

## 6. Awards

This chapter describes the various honors and awards presented to NAIW (International) members and local associations for their outstanding achievements.

The types of awards include

- Rookie, Claims Professional, Insurance Professional, Risk Management Professional, and Professional Underwriter of the Year Awards
- CWC Speak-off Award
- Employer/Executive of the Year Award *[for local associations]*
- AAMGA Achievement Award
- Arlene G. DeSemone Memorial Life & Health Essay Award
- Sponsorship Categories for International Convention

This chapter also includes the application forms for the Rookie, Claims Professional, Insurance Professional, Risk Management Professional, and Professional Underwriter of the Year Awards, Arlene G. DeSemone, and the rules for the NAIW Communicate with Confidence speak-off. The score sheets for each of these awards are also included in this chapter.

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## **NAIW (International) Awards**

### **Rookie of the Year**

This award was initiated during the 1977-1978 fiscal year. **GMAC Insurance** is the current sponsor of this award. The purpose of the award is to recognize the accomplishments of a new member who has made significant contributions to NAIW (International) within the **first 24-months of joining the association.** (Revised 1/2002) It recognizes:

- participation in association affairs
- completion of selected insurance courses
- involvement in governmental activities

Each local association within a region may submit only one member as a candidate for the regional award. Each Member-at-Large within the region can apply as a candidate for the regional award. The regional winner receives a plaque, presented by a GMAC Insurance representative. The International Rookie of the Year is selected from the regional winners, and receives a \$500 check and a plaque during the awards ceremony at the NAIW (International) annual convention.

### **Claims Professional of the Year**

This award was originated during the 1973–1974 fiscal year. **Crawford & Company** is the current sponsor of this award. The purpose of the award is to recognize a claims professional who has demonstrated superior knowledge of the claims field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW (International) activities. Criteria for the award are:

- Insurance education
- NAIW activities
- involvement in claims or adjusters associations
- civic involvement
- insurance teaching experience
- an essay regarding the candidate's work experience, goals, and achievements

Each local association within a region can submit only one member as a candidate for the regional award. Each Member-at Large within the region can apply as a candidate for the award. The regional winner receives an engraved desk set, presented by a Crawford & Company representative. The International Claims Professional of the Year is selected from the regional winners, and receives a \$500 check and a mantel clock during the awards ceremony at the NAIW (International) annual convention.

**IMPORTANT: (5/2002) *Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.*** Previous International winners are **not** eligible to compete for the same award.

### Insurance Professional of the Year

This award was first presented in 1991. **American Modern Insurance Group** is the current sponsor of this award. The purpose of the award is to recognize an individual who in pursuing a career has contributed to the insurance industry through education, creation of industry alliances, and/or legislative activity. Criteria for the award are:

- NAIW involvement
- continuing education
- industry involvement
- community involvement
- essay on an industry topic

Each local association within the region may submit only one member as a candidate for the regional award. Each Member-at- Large within a region can apply as a candidate for the award. The regional winner receives a plaque presented by a representative from American Modern Insurance Group. The International Insurance Professional of the Year is selected from the regional winners, and receives a \$1000 check and a plaque during the awards ceremony at the NAIW (International) convention.

**IMPORTANT: (5/2002) *Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.*** Previous International winners are **not** eligible to compete for the same award.

### Risk Management Professional of the Year

This award was first presented in 2008. **Foremost Insurance Group** is the current sponsor of this award. The purpose of the award is to recognize a risk management professional who has demonstrated superior knowledge of the risk management field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities. Criteria for the award are:

- NAIW involvement
- continuing education
- industry involvement
- community involvement
- essay on an industry topic

Each local association within the region may submit only one member as a candidate for the regional award. Each Member-at- Large within a region can apply as a candidate for the award. The regional winner receives a plaque. The International Risk Management Professional of the Year is selected from the regional winners, and receives a \$500 check and a plaque during the awards ceremony at the NAIW (International) annual convention.

**IMPORTANT: (5/2002) *Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.*** Previous International winners are **not** eligible to compete for the same award.

