



# San Diego Insurance Women

Newsletter  
May, 2010

San Diego Insurance Women

## Message from the President Kathleen Kerstenbeck, ARM, CPIW

Spring is finally here and the flowers are just beautiful in and around San Diego. Makes you so happy to live in such a beautiful city! May is also when we have our Annual Installation of Officers- Awards and Employer Appreciation dinner. This year we will be at the King's Inn and Jennifer Hetzel our incoming President has secured a really great speaker. Please get your RSVP in quickly- we need all menu choices to the hotel by the 11th of May.

We are actively seeking members to volunteer to be on the 2011 California Council committee. With the event just a little over a year and a half away, we have a lot of work that needs to get done as well as a lot of active fundraising. We still have not "named" the event- we are celebrating our 75th Anniversary/Birthday next year which happens to stand for Diamonds- so we thought it would be a great starting point for the name. Please submit all ideas for the theme of the Council meeting to either myself or Dani McBride and the winning entry will win a \$25 gift card. The contest ends on July 1st- so get as many entries in as possible before that time for consideration.

Also, due to the Speak-Off Competition being held in June, we have moved our semi-annual Bunco Fundraiser to July- We have heard there are some really excellent speakers coming out of this years class and are really excited about watching the Speak Off & helping them celebrate their graduation of the class on June 21st! Don't miss it!

New committees will be forming soon and we are looking for any and all to get involved- if you are shy about serving as a lead role- remember there are lots who will serve with you and help mentor you in the process.

The joint Board meeting is being held on June 18th- all incoming and outgoing board members are required to attend. It is extremely important to be at this meeting and is also when we have the planning for the coming year. Any ideas are appreciated on any type of dinner topic you would really like to see.

Here's hoping you all enjoy this time of year and I really look forward to seeing all of you at the next dinner meeting.

In Fellowship,

Kathleen Kerstenbeck, ARM, CPIW

### Inside this issue:

Message from the President	1
Save the Date!	2
Anniversaries, Birthdays	2
Thinking of You	2
Community Action	3
Rachel's Schedule	4
Safety	5
Ways & Means	6
Legislation	7
Easter-Quake	8-9
Membership	10
Recipes Wanted	10
Employment	11
Sponsors	12
May Dinner Flyer	13

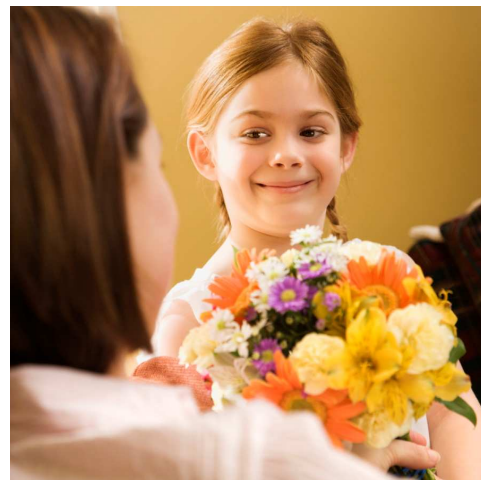


**May Birthdays**

Kimbra Pederson	May 2
Tram Phan	May 18

**May Anniversaries**

Nancy Ladd	May 25, 2001
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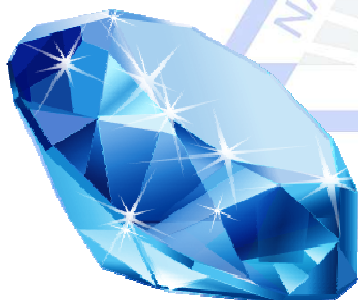
**In our thoughts**

Melody Hubbard  
Becky Carroll

**Save the Date!**

Join San Diego Insurance Women in celebrating their  
75<sup>th</sup> Anniversary!

In celebration, SDIW will be hosting the 2011 California Council  
Meeting and YOU are invited!



Friday, September 9, 2011  
Saturday, September 10, 2011

Special room rates have been arranged with the Doubletree in  
Mission Valley

We hope to see you there!



