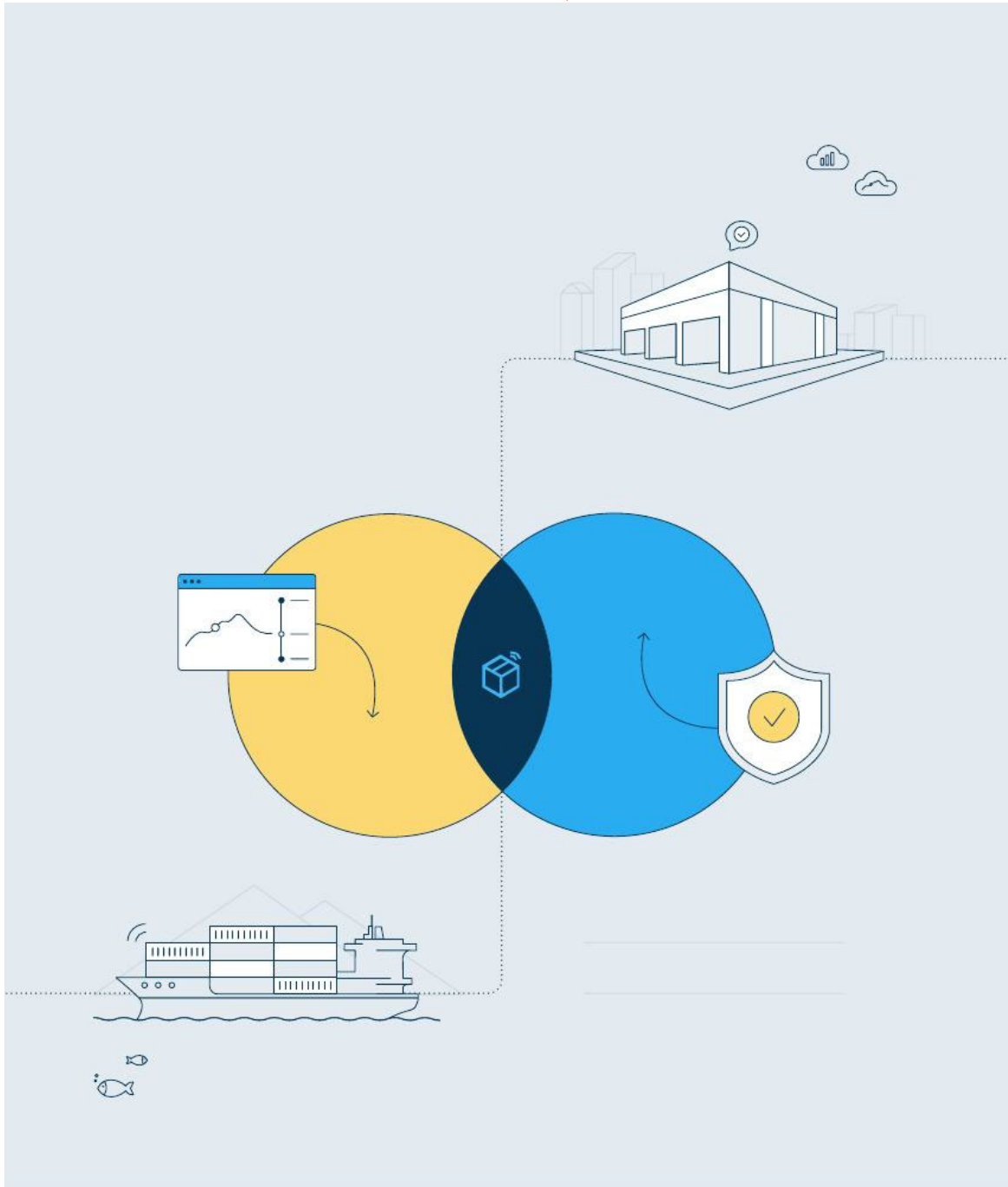
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“Join Our Crew in 2022”



Welcome Bag Donations

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San Diego Association of Insurance Professionals