### **Professional Underwriter of the Year**

This award was first presented in 2008. **Foremost Insurance Group** is the current sponsor of this award. The purpose of the award is to recognize a professional underwriter who has demonstrated superior knowledge of the underwriting field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities. Criteria for the award are:

- NAIW involvement
- continuing education
- industry involvement
- community involvement
- essay on an industry topic

Each local association within the region may submit only one member as a candidate for the regional award. Each Member-at-Large within a region can apply as a candidate for the award. The regional winner receives a plaque. The International Professional Underwriter of the Year is selected from the regional winners, and receives a \$500 check and a plaque during the awards ceremony at the NAIW (International) annual convention.

**IMPORTANT: (5/2002) Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.** Previous International winners are not eligible to compete for the same award.

### **CWC Speak-off Awards**

This award was first presented in 1973. **Grange Insurance** is the current sponsor of this award. CWC is a NAIW (International) educational program designed to teach the skills necessary to prepare and deliver oral presentations. The course is conducted at the local association level and graduates can participate in a local speak-off. At each level of competition, the candidates are required to deliver a three-minute prepared speech and a one-minute impromptu speech.

Local winners and Members-at-Large proceed to the council competition, where a winner and runner-up (see Note) are selected. The winner and the runner-up at the council level receive a certificate. Council winners proceed to the regional competition, where a winner and runner-up (see Note) are selected. The regional winner receives a plaque and the runner-up receives a certificate presented by a representative from Grange Insurance. Regional winners then proceed to the International competition, where the winner receives an engraved plaque and a \$500 check during the awards ceremony at the NAIW (International) Annual Convention.

**Note:** The runner-up proceeds to the next level of competition if the winner cannot attend.

**IMPORTANT: (5/2002) Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.** Previous International winners are not eligible to compete for the same award.

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### **Employer/Executive of the Year Award [Optional for Local Associations]**

This award is *optional* for local associations. The purpose of the award is to recognize the support of an employer or executive who has made a significant contribution to a local association and NAIW (International) during the past year.

Without the support of employers/executives, many of our members would not be able to participate in local associations and NAIW (International). NAIW (International) recognizes the support of all employers/executives is often essential for the continued existence of local associations. The award recognizes those employers/executives who have shown continued support of an insurance professional who holds membership in NAIW (International). The support should consist of: Providing educational opportunities; recognition of the person's efforts & talents; and/or Encouraging advancement of the person's career in the insurance/risk management industries. *The sample award form template is found in Chapter 12 of the Comprehensive Manual.*

### **AAMGA Achievement Award**

The American Association of Managing General Agents (AAMGA) created this award to allow NAIW (International) to recognize members at the council, regional, and International levels. The purpose of the award is to honor a member, committee, or local association that has contributed significantly to NAIW (International) at the various levels of the organization.

Each year NAIW (International) provides AAMGA with a list of the names, addresses, and phone numbers of the current council directors, the regional vice-presidents, and the International president. A representative from AAMGA contacts these officers directly regarding the presentation of the award at council, regional, and International meetings.

There are no application forms, and the winner at one level does not progress to the next level. The presiding officer at each level selects the winners at that level based on input from others and personal judgment. Consideration is given to individual members or groups of members who have made outstanding contributions to NAIW (International) during the past year.

The presiding officer is responsible for

- providing AAMGA with the recipient's name to be engraved on a plaque
- coordinating with AAMGA to have a representative present the award at council, regional, and International meetings

### **Convention Sponsorship Categories for the International Convention**

NAIW (International) Members, Local Associations, Councils, Regions or Industry Partners that meet a certain level of contribution can be recognized as an official NAIW (International) sponsor at the annual convention.

- **Four Star Sponsor** – Contributes a sponsorship of above \$15,000.
- **Three Star Sponsor** – Contributes a sponsorship of \$10,001 - \$15,000.
- **Two Star Sponsor** – Contributes a sponsorship of \$5,001 - \$10,000.
- **One Star Sponsor** – Contributes a sponsorship of \$1,000 - \$5,000

## **Education awards**

This section describes the education awards that are available.

### **Arlene G. DeSemone Memorial Life/Health Essay Award (1/2000)**

Sponsored by the Rhode Island Council. This International award was established in 2001 to recognize a life/health professional who has demonstrated superior knowledge of the life/health field, experienced professional advancement through education pursuits, demonstrated leadership in the field, and is an active member in NAIW activities. NAIW (International) will determine and announce the essay topic by October 1<sup>st</sup>. The \$500 cash and engraved award will be presented at the NAIW (International) Annual Convention. Previous Award Winners of this award are not eligible to compete for the same award.