## COMMUNITY ACTION

Thanks for your continued support of Rachel's and all your Community Action efforts.

The May (need help May 22) and June schedule is attached for your review. (There are several dates open in June).

Please be thinking about July dates to serve, send me an email to let me know what dates work best for you. A copy of the schedule will be posted on the website.

I will continue to send individual remainder email's the Wednesday prior to the Saturday you volunteer for. Please let me know ASAP if you cannot make it on the day you signed up for.

If you want additional information on the Rachel's please let me know.

We will continue the following products:

Money! Cash Donations (always) \* Toilet Paper \* 6 oz. Styrofoam Cups \* Kleenex Tissue \* Tampons and Sanitary Pads \* Deodorant \* Paper Plates (sturdy- luncheon size) \* Plastic Cutlery (heavy duty) \* Coffee and Tea \* Creamer and Sugar packets \* Trash Bags 40 gallon size\* Dish Towels \* Bath Towels \* Wash Cloths \* Shower Curtains,

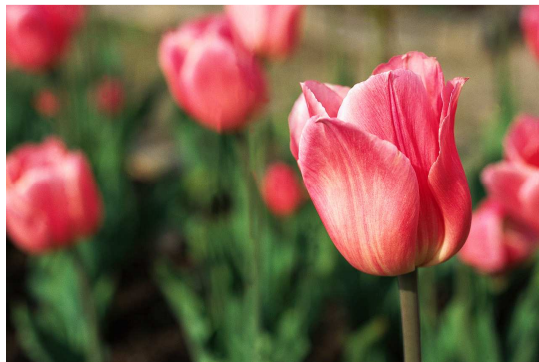
MUCH NEEDED ITEMS CONTINUE TO BE: Underwear, Socks, Soap, and Shampoo? (Small travel size or regular size)

Gently used clothing is greatly appreciated the ladies can earn points doing chores at the shelter to shop in the Rachel's Boutique.

This gives them a sense of accomplishment, increases their self esteem, and enables them to get items they need... All GOOD!!!!

We are making a positive impact in the lives of the Women at Rachel's Women's Center because of what you do.

