



## **FEBRUARY 2010 THE CONNECTIONS**

**Volume No. 2**

**NAIW DALLAS, INC.**

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**[www.naiwdallas.com](http://www.naiwdallas.com)**

Dear Members and Friends:

I cannot believe it is already February! The year is moving by at a rapid pace. I hope everyone is staying warm and enjoying the New Year. As you have probably already heard, Punxsutawney Phil (the groundhog) saw his shadow on morning of February 2, which, according to some, means we have 6 more weeks of winter. I was a little perplexed about a rodent predicting the next 6 weeks of our lives, so I did a little research. It turns out that Phil is only correct 39% of the time, according the National Climatic Data Center. In fact, over the past 121 years, Phil has "predicted" an additional 6 weeks of winter 97 times. Furthermore, I do not know how a groundhog can convey that he saw his shadow. I have been unable to find a satisfactory answer to that inquiry. I did learn that Phil will "text" you the weather if you contact him at 247365 and write "Groundhog." I do not plan to text Phil, as I don't particularly care for texting or people pretending to be groundhogs.

Regardless of Phil's predictions, we will be having our February meeting on Tuesday, February 9, 2010 at 6:00 (board meeting at 5:15) at the Doubletree Hotel in Farmer's Branch. Our speakers this month will be me and Christina McCracken (our Vice President). We will be presenting "Medicare Secondary Payer Rules and New Reporting Requirements" for 1 hour of CE credit. It should be an interesting topic and I hope you will all join us. We will stay around after the presentation and answer as many questions as we can.

Also, I would like to take this opportunity to remind everyone about the Region VI Conference in Galveston from March 11-13, 2010. Christina and I will be attending and we hope as many of you as possible can join us. The conference will be held at Moody Gardens, which I have heard is absolutely beautiful. Please consider joining us for networking and professional advancement.

I really hope you all can make it to the meeting.

My best to each of you,

Tracy Wolf  
NAIW Dallas, Inc.  
President 2009-2010  
[twolf@gordonrees.com](mailto:twolf@gordonrees.com)

## 2009-2010 OFFICERS AND CHAIRMEN

### Officers:

President:	Tracy G. Wolf	twolf@gordonrees.com
VP:	Christina McCracken	cmccracken@gordonrees.com
Secretary:	Mildred Rainey	mbaby@dixonvision.com
Treasurer:	Anita Flynn	anitaflynn@aegislimited.com
Director:	Dee McCullough	culla@sbcglobal.net
Director:	Sue Brewer	sbrewer@usic.com

### Chairs:

Arrangement:	Susie Lowry	slowry2@lowryco.com
Audit:	Pamela Scofield	pamela_scofield@ajg.com
Bylaws/Standing		
Rules:	Cathy Williams	Cathy.Williams@dpsg.com
Community Action:	Linda Tate	ltate2@lowryco.com
Education:	Debby Gilliam	dgilliam@usic.com
Event Planning		
Committee:	Sue Brewer	sbrewer@usic.com
Horizon Planning:	Tracy Wolf	twolf@gordonrees.com
Legislative:		
Membership:	Sidney Bartlett	se2bartlett@yahoo.com
Newsletter:	Tanja Martini	tmartini@aksmithlaw.com
Parliamentarian:	Joi Wilson	joi.wilson@starrisk.com
Resource/Raffle:	Susie Lowry	slowry2@lowryco.com
Scholarship:	Michelle Ward	Michelle.ward@RepublicGroup.com
Sunshine:	Sidney Bartlett	se2bartlett@yahoo.com

## ARRANGEMENTS

The February Dinner Meeting will be held on February 9, 2010 at the Doubletree Hotel, 4099 Valley View Lane, LBJ/Midway, Dallas, 75244. The cost of dinner is \$26.00 (cash or check).

### February Menu

Beef lasagna with parmesan and marinara

Salad

Dessert

Tea and Coffee

Board meeting will start at 5:15 pm. Dinner will be served at 6:00 pm. Cocktails are available at the bar at your own expense.

Susie Lowry

Arrangements Chairman

[slowry2@lowryco.com](mailto:slowry2@lowryco.com)

214-638-7000

## FEBRUARY PROGRAM

Our guest speaker for the February 9, 2010 meeting will be Tracy Wolf and Christina McCracken of Gordon & Rees, LLP in Dallas to present "Medicare Secondary Payer Rules and New Reporting Requirements" A Defense Primer for Suits by Illegal Aliens." This program is approved for 1.0 hour of CE credit.

Christina McCracken

Program Chairman

[cmccracken@gordonrees.com](mailto:cmccracken@gordonrees.com)

## COMMUNITY ACTION

I am always able to collect your gently used business clothes to be donated to the Bill Priest Institute. Please bear in mind that canned goods and non perishables food items are always welcome for the food banks.

Linda Tate  
Community Action Chairman  
[ltate2@lowryco.com](mailto:ltate2@lowryco.com)

## RESOURCE COMMITTEE

Door Prize Donations are always welcome for our dinner meetings. Please bring wine, gift cards, movie tickets, or any items that would be fun to have to the meeting so we can continue our raffle program. Raffle tickets are sold during the dinner meetings for \$5.00 for 3 tickets or \$2.00 for 1 ticket. Let me know if you have some fund raising ideas to help our charities.

