

# The Messenger



*May 2010 Volume 61*

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## **President's Message**

WOW! Here we are in May, Spring is definitely in the air! We just returned from Mid-Year in San Antonio, TX. WOW! That was the best and most fun I have ever had! We had lots of Education Classes, a Bowling Tournament, an Opening Party, Played Bingo....and a Business meeting as well.

There are a lot of things happening with DAIP, too! We have drafts on the Procedure Manual and the By-Laws revisions, due to our Calendar change. Your Board has been very hard a work!

In May, Tabitha Richardson, Education Chair will present the Scholarship Awards to this year's recipients. I hope you will make arrangements to attend. In addition, we will have a short program "Tax Strategies for the Insurance Professional", presented by Thomas Rich or Bradford and Company.

This past month, we served lunch to approximately 15 children at Jonathan's Place. This was a really good thing for us to do. Great interaction with the children, one on one and they were appreciative for us being there. Next month we will be going to Texas Scottish Rite Hospital and doing a craft with the children there. Please remember we are still collecting items each month for our troops who so graciously put themselves on the line for us every day!

Have a Happy and Safe Memorial Day! Remember, You Make the Difference!

Sincerely,  
Linda Anderson, CISR  
2009-2010 DAIP President

# BON APPETIT

The May Dinner Meeting will be held on Thursday,  
May 13, 2010, 6:00 P.M.  
AT

Double Tree Hotel  
4099 Valley View Lane  
Dallas, TX 75244

Please come and Join Us! The cost for dinner is \$22.00

**\*\*Vegetarian Plates can also be provided if requested. Please  
include in your reply\*\***

Please RSVP by 12:00 P.M. May 11, 2010 to:  
[communications@daiptx.com](mailto:communications@daiptx.com)

This month we will have several things in place for the meeting.

We will be introducing the recipients of the 2010 Sybil Hoge Memorial Scholarship.

Our guest speaker will be Thomas Rich of Bradford and Company Inc who will be giving us tips on how we can turn our tax dollars into our dollars. (Please see attachment).

And we will be having a drawing for a door prize.

Please note the tickets are 1 for \$1.00 and 6 for \$5.00! You have to be in the drawing to win the prize! If you have no cash and are writing a check for your dinner, remember you can add any amount for purchase of tickets to your check.



## Dinner Menu

Chopped Ice Berg Salad with Carrots  
and Red Cabbage  
Served with a Buttermilk Ranch Dressing  
Blackened Tilapia with a Light Cilantro  
Saffron Broth  
Rice Pilaf  
Fresh Vegetables  
Rolls and Butter  
Freshly Brewed Community Coffee, Iced  
Tea, and Water  
Carrot Cake Squares

# **Turn Tax Dollars Back Into Your Dollars**

*Find \$100 a Minute...*

## **Attend Tax Strategies for the Insurance Professional**

**Thursday, 5/13/2010  
6:30 pm to 7:15 pm**

**Doubletree Hotel Dallas  
4099 Valley View Lane  
Dallas, TX. 75244**

***According to the Treasury Inspector  
General for Tax Administration, You Could  
Have Overpaid Your Taxes By \$11,438***

**Many of us assume our accountants take care of our taxes...**  
but forget that WE are the ones giving them the numbers and records  
they are using to prepare our tax return.

**This seminar is guaranteed to identify between \$2,500 and  
\$27,500 in NEW deductions that can be used right away to pocket  
thousands in tax savings.** These deductions are based in tax LAW, but  
presented in simple English that all of us can easily understand.

**You'll learn:**

■ **Stimulus Package Deductions** – Learn about important **179 Vehicle deductions. PLUS!!! NEW first year auto depreciation deduction UPDATES!**

■ **Increase your income** – How to use the tax side of your business to **INCREASE** your spendable income

■ **Myths** – What taxes really cost you – regardless of your earnings

■ **Entertainment Strategies** – 2 remarkable entertainment deductions available to *Insurance Professionals* that may surprise you

■ **Double Entertainment Deductions** – How to safely transform 50% entertainment deductions into 100% deductions

■ **Audit-Proofing** - Documentation tips that will save you time, all the time

■ **Help Your Accountant** – How **you** can help your accountant work more effectively on your behalf

■ **Car Strategies** - Six methods that produce **Thousands** in deductions.