In Fellowship,  
Nancy Ladd





### May 2010 Rachel's Schedule

May 8th

Pam Legge

Katie Freeman

Gay Rowan

May 15th

Mike Menegus

Jennifer Hetzel

Rhonda Collins

May 22nd

Wella Campbell

Rita Vella

Rhonda Collins

May 29th

Cathy Burkhardt

Teresa Harrison

Nancy Ladd

### June 2010 Rachel's Schedule

June 5th

Mike Menegus

Pam Legge

Gay Rowan

June 12th

Rhonda Collins

Need 2 more Volunteers

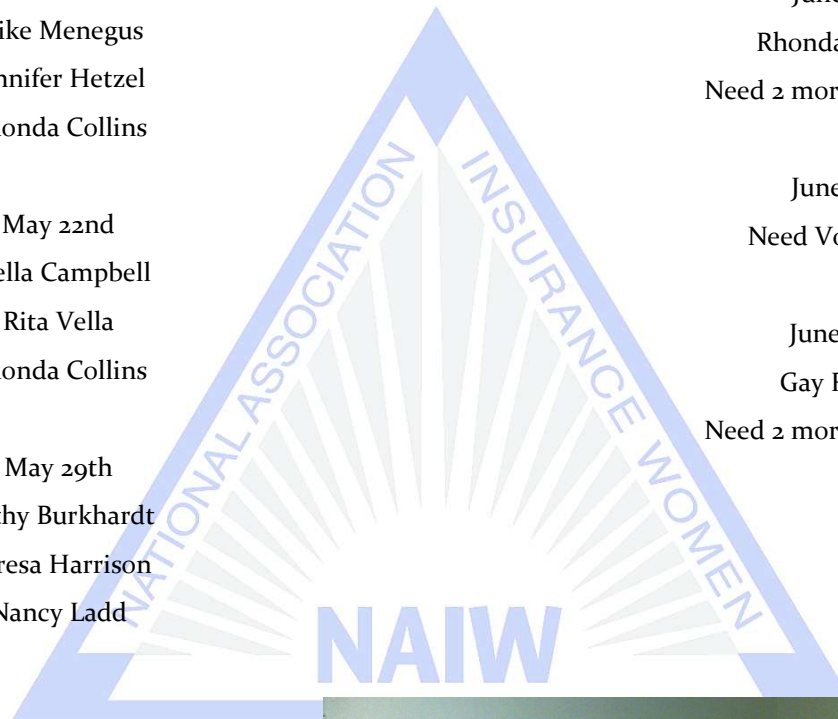
June 19th

Need Volunteers

June 26th

Gay Rowan

Need 2 more Volunteers



## Safety Article

Due to a recent case with one of our fellow NAIW members getting extremely ill from this and the symptoms originally thought to be due to a stroke- we felt we should post this information in the newsletter this month.

Botulism (taken from Answers.com)

### Definition

Botulism is caused by botulinum toxin, a natural poison produced by certain bacteria in the *Clostridium* genus. Exposure to the botulinum toxin occurs mostly from eating contaminated food, or in infants, from certain clostridia growing in the intestine. Botulinum toxin blocks motor nerves' ability to release acetylcholine, the neurotransmitter that relays nerve signals to muscles, and flaccid [paralysis](#) occurs. As botulism progresses, the muscles that control the airway and breathing fail.

### Description

Botulism occurs rarely, but it incites concern because of its high fatality rate. Clinical descriptions of botulism possibly reach as far back in history as ancient Rome and Greece. However, the relationship between contaminated food and botulism wasn't defined until the late 1700s. In 1793 the German physician, Justinius Kerner, deduced that a substance in spoiled sausages, which he called *wurstgift* (German for sausage poison), caused botulism. The toxin's origin and identity remained elusive until Emile von Ermengem, a Belgian professor, isolated *Clostridium botulinum* in 1895 and identified it as the poison source.

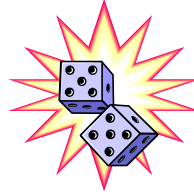
Three types of botulism have been identified: food-borne, wound, and infant botulism. The main difference between types hinges on the route of exposure to the toxin. In the United States, there are approximately 110 cases of botulism reported annually. Food-borne botulism accounts for 25% of all botulism cases and can be traced to eating contaminated home-preserved food. Infant botulism accounts for 72% of all cases, but the recovery rate is good (about 98%) with proper treatment.

Though domestic [food poisoning](#) is a problem world-wide, there has been a growing concern regarding the use of botulism toxin in biological warfare and terrorist acts. The Iraqi government admitted in 1995 that it had loaded 11,200 liters of botulinum toxin into SCUD missiles during the Gulf War. Luckily, these special missiles were never used. As of 1999, there were 17 countries known to be developing biological weapons, including the culture of botulism toxins.

— Janie Franz

## Ways & Means Committee

### Fundraisers



Thank you, to everyone that participated in the PartyLite Fundraiser. I'll let you next month how we did. A special thank you to Nancy Ladd for putting this together, gathering all the orders and then getting them to our PartyLite consultant.

**Mark your calendars – Our next Bunco Fundraiser is July 19<sup>th</sup>!** Stay tuned to our newsletter for details, but it's never too early to start collecting raffle prizes for the event.