Please let me know if you have some fund raising ideas for NAIW Dallas. Scholarships, as well as donations to our charities will be given out at our May Luncheon. NAIW Dallas supports the following charities:

1. Children's Medical Center (Donations given to Nancy Johnson's Craft Program for the children;
2. Bill Priest Institute ( Clothes donated help women dress for job interviews); and
3. North Texas Food Pantry (Food and cash donations help families in need).

Susie Lowry  
Resource Chairman  
[slowry2@lowryco.com](mailto:slowry2@lowryco.com)

## SCHOLARSHIP COMMITTEE

As the Scholarship Chairman, I am now accepting applications for the Student of the Year Award. If you would like to recommend a student, please have him/her to submit his/her resume to me. Past resumes that I have reviewed included information about the student's job history, education, awards, seminars, and affiliations.

I am also seeking recommendations of candidates for the Police Officer of the Year Award and the Firefighter of the Year Award. If you would like to recommend a policeman or firefighter, please email a recommendation that identifies his/her accomplishments, awards, or something he/she has done to make him/her worthy of the recognition to me.

Please submit all suggestions and resumes to me by February 26, 2010.

The winner for each category will be presented with the award during our Banquet on May 12, 2010 at the Royal Oaks Country Club.

Please let me know if you have any questions.

Michelle Ward  
Scholarship Chairman  
[Michelle.Ward@RepublicGroup.com](mailto:Michelle.Ward@RepublicGroup.com)

## UPCOMING CONVENTIONS

### **National Convention June 9 – 13, 2010**

Marriott Crystal Gateway  
Washington, DC

### **2010 Region VI Regional Conference**

March 11 – 13, 2010  
Moody Gardens, Galveston, TX  
Hosted by Insurance Professionals of Bellaire

## [2010 CE INFORMATION FOR THE DFW AREA](#)

For information on CE courses please go to <http://www.naiwdallas.com/education.htm>.

For information on free monthly 3, 4, or 6 hour CE courses, please go to:

[www.blackmonmooring.com](http://www.blackmonmooring.com)  
[amber@dalworth.com](mailto:amber@dalworth.com)  
[www.dalworth.com](http://www.dalworth.com)  
[www.servicemasterdfw.com](http://www.servicemasterdfw.com)  
[ldevlin@servproofgrapevine.com](mailto:ldevlin@servproofgrapevine.com)

For additional information on seminars that offer 1 hour of CE monthly in the DFW Metroplex, please go to:

<a href="http://www.dallasclaims.com">www.dallasclaims.com</a>	<a href="http://www.fortworthclaims.com">www.fortworthclaims.com</a>
<a href="http://www.maryroth.com">www.maryroth.com</a>	<a href="http://www.insuredallas.org">www.insuredallas.org</a>
<a href="http://www.thenationalalliance.com">www.thenationalalliance.com</a>	<a href="http://www.kfeducation.com">www.kfeducation.com</a>
<a href="http://www.cceucation.com">www.cceucation.com</a>	<a href="http://www.touchstonebernays.com">www.touchstonebernays.com</a>
<a href="http://www.ceu.com">www.ceu.com</a>	<a href="http://www.txce.com">www.txce.com</a>
<a href="http://www.irmi.com">www.irmi.com</a>	<a href="http://www.webce.com">www.webce.com</a>
<a href="http://www.cceducation.com">www.cceducation.com</a>	<a href="http://www.kaplanfinancial.com">www.kaplanfinancial.com</a>

Debby Gilliam  
Education Chairman  
[dgilliam@usic.com](mailto:dgilliam@usic.com)

## [GREAT INFORMATION AND REMINDERS](#)

Don't forget to check our website at [www.NAIWDALLAS.COM](http://www.NAIWDALLAS.COM).

To ensure timely circulation and posting of the NAIW Dallas Connections Newsletter, all articles, Committee Chair reports, and any other contributions for the Connections Newsletter must be submitted no later than the 25th day of the preceding month. Any contributions for the March Connections Newsletter must be submitted to [tmartini@aksmithlaw.com](mailto:tmartini@aksmithlaw.com) by February 25, 2010.

Deadline to submit applications and recommendations for the Student of the Year Award and recommendations for candidates for the Police Officer of the Year Award and the Firefighter of the Year Award to Michelle Ward is February 26, 2010.

## GIVING TIP

To promote a charity close to your heart or to find great events that need your help in your community or nationwide, please go to <http://dallas.events.org/>.

## FEBRUARY BIRTHDAYS

There are no February birthdays to celebrate this year.

## FEBRUARY RECIPE

### **Crispy Black Bean Tacos with Feta and Cabbage Slaw**

Who needs meat? The cumin-scented black bean filling is hearty, satisfying, and incredibly easy to prepare. Round out the meal—and get a complete protein—by adding Mexican rice. Makes 4 servings.