## Rookie of the Year Award

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### Criteria for Judging

- NAIW Involvement
- Education
- Industry Involvement
- Essay

### Regional Rules

Each local association can submit only one member as a candidate for the award.

Each Member-at-Large within the region can apply as a candidate for the award.

### Who is Eligible:

- The eligibility period shall consist of a 24-month period from the date (month/year) the member joined NAIW to accumulate credentials towards this award. Application must be made within the 12-months following the eligibility period (24-month period from the date (month/year) the member joined NAIW). (Reinstated and members who transfer from another association are not eligible.) *(Revised 1/2002)*
- Members with dual memberships are eligible only as a representative of their association of record.
- Previous regional winners are not eligible.

### On What is Judging Based:

Judging is based on two submissions from the candidates:

- Activity Summary Form – all activities and other information submitted by the candidate on the application form must have occurred during the applicant's time as an NAIW member.
- Essay Question – replies to some questions may require a separate piece of paper.
- FULLY ANSWERING [OR LISTING] EACH QUESTION [AWARD CRITERIA] IS REQUIRED FROM ALL CANDIDATES.

### How to Fill Out and Submit an Application:

- Applications may be submitted either electronically or by mail at the discretion of the Regional Vice President. Please contact your RVP to learn how they would prefer to receive the applications.
  - If submitted electronically, include all information requested within the application.
  - If application is mailed, send the original PLUS **SIX** copies with all required attachments to your RVP.
- The regional vice president is responsible for confirming the eligibility of the nominee, the length of the essay, and that all appropriate information is attached.
- The regional vice president must receive the **by the end of business day on NOVEMBER 15<sup>TH</sup> (Deadlines are strictly enforced.)**

## Rookie of the Year Award (continued)

### **How the Application will be Judged:**

The Regional Vice President is responsible for the following:

- Appoints a committee of three members familiar with the goals and objectives of the association to judge the entries and select the winner of the regional award.
- Sends the Activity Summary Form and Essay from each candidate to each judge, with a scoring sheet.
- Specifies the date by which the judges must return the forms to the Regional Vice President.
- The judges score the Activity Summary Forms and Essays as indicated on the scoring sheet. The Regional Vice President verifies the addition of the point totals for each candidate.
- If a tie occurs, the candidate with the highest "NAIW Involvement" points is deemed the winner of the award.

### **After Judging is Completed:**

Each Regional Vice President submits the following information to NAIW (International) for the Regional Award Winner. This information should be sent as soon as possible after the winner is selected. It must be received at NAIW (International) **no later than by the end of business day [4:30 pm Central Time] on the third Wednesday in January.**

- Name
- Completed and signed application
- Activity Summary Form
- Essay

**IMPORTANT:** Under no circumstance should the completed judge's forms ever be shown or given to the contestants or any other member. The judges' forms must be destroyed immediately after the winner is determined.

### **International Rules**

- The regional winners compete for the International award.
- The president elect appoints a committee of three NAIW members to judge the entries and select the International Rookie of the Year.

**Rookie of the Year Award  
Scoring Sheet**

Judge's Name (Please print) \_\_\_\_\_

Candidate \_\_\_\_\_

Date \_\_\_\_\_

Region \_\_\_\_\_

**SECTION I NAIW Involvement**

This section describes the candidate's active involvement in all levels of NAIW, through committee membership, committee chairmanship, and elected office. (Attach a separate sheet of paper, if submitting by mail)

**Maximum—25 points**  
Score \_\_\_\_\_

**SECTION II Education**

This section displays the candidate's active pursuit of continuing professional education, both from NAIW and from other sources. In judging this section, remember that this award is for the NAIW Rookie of the Year. The emphasis should be on NAIW-related activities. (Attach a separate sheet of paper, if submitting by mail)

**Maximum—25 points**  
Score \_\_\_\_\_

**SECTION III Other Achievements**

This section reflects other activities that show the candidate's dedication to NAIW and the insurance industry.

**Maximum—25 points**  
Score \_\_\_\_\_

**Section IV Essay**

Prepare an essay limited to 500 words (must be typed, double spaced) that includes the following information: [Attach a separate sheet of paper, if submitting by mail]

- A brief description of your job including responsibilities
- Professional accomplishments and your future career goals
- A description of how your membership, participation, and involvement in NAIW has helped you since joining
- Contributions you have made to NAIW and the insurance industry.
- The essay should be logically & coherently arranged.