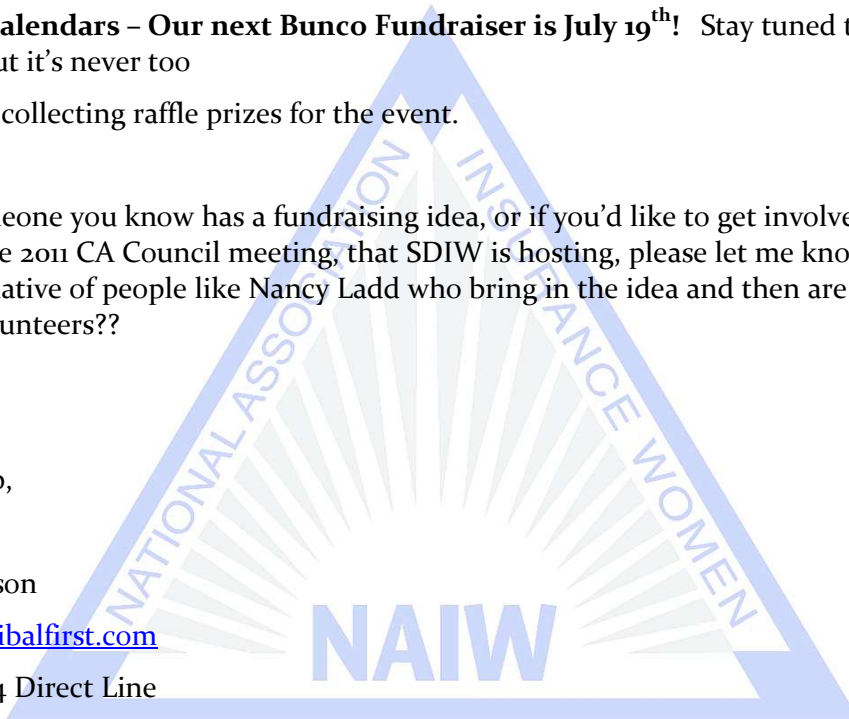
If you or someone you know has a fundraising idea, or if you'd like to get involved in raising money for the 2011 CA Council meeting, that SDIW is hosting, please let me know. We are especially appreciative of people like Nancy Ladd who bring in the idea and then are willing to head it up; any volunteers??

In Fellowship,

Teresa Harrison

[tharrison@tribalfirst.com](mailto:tharrison@tribalfirst.com)

858-505-4044 Direct Line

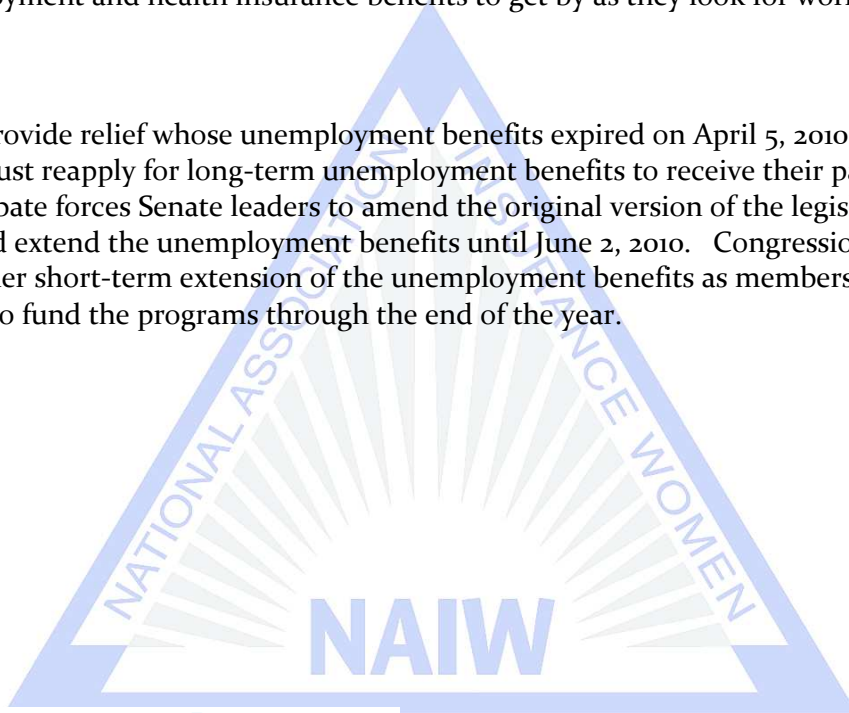




**LEGISLATIVE REPORT**

On April 15<sup>th</sup>, President Barack Obama signed H.R. 4851. The Continuing Extension Act of 2010, will extend both unemployment insurance benefits and COBRA premium subsidy for jobless Americans. In a written statement the President commented that, “Millions of Americans who lost their jobs in this economic crisis depend on unemployment and health insurance benefits to get by as they look for work and get themselves back on their feet.”