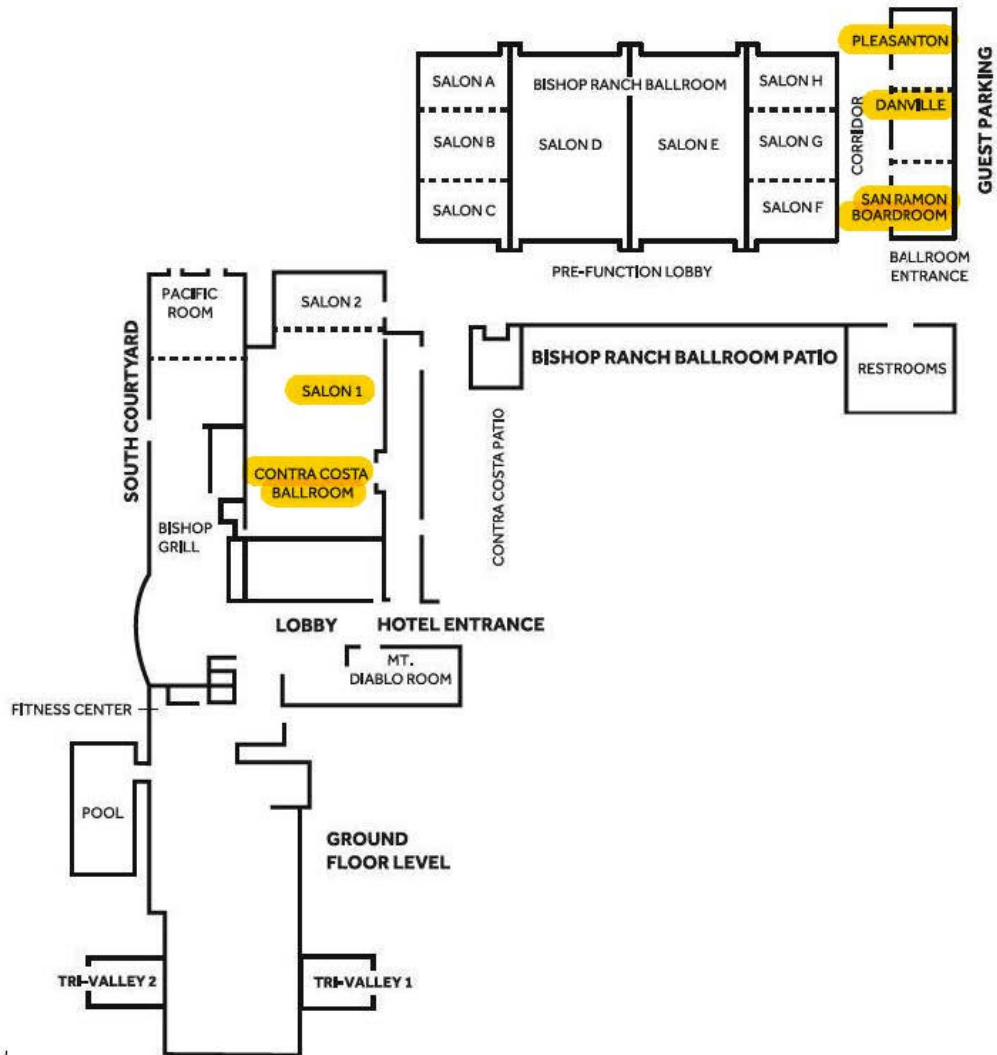
San Francisco Insurance Professionals

Senpro

Sedgwick EFI Global

"Join Our Crew in 2022"

Hotel Map



Business Sessions/Welcome Party/Awards Luncheon will be in Salon 1 Contra Costa Ballroom

Breakout Rooms for Classes are in Pleasanton, Danville, and San Ramon Rooms

"Join Our Crew in 2022"