**Maximum—25 points**  
Score \_\_\_\_\_

**TOTAL (maximum 100)      Score \_\_\_\_\_**

## Rookie of the Year Award

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(Form must be typed and completed by applicant)  
*[If submitting by mail, please send Original and 6 Copies]*

**PURPOSE:** To recognize the accomplishments of a new member who has made a significant contribution to NAIW within two years of joining the association\*.

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

\* Date of Membership: \_\_\_\_\_

Address: \_\_\_\_\_  
\_\_\_\_\_

Day Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Local Association (if applicable): \_\_\_\_\_

Region: \_\_\_\_\_ (The region **must** be completed by all candidates)

Year Entered Insurance Industry \_\_\_\_\_

**SECTION I NAIW Involvement** List the following information: [Attach a separate sheet of paper, if submitting by mail]

***IMPORTANT: Include only those activities that have occurred during the 24-month period from the date (month/year) of joining NAIW.***

- A. NAIW offices/committees on which you have served. Specify if you have chaired any committees.
- B. List local standing committees on which you have served.
- C. List all council committees (Credentials, Minutes Approval, Public Relations/Programs, Bylaws, Meeting Planning, and Membership Development) on which you have served.
- D. List regional conference committees (Credentials, Minutes Approval, Nominating, Recommendations, Resolutions, and Tellers) on which you have served.
- E. List any International committee, panel, or task force on which you have served.
- F. List position and term if you have served as a Board member or officer for your local association.

Rookie of the Year Award (continued)

**SECTION II Education** List the following education achievements completed since your join date: [Attach a separate sheet of paper, if submitting by mail]

- A. NAIW programs (I CAN Series, CWC, Leadership Development Program, Mentoring, Negotiations, etc.)—If you completed “Communicate with Confidence,” did you compete in the local, council, regional and/or International speak-off? Please specify.
- B. Industry programs, workshops/seminars (of at least two hours in length)
- C. National examinations—list each national exam course you have taken since your join date. Please specify the course name and number; date of exam, exam passed or awaiting results; and whether the course met the requirements leading to CPIW/CPIM designation.
- D. Non-industry course—List professional courses taken at adult education, community college, or university that you passed (count series of classes as one course). List the course name and number, description, sponsor, and date completed.

**SECTION III Other Achievements**

List other achievements since your join date

- A. List any other activities, achievements, or associations you have participated in that you feel reflect your dedication to NAIW and the insurance industry.

**SECTION IV Essay:** Prepare an essay limited to 500 words (must be typed, double spaced) that includes the following information:

- a brief description of your job including responsibilities
- professional accomplishments and your future career goals
- a description of how your membership, participation, and involvement in NAIW has helped you since joining
- contributions you have made to your local association

In this essay, we are interested in knowing about your professional accomplishments, and how NAIW has helped you achieve them.

Rookie of the Year Award (continued)

**EMPLOYMENT:** Indicate insurance employment (list most recent first):

<b>Dates of Employment</b>	<b>Employer</b>	<b>Positions held</b>

## Claims Professional of the Year

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### Criteria for Judging

- NAIW Involvement
- Education
- Actual claims experience and present professional capacity
- Essay

### Regional Rules

Each NAIW local association can submit only one member as a candidate for the award.  
Each Member-at-Large within the region may apply as a candidate for the award.

### Who is Eligible:

- Any member employed primarily in the handling and disposition of claims arising under any type of insurance contract and nominated by a local association is eligible.
- Members with dual memberships are eligible only as a representative of their association of record.
- **IMPORTANT: (5/2002) \* Once a member receives the Regional Claims Professional of the Year Award they may not apply for that same regional award for three calendar years.** Previous International winners are not eligible to compete for the same award.

### On What is Judging Based:

Judging is based on two submissions from the candidates:

- Activity Summary Form – all activities and other information submitted by the candidate on the application form must have occurred during the applicant's time as a NAIW member.
- Essay Question – replies to some questions may require a separate piece of paper.
- **FULLY ANSWERING [OR LISTING] EACH QUESTION [AWARD CRITERIA] IS REQUIRED FROM ALL CANDIDATES.**

### How to Fill Out and Submit an Application:

- Applications may be submitted either electronically or by mail at the discretion of the Regional Vice President. Please contact your RVP to learn how they would prefer to receive the applications.
  - If submitted electronically, include all information requested within the application.
  - If application is mailed, send the original PLUS **SIX** copies with all required attachments to the RVP.
- The regional vice president is responsible for confirming the eligibility of the nominee, the length of the essay, and that all appropriate information is attached.