The new law will provide relief whose unemployment benefits expired on April 5, 2010. According to the law, these individuals must reapply for long-term unemployment benefits to receive their payments retroactively. The contentious debate forces Senate leaders to amend the original version of the legislation passed by the House in March and extend the unemployment benefits until June 2, 2010. Congressional leaders decided to push through another short-term extension of the unemployment benefits as members of the House and Senate debate on how to fund the programs through the end of the year.





## EasterQuake

Hello friends,

I am writing in regards to the "Easterquake", whose epicenter was in Mexico, about 70 miles from where I live. You are all personal friends from the various areas of my life - singing, NAIW, Kiwanis, Aflac and more.

This past Saturday I was privileged to accompany 7 employees from the City of Brawley, who took 4 truckloads of supplies to Mexico, into the area of the epicenter. We delivered over 120 cases of water, canned goods, cup-o-noodles, top ramen, feminine hygiene products, tarps and more, directly to the people who needed them. Unfortunately, goods delivered to distribution points in Mexico don't always make it to the people who need them. Many of these guys have family in this area, so they know where to go, plus we wound up with a police escort, taking us to even more places.

At first we went to individual homes, then wound up at a neighborhood of sorts - a bunch of houses clustered around one area of a road. We handed out the bulk of the supplies there. We estimate there were 250 - 300 people. They were so thankful and so gracious. And the kids were just the best. I have attached pictures. One lady left and went to her house and came back with a hat for me, because I was getting sunburned. It doesn't get any sweeter than that. Needless to say, I cried a few times during the day.

There will be another run this week-end and the next week-end and probably more in the future. We are asking for additional supplies, if you are able to donate. I ask that you share this with your service clubs, churches, friends, family, co-workers - as many people as you can. It isn't often we can see the good being done and can take part in it. If you cannot get goods to us, you can send me a check and I will go and buy stuff for you. My address is 1010 Joshua Avenue, Brawley, CA 92227.

If you are interested in a tax write-off, this is not for you. This is just a private group of individuals who care and are truly on a mission to make a difference. I can vouch for them, as I have know them for years. They have used their own time, money, vehicles and gas to make this happen. They are heroes in my book!

You can deliver goods to the Public Works Department in Brawley or to me and I will get it to them. For those of you in San Diego, I will be there next week-end and can still pick stuff up then. We'll get it to those who need it. And if you want to come along on a run, you are more than welcome. Just let me know and I'll get you in touch with one of the guys. (Just make sure you have the proper documentation to get back across the border!)

If you live in El Centro, you can take donations to Meredith Steward's home and she'll get them to me. Her address is 835 Fieldview Avenue. You can e-mail her for directions at [drivenrain@yahoo.com](mailto:drivenrain@yahoo.com).