California Council Meeting (Members) Roster

<p>Tracy Adams, AINS,CIIP,MBA tadams@aaihi.com Adams & Associates P.O. Box 26053 Honolulu, HI 96825 808-366-6932 Honolulu Association of Insurance Professionals</p>	<p>Julia F. Alexander, CPIW,CISR Julia_8341@msn.com 547 Buena Vista Ave #101 Alameda, CA 94501 510-205-9320 MAL</p>
<p>Roberta Avery Roberta.aa@gmail.com The Hanover Insurance Group 99 Cable Circle, Apt 26 Folsom, CA 95630 916-529-3262 MAL</p>	<p>Susana Baja, AINS,CPIW sdbaja59@gmail.com Herrero Builders, Inc. 20975 Rollingwood Dr. San Pablo, CA 94806 510-390-2153 MAL</p>
<p>Terri Brennan terri.brennan@nationwide.com Nationwide E & S 3815 E Crescent Place Chandler, AZ 85249 480-290-5530 MAL</p>	<p>Kmberly R Cameron, CPIW,CLP iaipkcameron@outlook.com Agri-Center Insurance Agency 532 Captone Way Madera, CA v 93636 559-392-7268 Insurance Associates of Fresno</p>
<p>Christine Chandler-Tillett, aPHR,CLP,MLIS,TRIP,CDP,CIIP IAIPR7RVP@gmail.com Charles Dunn 5617 Cerritos Ave Long Beach, CA 90805 213-448-4264 Insurance Professionals of Los Angeles</p>	<p>Mark Coberly mecoberly@gmail.com 2532 Akep St Pearl City, HI 97682 808-260-0642 Honolulu Association of Insurance Professionals</p>
<p>Nancy Dunning, CISR,CPIW nld@bb4ins.com Body-Borneman Insurance 21131 Sundown Lane Huntington Beach, CA 92648 917-287-806 MAL & IPOC</p>	<p>Carola Erb carola.erb.pyaz@statefarm.com State Farm 8975 Lawrence Welk Dr #35 Escondido, CA 92026 760-509-6743 Insurance Professionals of Orange County</p>
<p>Roel S. Espiritu **First Timer** bigofhawaii@gmail.com Crum & Forster 47-279 Hui Iwa St, Apt B Kaneohe, HI 96744 808-230-5095 Honolulu Association of Insurance Professionals</p>	<p>Robin Fawkes, CCLA, CIIP rfawkes0@gmail.com 1358 Oakland Rd #62 San Jose, CA 95112 650-766-9026 MAL</p>



California Council Meeting (Members) Roster

<p>Renee Fazeli, CIC,CISR,ACSR,CWCS,CRIS,AFIS,CPIW rmfazeli@yahoo.com The Liberty Company Insurance Brokers 35255 Farnham Dr Newark, CA 94560 408-890-7355 MAL</p>	<p>Jolene A. Galvan, ACSR,CPIW,CISR-Elite,AIS,CPSR,AINS,DAE,CLP,MLIS iaipjogal@yahoo.com Leap, Carpenter, Kemps Insurance Agency 2513 Braircliff Dr Riverbank, CA 95367 559-786-7354 MAL</p>
<p>Laura Gutierrez, CIC,CPIW laura@deanshomer.com Deans & Homer 1148 Via Esperanza San Leandro, CA 94580 510-760-6000 MAL</p>	<p>Dave Gutierrez marcosg272@gmail.com 1148 Via Esperanza San Leandro, CA 94580 510-760-6001 MAL</p>
<p>Christina Hernandez, CIC,AAI clee619@yahoo.com EPIC Brokers 7914 Donzee St San Diego, CA 92123 619-548-5006 San Diego Association of Insurance Professionals</p>	<p>Alison Holmes, AIS,AINS,CLP,CPIW,DAE aholmes@icwgroup.com ICW Group 277 E Fantz Ave Fresno, CA 93706 559-259-6139 Insurance Associates of Fresno</p>
<p>Annette Ing-Firmeza annette.ing-firmeza@aon.com Aon 425 Market St #2800 San Francisco, CA 94105 415-486-7275 San Francisco Insurance Professionals</p>	<p>Sarah Jane Jara, CLP sarahjane.jara@redbull.com Red Bull North America, Inc 5342 Pearce Ave Lakewood, CA 90712 310-741-8392 South Bay Associaton of Insurance Professionals</p>
<p>Rose Kaerth, CPIW rkaerth@gmail.com IIAB Sacramento 4223 Atrium Way Sacramento, CA 95834 916-834-33772 MAL</p>	<p>Tina Kong, CPCU,ARM,CPIW **First Timer** tinakong77@gmail.com Alliant Insurance Services, Inc 8291 Skyline Blvd Oakland, CA 94611 510-301-3619 San Francisco Insurance Professionals</p>
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California Council Meeting (Members) Roster

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California Council Meeting (Guests) Roster

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<p>Cindy Taylor ctaylor@bankdirectcapital.com BankDirect Capital Finance 2216 Lupine Court Lodi, CA 95242 209-608-5000</p>	
<p>Maiko Tanaka Guest of Tracy Adams</p>	<p>Debbie Zachary Guest of Rae Lynn Zachary</p>

Thank you for attending!

See you next year!