The regional vice president must receive the nominations (the original plus **SIX** copies with all required attachments) **by the end of business day on NOVEMBER 15<sup>TH</sup>. (Deadlines are strictly enforced.)**

## Claims Professional of the Year Award (continued)

### **How the Application will be Judged:**

The Regional Vice President is responsible for the following:

- Appoints a committee of three insurance claims professionals, who are not NAIW members, to judge the entries and select the winner of the regional award.
- Sends the Activity Summary Form and Essay from each candidate to each judge, with a scoring sheet.
- Specifies the date by which the judges must return the forms to the Regional Vice President.
- The judges score the Activity Summary Forms and Essays as indicated on the scoring sheet. The Regional Vice President verifies the addition of the point totals for each candidate.
- If a tie occurs, the candidate with the highest "NAIW Involvement" points is deemed the winner of the award.

### **After Judging is Complete:**

Each Regional Vice President submits the following information to NAIW (International) for the Regional Award Winner. This information should be sent as soon as possible after the winner is selected. It must be received at NAIW (International) **no later than end of business day [4:30 pm Central Time] on the third Wednesday in January.**

- Name
- Completed and signed application
- Activity Summary Form
- Essay

**IMPORTANT:** Under no circumstance should the completed judge's forms ever be shown or given to the contestants or any other member. The judges' forms must be destroyed immediately after the winner is determined.

### **International Rules**

- The regional winners compete for the International award.
- The president elect appoints a committee of three insurance claims professionals, who are not NAIW members, to judge the entries and select the International winner.

**Claims Professional of the Year Award  
Scoring Sheet**

Judge's Name (Please print) \_\_\_\_\_

Candidate \_\_\_\_\_

Date \_\_\_\_\_

Region \_\_\_\_\_

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**SECTION I NAIW Involvement**

This section describes the candidate's active involvement in all levels of NAIW, through committee membership, committee chairmanship, and elected office. (Attach a separate sheet of paper, if submitting by mail.)

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION II Education**

This section describes the candidate's education in the claims field, including educational programs studied or taught. (Attach a separate sheet of paper, if submitting by mail.)

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION III Employment Information**

This section describes the candidate's actual claims experience and present professional capacity.

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION IV Essay**

Prepare an essay limited to 500-words (must be typed, double spaced) that includes the following information: (Attach a separate sheet of paper, if submitting by mail.)

- A brief description of your job including responsibilities
- Professional accomplishments and your future career goals
- Describe your thoughts on an important issue facing claims professionals today.
- Contributions you have made to NAIW and the industry.
- The essay should be logically & coherently arranged.

**Maximum—25 points**

Score \_\_\_\_\_

**TOTAL (maximum 100)**

**Score** \_\_\_\_\_

## Claims Professional of the Year Award

**(Form must be typed and completed by applicant)**

***[If submitting by mail, please send Original and 6 Copies]***

**PURPOSE:** To recognize a claims professional who has demonstrated superior knowledge of the claims field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities.

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

Address: \_\_\_\_\_

\_\_\_\_\_

Day Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Local Association (if applicable): \_\_\_\_\_

Region: \_\_\_\_\_ (The region **must** be completed by all candidates)

Year Entered Insurance Industry \_\_\_\_\_

**SECTION I NAIW Involvement** List the following information for the past five years only: [Attach a separate sheet of paper, if submitting by mail]

- NAIW Offices/Committees
  - Specify local, council, regional, or International offices that you have held and committees that you have chaired.
- List of regional meetings and International conventions that you have attended

**SECTION II Education** List the following information: [Attach a separate sheet of paper, if submitting by mail]

Attach a separate sheet of paper that includes the following information:

- Insurance education programs (as a student in the last five years)
  - List the program name, duration, date, and sponsoring association (IIA, ADJ, MGT, Claims, LAW, company-sponsored or agency-sponsored courses, seminars, or special education classes).
- Education programs taught (in the last five years)
  - List the program name, duration, date, and sponsoring association.
- Other education programs (college, etc.)
  - List the program or course name, date, organization, and certification or degree.
- Claims or adjusters associations
  - List other local, state, regional, or International organizations to which you belong.