■ **Actual Expenses vs. IRS Method Mileage** – New \$25,000 - \$250,000 automobile deductions you don't want to lose

■ **IRS Audit** - Reduce your chances – Red flags to avoid

■ **Home Office Deduction** –Why *Insurance Professionals* may now safely qualify for this remarkable deduction and how it transforms personal commuting to deductible business miles

■ *Learn how a **105 Medical Plan** can turn your family's medical expenses into **tax-favored business expenses***

This seminar is presented by **Thomas Rich of Bradford and Company, Inc.**, and excerpted from the Bradford and Company, Inc. **Tax Strategies for the Self-Employed** audio course (available to register for after the seminar).

# May Birthdays

<b>Trish Acosta</b>	<b>May 02</b>
<b>Carol Barr</b>	<b>May 09</b>
<b>Mary Donlon</b>	<b>May 11</b>
<b>Tina Bowling</b>	<b>May 14</b>
<b>Michelle Hudspeth</b>	<b>May 18</b>
<b>Rosamaria Ramos</b>	<b>May 24</b>
<b>Carolyn Owen</b>	<b>May 26</b>
<b>Christy Salazar</b>	<b>May 26</b>



# Join us at the Texas Scottish Rite Hospital for Children for Arts & Crafts in the Child Life Playroom and Non-Monetary Donation Drive!



## About Texas Scottish Rite Hospital for Children

Texas Scottish Rite Hospital for Children provides exceptional care to thousands of Texas children every year without charge to patient families. TSRHC is not a United Way agency and does not receive state or federal funding. The hospital relies solely on the generosity of individuals, organizations, foundations and corporations to continue its mission.

TSRHC treats Texas children with orthopedic conditions, such as scoliosis, clubfoot, hand disorders, hip disorders and limb length differences, as well as certain related neurological disorders and learning disorders, such as dyslexia.

**Who: DAIP Members**

**What: Arts & Crafts in the Child Life Playroom  
and Non-Monetary Donation Drive  
(Volunteer age limit: 17 yrs and older)**

**When: Thursday, May 27, 2010**

**Time: 6:30PM - 7:30PM**

**Where: 2222 Welborn St, Dallas, TX 75219**

\* Please bring "needs list" supplies (list attached) to the next DAIP meeting.

For more information regarding Texas Scottish Rite Hospital for Children visit their website  
at: [www.tsrhc.org](http://www.tsrhc.org)

If you have any questions or would like to RSVP for volunteering, please contact Marcie Burns  
at [mburns@questpro.com](mailto:mburns@questpro.com)

# Texas Scottish Rite Hospital for Children Teenager Patient Needs List

Hand-held electronic games

Make-up kits

Durable watches

Sports T-Shirts (all adult sizes)

Clock radios

Music CDs

Snap together models

DVDs

Hats

Athletic backpacks/bags

Journals/Stationary

'E' rated video games

Wallets

Bath kits

Manicure/Pedicure kits

Seek 'n Find/Crossword Puzzles/Mind Games

Football/basketballs/etc.