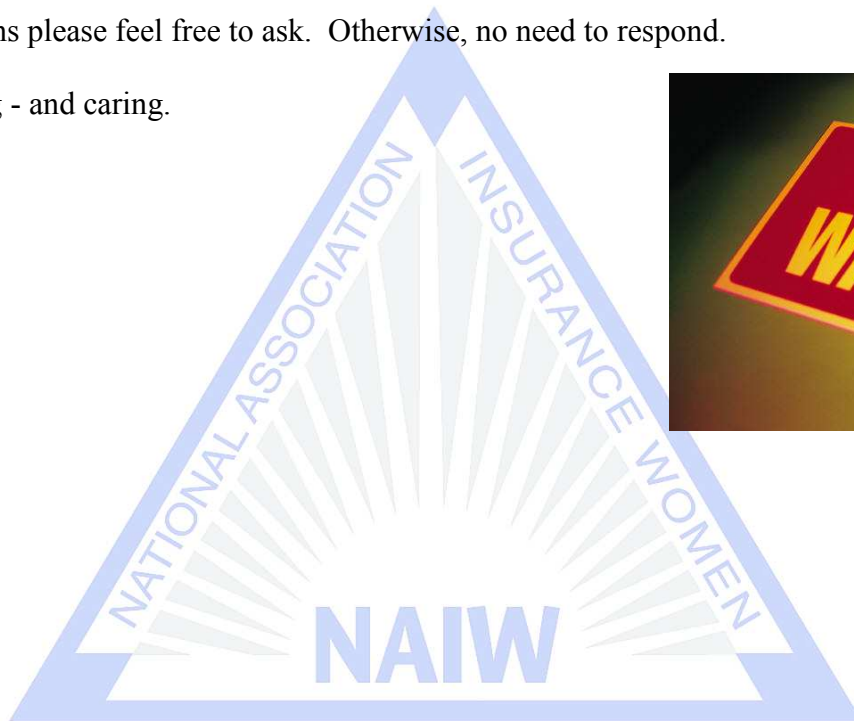
### EasterQuake- Con't

As for our side of the border, there is considerable damage here too. A beautiful church where the Master Chorale just did an amazing program a little over two weeks ago has been condemned due to the damage. They are hoping to save the stained glass windows. Every time there is an aftershock, more of the building crumbles. Many homes were damaged as well. The extent is still being evaluated. I do thank all of you who called, e-mailed or sent me messages on Facebook to check in on me. I had some very slight damage but nothing to be concerned about. For those who don't know, I was standing on the Wii board on one foot doing a balance exercise when the quake hit...that part was pretty comical. When I finally realized what was going on, I ran for the TV so it wouldn't fall!

If you have questions please feel free to ask. Otherwise, no need to respond.

Thanks for listening - and caring.

Tina and friends.  
Kristina (Tina) Lee





## Membership

Consider introducing your coworkers or friends in the insurance related industries to SDIW and NAIW. Invite them to our next meeting!

If you know of anyone who is interested in finding out more about our association, please have them contact me. Or if you have any ideas on how we can increase our membership in the coming year, please let me know. Eligibility for membership has been broadened, so please check out who is eligible on the NAIW website.

Kay Wheeler, ASLI, CPIW



**RECIPES WANTED FOR 2011 CA COUNCIL FUNDRAISER  
DEADLINE EXTENDED!!**

Hi everyone! Donna Lusignan & I are collecting recipes for a cookbook that will be sold as a fundraiser for our hosting of the 2011 California Council Meeting. The contribution form is in this bulletin which has the format we need the recipes to be submitted in. You can hand-write or type them on the form and submit to Donna at [delusignan@burns-wilcox.com](mailto:delusignan@burns-wilcox.com). Please submit as many recipes as you would like to, the more the better!

Please keep them coming in so our cookbook will be full of local flavor. Thank you in advance for taking your time to submit your favorite or wonderful recipes.

Kay Wheeler



## EMPLOYMENT

Hello SDIW Members!

Please feel free to take advantage of this **FREE** Employment section of the Newsletter to post current job openings you or your company may have open. Your ad will run for one month and interested candidates can contact you directly.

If you would like to place an ad, please contact Julie Brown, Julie@sdistaffing or 888-528-8367 and indicate you would like to post a job in the SDIW Newsletter.

### San Diego Insurance Staffing

IMMEDIATE OPENINGS FOR THE FOLLOWING;

- **Production WC Underwriter**, direct hire, San Diego.
- **Nurse Case Manager** for Work Comp Company, San Diego.
- **C/L & P/L CSR's / Account Manager's** needed for temp-to-hire and direct hire positions. San Diego.
- **Commercial Underwriters** needed for San Diego. Temp-to-Hire and Direct Hire.
- **Employee Benefits** positions available (Account Manager and Analyst). Temp-to -hire and direct hire.
- **Sales Producers**, Commercial. Commission only OR draw. San Diego County. Direct Hire.