Claims Professional of the Year Award (continued)

**SECTION III Employment Information**

Indicate insurance employment (list most recent first):

Dates of Employment	Employer	Positions held

**SECTION IV Essay** On a separate sheet of paper (must be typed, double-spaced). prepare a 500-words essay that includes the following:

- a brief description of your job including your responsibilities
- your professional accomplishments that are claims related
- your future career goals
- a comment on an important issue facing claims professionals today

## Insurance Professional of the Year

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### Criteria for Judging

- NAIW Involvement
- Education
- Industry Involvement
- Essay

### Regional Rules

Each NAIW local association can submit only one member as a candidate for the award.  
Each Member-At-Large within the region can submit an application for this award.

### Who is Eligible:

- Candidates who have been
  - employed in the insurance field for at least ten years
  - an active member of NAIW for at least five years
- Members with dual memberships are eligible only as a representative of their association of record.
- Current members of the International Board of Directors and previous International winners are not eligible to compete.
- **IMPORTANT: (5/2002) Once a member receives the Regional Insurance Professional of the Year Award they may not apply for that same regional award for three calendar years.** Previous International winners are not eligible to compete for the same award.

### On What is Judging Based:

Judging is based on two submissions from the candidates:

- Activity Summary Form—information supplied on this form must be for the period indicated for specific questions
- Essay question—replies to some questions may require a separate piece of paper
- **FULLY ANSWERING [OR LISTING] EACH QUESTION [AWARD CRITERIA] IS REQUIRED FOR ALL CANDIDATES.**

### How to Fill Out and Submit an Application:

- Applications may be submitted either electronically or by mail at the discretion of the Regional Vice President. Please contact your RVP to learn how they would prefer to receive the applications.
  - If submitted electronically, include all information requested within the application.
  - If application is mailed, send the original PLUS **SIX** copies with all required attachments to the RVP.
- The regional vice president is responsible for confirming the eligibility of the nominee, the length of the essay, and that all appropriate information is attached.
- The regional vice president must receive the nominations (the original plus **SIX** copies with all required attachments) **by the end of business day on NOVEMBER 15<sup>TH</sup>. (Deadlines are strictly enforced.)**

Insurance Professional of the Year Award (continued)

**How is the Application Judged:**

The Regional Vice President does the following:

- Selects three judges to evaluate the candidates (The judges are not NAIW members and are employed in the insurance industry.)
- Sends the Activity Summary Form and essay from each candidate to each judge, with a scoring sheet
- Specifies the date by which the judges must return the forms.
- The judges score the Activity Summary Forms and essays as indicated on the scoring sheet. The regional vice-president verifies the addition of the point totals for each candidate.
- If a tie occurs, the highest “NAIW involvement” points are used to determine the winner.

**After Judging is Complete:**

Each regional vice president submits the following information to NAIW (International) for the regional award winner. This information should be sent as soon as possible after the winner is selected. It must be received at NAIW (International) **no later than end of business day [4:30 pm Central Time] on the third Wednesday in January.**

- Name
- Completed and Signed Application
- Activity Summary Form
- Essay

**IMPORTANT:** Under no circumstance should the completed judge’s forms ever be shown or given to the contestants or any other member. The judges’ forms must be destroyed immediately after the winner is determined.

**International Rules**

- The regional winners compete for the International award.
- The president-elect appoints a committee of three insurance professionals, who are not NAIW members, to judge the Activity Summary Form and Essay and select the International winner.

**Insurance Professional of the Year Award  
Scoring Sheet**

**Judge's Name (Please print)** \_\_\_\_\_

**Candidate** \_\_\_\_\_

**Date** \_\_\_\_\_

**Region** \_\_\_\_\_

**SECTION I NAIW involvement**

This section describes the amount and consistency of the candidate's participation and achievement in NAIW at all levels of the association.

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION II Education**

This section describes the candidate's active pursuit of continuing professional education, both from NAIW and other sources.

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION III Industry involvement**

This section describes the candidate's participation in the insurance industry.

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION IV Essay**

On a separate sheet of paper (must be typed, double-spaced) prepare a 500-word essay that describes what you have accomplished in your professional insurance career. This essay should include interesting ideas that are logically and coherently arranged.