Over-the-door basketball goal

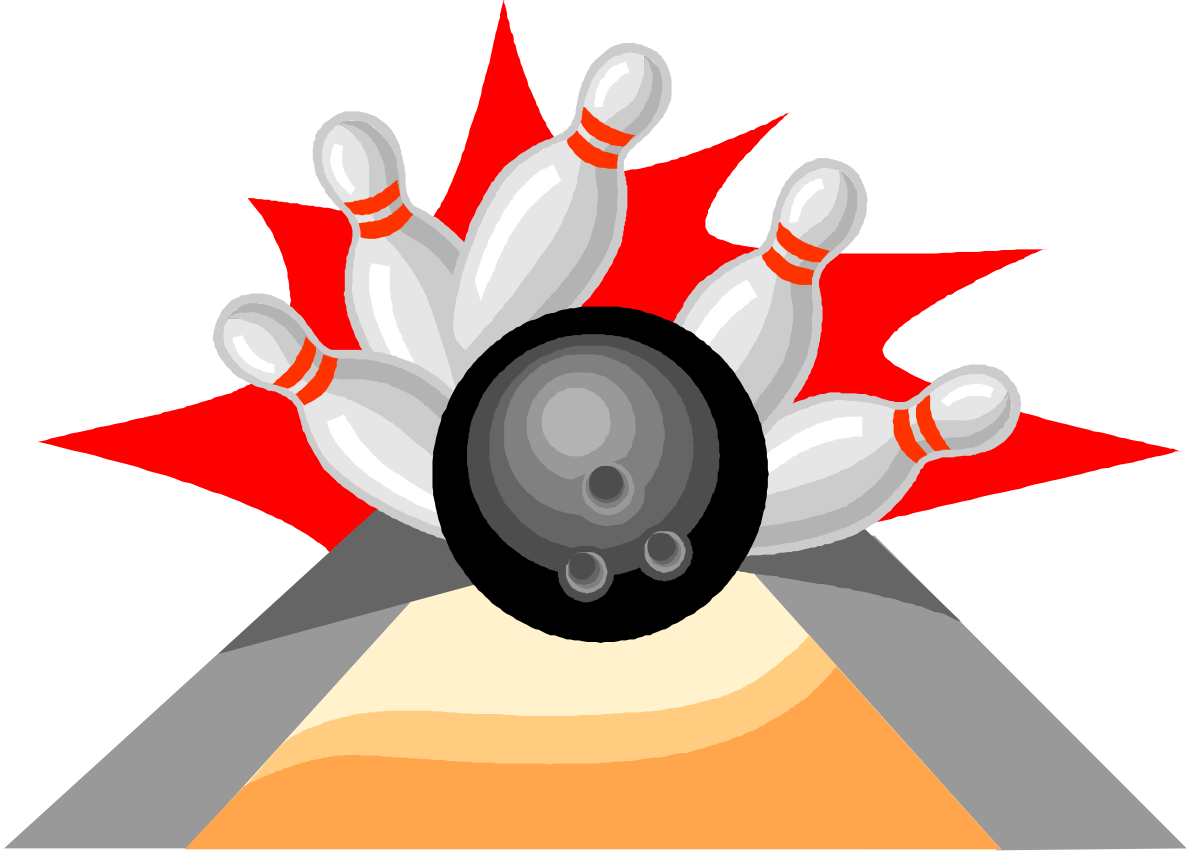
Puzzles (500 pieces or more)

MP3 players

Disposable cameras

Sports memorabilia

Gel pens



**MARK YOUR CALENDAR FOR OUR  
ANNUAL BOWLING TOURNAMENT**

**AUGUST 20, 2010**

**Dallas 300**

**3805 Beltline Rd.**

**Addison, Texas 75001**

**REGISTRATION INFORMATION WILL BE SENT OUT SOON**

## Dallas Association of Insurance Professionals Facebook



Pictures for the FIWT Mid-Year Education Conference and Johnathan's Place are now posted on our Facebook page.

Come and take a look, Click on Like and the updates we post Will be seen on your wall.