**\*\*To view other jobs San Diego Insurance Staffing has open**, please go to [www.sdistaffing.com](http://www.sdistaffing.com) and click on 'Job Openings.'\*\*

To inquire about any of the jobs above, or if you have any questions, please contact Sharlene Theakston at [sharlene@sdistaffing.com](mailto:sharlene@sdistaffing.com) OR 888-528-8367

San Diego Insurance Staffing also offers a **FREE** Resource Career Center, on-line, at [www.insurancecareeronline.com](http://www.insurancecareeronline.com) where you will get free access to: How to write a resume, Interviewing tips, Personality Profile tests, Job Searches, and much more.

Julie C. Brown, CAC, CSP  
Talent Manager, ([Click Here to Meet Me!](#))  
San Diego Insurance Staffing  
Toll Free 888-528-8367 or 619-528-8434  
[www.sdistaffing.com](http://www.sdistaffing.com)  
[julie@sdistaffing.com](mailto:julie@sdistaffing.com)





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# San Diego Insurance Women Officer Installation, Awards Presentation and Employer Appreciation Dinner May 17, 2010

**May 17, 2010**  
**5:15 Networking**  
**6:00 Dinner**  
**6:30 Program**

## Involvement is Ageless!

...is the theme of our incoming President, Jennifer Hetzel of AmWins Insurance Brokers. Her installation will be performed by Freeda Koopmans of the Insurance Professionals of Orange County.

## Awards Presentation, Employer Appreciation



### Awards Presentation

During the year, all members are eligible for certain awards on a Local, State, Regional & National level. The award recipients have been notified for the awards they have received by the Awards Committee and this night is set aside to present each of the awards in front of their fellow members, family and Employers present.

### Employer Appreciation

We use this night to also celebrate our Employers and the support they give our members during the year for not only their involvement in San Diego Insurance Women, but also in their education and career. The presentation of the "Employer of the Year" award will be at this dinner event.

Please RSVP today by sending an email to Nancy Trejo at [nancy.trejo@safeco.com](mailto:nancy.trejo@safeco.com)

She will need your dinner choice no later than May 11th:

London Broil  
Chicken Cordon Bleu  
Pasta Primavera

Includes Garden Salad, Desert, Coffee, Tea

Total Cost - \$30.00

Paypal is available on our Website: [www.sdinsurancewomen.com](http://www.sdinsurancewomen.com)

Please remember- if you make a reservation and do not attend, you will be billed for the dinner as San Diego Insurance Women will be billed by the Hotel.

### Where & When

Date: May 17, 2010

Time: 5:15 Networking / 6:00  
Dinner / 6:30 Program

Location: King's Inn Hotel  
1333 Hotel Circle South  
San Diego, CA 92108

## Sarita Maybin- Guest Speaker



Sarita Maybin is a high energy speaker and communication expert whose audiences have fun learning how to stay positive, constructively confront tough communication situations and work together better.

Her client list includes NASA, Nokia, Hewlett Packard, Kaiser Permanente, WD-40, Los Angeles County and the Las Vegas Convention Center among others.

Since 1993, Sarita has spoken in almost all 50 states, Canada, England, Asia, Mexico and Iceland. She has been interviewed by San Diego area Fox News, ABC News, the Tavis Smiley Radio Show and multiple print publications about her book and presentation entitled "If You Can't Say Something Nice, What DO You Say?"

[www.saritamaybin.com](http://www.saritamaybin.com)

**San Diego Insurance Women**  
c/o Kathleen Kerstenbeck,  
President  
San Diego, California 92121  
619-297-3160 Ext 24

***Any questions regarding the event, please  
contact Jennifer Hetzel at 760-690-1788 or email  
[jennifer.hetzel@amwins.com](mailto:jennifer.hetzel@amwins.com)***