### **Ingredients**

- 1 15-ounce can black beans, drained
- 1/2 teaspoon ground cumin
- 5 teaspoons olive oil, divided
- 1 tablespoon fresh lime juice
- 2 cups coleslaw mix
- 2 green onions, chopped
- 1/3 cup chopped fresh cilantro

- 4 white or yellow corn tortillas
- 1/3 cup crumbled feta cheese
- Bottled chipotle hot sauce or other hot sauce

### **Preparation**

- Place beans and cumin in small bowl; partially mash. Mix 2 teaspoons olive oil and lime juice in medium bowl; add coleslaw, green onions, and cilantro and toss to coat. Season slaw to taste with salt and pepper.
- Heat 3 teaspoons olive oil in large nonstick skillet over medium-high heat. Add tortillas in single layer. Spoon 1/4 of bean mixture onto half of each tortilla; cook 1 minute. Fold tacos in half. Cook until golden brown, about 1 minute per side. Fill tacos with feta and slaw. Pass hot sauce alongside.

## [VALENTINE'S DAY FUN FACTS](#)

There are a number of theories about the origin of Valentine's Day. One popular belief is that the original Valentine was a clergyman who was executed for secretly marrying couples in ancient Rome, against the wishes of Emperor Claudius II, who felt that marriage weakened his soldiers. In A.D. 496, Pope Gelasius I declared February 14 as Valentine Day. Over time, the Christian holiday became known as the day for exchanging messages of love, and St. Valentine became the patron saint of lovers. In the 1840s, it's believed that Massachusetts native Esther Howland was the first to sell mass-produced valentine cards, and the rest, as they say, is history. Regardless of which stories you've heard, thanks to the U.S. Government, here are some well-documented facts related to this day of romance:

### **Candy & Chocolates**

**1,233:** That's the number of locations that were producing chocolate and cocoa products in 2007. These establishments employed 38,794 people. According to the County Business Patterns U.S. Census Report, California led the nation in the number of such establishments with 143, followed by Pennsylvania with 115.

**466:** Number of locations that produced non-chocolate confectionery products in 2007. These establishments, according to the same census report, employed 18,250 people.

**\$14.4 billion:** That was the total value of shipments in 2007, for firms producing chocolate and cocoa products. Non-chocolate confectionery product manufacturing, meanwhile, according to the 2007 Economic Census, was a \$5.6 billion industry.

**3,643:** Number of confectionery and nut stores in the United States in 2007.

**23.8 pounds:** In 2008, according to Census' Current Industrial Reports, this was the per capita consumption of candy by Americans.

### **Flowers**

**\$403 million:** The 2008 combined wholesale value of domestically produced cut flowers for all flower-producing operations with \$100,000 or more in sales. Among states, according to the USDA National Agricultural Statistics Service, California was the leading producer and by itself accounted for about three-quarters of the U.S. total production worth \$314 million.

**24 million:** The USDA also reported this combined wholesale value of domestically produced cut roses in 2008 for all operations with \$100,000 or more in sales.

**19,759:** That's the number of florists that existed nationwide in 2007. These businesses employed 93,779 people.

### **Jewelry**

**27,484:** Number of jewelry stores in the United States in 2007. In February 2009, these stores sold \$2.2 billion in merchandise, according to County Business Patterns and Monthly Retail Trade and Food Services report.

**1,753:** The number of jewelry manufacturing establishments in the U.S. in 2007.

### **Marriages**

**2.16 million:** The number of marriages that took place in the United States in 2008. That breaks down to a little fewer than 6,000 a day, according to the National Center for Health Statistics.

**112,185:** The number of marriages performed in Nevada during 2008. So many couples tie the knot in the Silver State that it ranked fifth nationally in marriages, even though its total population that year among states was 35th. California ranked first in marriages, according to the National Center for Health Statistics and Census population estimates.

**27.6 and 25.9 years:** According to the Census report regarding Families and Living Arrangements, these were the median ages, in 2008, for first marriages, for men and women, respectively.

**56% and 59%:** The percentages of American women and men, respectively, who were 18 or older and married (includes those who are separated) in 2008.

**70%:** The number of people 30 to 34, in 2008, who had been married at some point in their lives.

**73%:** Among women who married for the first time between 1985 and 1989, the percentage who marked their 10th anniversary. This compares with 87 percent of women who married for the first time between 1955 and 1959.

**6%:** As of 2004, the percentage of currently married women who have been married for at least 50 years. A little more than half of currently married women have been married for at least 15 years.

### **Dating Services**

**904:** The number of dating service establishments nationwide in 2002. These establishments, which included Internet dating services, employed nearly 4,300 people and pulled in \$489 million in revenue, according to the 2002 Economic Census.

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Happy Valentine's Day! I hope you enjoyed reading this edition of the Connections Newsletter and found it useful. Please feel free to send suggestions, corrections, or future contributions to me. If you would like your contribution to appear in the March issue, please submit your contribution to me no later than February 25, 2010.

Tanja K. Martini  
Newsletter Chairman  
[tmartini@aksmithlaw.com](mailto:tmartini@aksmithlaw.com)