# Do you know who's who at DAIP.....

2009 – 2010 Board Members & Committee Chairs			
President	Linda Anderson, CISR	Education	Tabitha Richardson, ACSR, WCS
President Elect	Shanna Sutton, CISR	Long Range Planning	Alice Macik
Vice President	Tabitha Richardson, ACSR, WCS	Membership	Shanna Sutton, CISR
Treasurer	Carolyn Owen, ACSR	Newsletter	Joyce Keith/Denise Chavez
Corresponding Secretary	Stephanie Mouzone	Programs	Tonia Anderson
Recording Secretary	Kristina Dixon, CIC	Public Relations	Stephanie Mouzone
Director	Jenny Blackwood	Ways & Means-Special	Kim Angell, ACSR/ Roy Powell, CIC, PIMT
Director	Mary Donlon	Ways & Means-Monthly	Crystal Santana
Director	Jan Savage, CIC, ACSR	Convention Liaison	Jan Savage
Director & Immediate Past President	Alice Macik	Holiday Party	Christy Salazar
Parliamentarian	Toni Campbell, ACSR	Installation	Alice Macik
Audit	Melanie Shannon, Dual ACSR	Officers Training	Jenny Blackwood, Mary Donlon, Jan Savage, CIC, ACSR, Alice Macik
Budget & Finance	Carolyn Owen, ACSR	Permanent Records	Kristina Dixon, CIC
Bylaws	Catherine Butschek, CIC	Sunshine	Kendra Cagle
Communication	Stephanie Mouzone	Community Service	Debbie Hubbell/ Marcie Burns

## Membership Renewals & New Memberships are underway!!

### Annual Dues:

**\$80.00 (Employed Members)**

**\$65.00 (Retired Members)**

**RETURN TO:** DALLAS ASSOCIATION OF INSURANCE PROFESSIONALS  
C/O MEMBERSHIP CHAIRPERSON  
P.O. BOX 742044  
DALLAS, TX 75374

**A membership form for both DAIP and FIWT are included with this newsletter, for your convenience.**



**Reminder!**

**DALLAS ASSOCIATION OF INSURANCE PROFESSIONALS**

**MEMBERSHIP APPLICATION**

NEW MEMBER     ACTIVE     ASSOCIATE    DAIP USE:  
 RENEWAL     RETIRED     HONORARY    DATE REC: \_\_\_\_\_ 1ST Visit: \_\_\_\_\_  
CHECK#: \_\_\_\_\_ DATE APPR. \_\_\_\_\_

NAME: \_\_\_\_\_ EMPLOYER: \_\_\_\_\_

ADDRESS: \_\_\_\_\_ ADDRESS: \_\_\_\_\_

\_\_\_\_\_

PHONE #: \_\_\_\_\_ BUSINESS#: \_\_\_\_\_ FAX#: \_\_\_\_\_

EMAIL ADDRESS: \_\_\_\_\_

**PLEASE SPECIFY PREFERRED MAILING ADDRESS:**

HOME     BUSINESS

POSITION: \_\_\_\_\_

YEAR JOINED DAIP: \_\_\_\_\_ LICENSE(S): \_\_\_\_\_

YEARS IN INS.: \_\_\_\_\_ DESIGNATION(S): \_\_\_\_\_

D.O.B.: \_\_\_\_\_ YEAR(S) FIWT MEMBER: \_\_\_\_\_

**NEW MEMBERS MUST BE ENDORSED BY TWO ACTIVE MEMBERS:**

1) \_\_\_\_\_ 2) \_\_\_\_\_

**THE FOLLOWING IS A LIST OF DAIP COMMITTEES. PLEASE INDICATE ANY COMMITTEE(S) YOU MIGHT BE INTERESTED IN:**

- |                                     |   |   |
|-------------------------------------|---|---|
| <input type="checkbox"/> AUDIT      | <input type="checkbox"/> LONG RANGE PLANNING    | <input type="checkbox"/> PUBLIC RELATIONS |
| <input type="checkbox"/> MEMBERSHIP | <input type="checkbox"/> HOLIDAY PARTY          | <input type="checkbox"/> SAFETY           |
| <input type="checkbox"/> NEWSLETTER | <input type="checkbox"/> COMMUNITY SERVICE      | <input type="checkbox"/> SUNSHINE         |
| <input type="checkbox"/> EDUCATION  | <input type="checkbox"/> OFFICER TRAINING       | <input type="checkbox"/> COMMUNICATIONS   |
| <input type="checkbox"/> EMPLOYMENT | <input type="checkbox"/> CONST. & BYLAWS        |   |
| <input type="checkbox"/> PROGRAM    | <input type="checkbox"/> PARLIMENTARY PROCEDURE |   |

**ANNUAL DUES:**    DUE BY JULY 1    DELINQUENT AFTER SEPT 1  
\$80.00 EMPLOYED MEMBERS    \$65.00 RETIRED MEMBERS

**NEW MEMBERS ONLY (OR ANY UPDATES TO PREVIOUS APPLICATIONS):**

SPOUSE: \_\_\_\_\_ CHILDREN/AGES: \_\_\_\_\_

HOBBIES: \_\_\_\_\_

**RETURN TO:** DALLAS ASSOCIATION OF INSURANCE PROFESSIONALS  
C/O MEMBERSHIP CHAIRPERSON  
P.O. BOX 742044  
DALLAS, TX 75374

**Don't forget to complete the FIWT Application**

Please also complete the FIWT Membership Application and mail in with your DAIP application.

# FEDERATION OF INSURANCE WOMEN OF TEXAS, INC.

## MEMBERSHIP APPLICATION

Return To:  
[ ] Local Membership Chairperson to be Forwarded to FIWT

Dues Fees:  
[ ] Included in Local Dues

## MEMBER INFORMATION

Name: \_\_\_\_\_ Designations: \_\_\_\_\_

Employer: \_\_\_\_\_

Preferred Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Fax: \_\_\_\_\_ Home: \_\_\_\_\_

Email: \_\_\_\_\_ Website Address: \_\_\_\_\_

Joining As: [ ] Member-at-Large or [ ] Member of Local Assn \_\_\_\_\_  
Name of Association

## MEMBER PROFILE

1) Number of years employed in the insurance industry.  
\_\_\_ 0-5 \_\_\_ 6-10 \_\_\_ 11-15 \_\_\_ 16-20 \_\_\_ 21-25 \_\_\_ 26-30 \_\_\_ 30+ \_\_\_ 40+ \_\_\_ 50+

2) Job function (please check **ONE** which most closely applies):  
\_\_\_ CSR/Services \_\_\_ Producer \_\_\_ Agency Owner \_\_\_ Risk Management  
\_\_\_ Adjuster \_\_\_ Claims \_\_\_ Accounting \_\_\_ Marketing  
\_\_\_ Underwriting \_\_\_ Clerical \_\_\_ Premium Fin. \_\_\_ Other

3) Employer (please check **ONE** which most closely applies):  
\_\_\_ Insurance Agency \_\_\_ Adjusting Firm \_\_\_ Trade Association  
\_\_\_ Insurance Company \_\_\_ Managing GA \_\_\_ Retired  
\_\_\_ Premium Finance \_\_\_ Other \_\_\_\_\_

4) Type of Business (please check **ALL** that apply):  
\_\_\_ P/C \_\_\_ Life/Accident/Health \_\_\_ Finance \_\_\_ Other

5) Type of insurance license you currently hold (please check **ALL** that apply):  
\_\_\_ Local Recording Agent \_\_\_ Group I \_\_\_ Group II \_\_\_ Solicitor  
\_\_\_ Insurance Service Rep \_\_\_ Risk Manager \_\_\_ Adjuster (type) \_\_\_\_\_

6) Professional Designations (please check **ALL** that apply):  
\_\_\_ PIWT \_\_\_ ACSR \_\_\_ Dual ACSR \_\_\_ CISR \_\_\_ CIC  
\_\_\_ AAI \_\_\_ AU \_\_\_ Other \_\_\_\_\_

7) What year did you join FIWT? \_\_\_\_\_

Attached to the Membership Application for the Dallas Association of Insurance Professionals