**Maximum—25 points**

Score \_\_\_\_\_

**TOTAL (maximum 100)**

**Score** \_\_\_\_\_

## Insurance Professional of the Year Award

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(Form must be typed and completed by applicant)

*[If submitting by mail, please send Original and 6 Copies]*

**PURPOSE:** To recognize an individual who in pursuing a career has contributed to the insurance industry through education, creation of industry alliances, or legislative activities.

### SECTION I

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

Address: \_\_\_\_\_

\_\_\_\_\_

Day Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Local Association (if applicable): \_\_\_\_\_

Region: \_\_\_\_\_ (The region **must** be complete by all candidates)

Year joined NAIW \_\_\_\_\_

Has your membership been continuous since then? \_\_\_\_\_ Yes \_\_\_\_\_ No (If not, please explain)

Year entered insurance industry \_\_\_\_\_

Insurance Professional of the Year Award (continued)

### SECTION I NAIW involvement

Please read each question carefully. **Limit your responses to the last ten years.** Some responses may require a separate sheet of paper. Please note on the sheet of paper which question you are answering. Include appropriate information. **Items that do not have the appropriate information will not be considered.**

#### Local

- List with dates each elected office, committee chaired, and committee membership.
- List the percentage of local association meetings that you attend on annual basis.
- List the dates of any awards of merit or special recognition that you received from your local association.
- List dates for any local CWC speak-off in which you participated. Indicate if you won.

Insurance Professional of the Year Award (continued)

**Council**

- List dates for any time that you have served as council director or director-elect, chaired a position (appointed or elected), or served on any other council committee or position.
- List the number of meetings that your council has held in the last ten years and how many of them that you attended.
- List the dates of any awards of merit or special recognition that you have received from your council.
- List dates for any council CWC speak-off in which you participated. Indicate if you won.

**Regional**

- List dates that you served as regional vice-president, chaired committees, served on any other regional committee (include position held), or served on a regional conference committee (include position held).
- List how many of the past 10 regional conferences that you attended.
- List dates for any of the following regional events in which you participated. Indicate if you won.
  - CWC speak-offs
  - Rookie, Claims Professional, or Insurance Professional of the Year Awards

**International**

- List the dates and office for each elected office that you have held at the International level. Also list the dates for the following:
  - committees that you chaired
  - memberships on International committees
  - memberships on International convention committees
- List how many of the last 10 International conventions you have attended.
- List date(s) for any International CWC speak-off in which you participated. Indicate if you won.
- List the dates and names of any awards of merit or special recognition that you have won at the International level and have not listed elsewhere.
- List the names of focus groups and the dates of your membership in the groups.

**SECTION II Education**

**Base your answers on the past five years unless otherwise indicated.**

- List specific titles and dates of any NAIW course that you have completed.
- List specific titles and dates of each insurance-related workshop or seminar that you have attended.
- List specific titles and dates of each insurance-related workshop or seminar that you have taught (not on-the-job).
- List specific titles and dates of each insurance-related course of at least one-day duration that you have taught (not on-the-job).
- List any degrees or designations that you have earned (no time limit).

**SECTION III Industry Involvement**

**Base your answers on the past ten years unless otherwise indicated.**

- List specific titles and dates of each activity that involved speaking to a related industry or consumer group on insurance or NAIW (not job related).
- List the following committees/offices/dates for
  - each committee that you served on or chaired
  - each elected office that you held
  - membership in non-NAIW industry association (include committees served on and chaired)
- List meeting names and dates for each non-NAIW industry association, council, regional, and International meeting that you attended.
- List awards, dates, and sponsoring associations for each award of merit or special recognition that you received from an industry organization or other industry body.
- List any participation that you have had in the Insurance Scholarship Foundation of America.

**SECTION IV Essay:**

**On a separate sheet of paper, (must be typed, double-spaced) prepare a 500-word essay that responds to one of the three items listed below.**

1. What industry alliances and personal and professional networks have you developed as a result of your involvement with NAIW? Be specific—discuss the alliances and networks as well as benefits to you.
2. Describe your educational pursuits particularly with respect to how those pursuits increased your professionalism and helped you attain positions of greater responsibility in the industry.
3. Discuss your involvement with your legislature and the active role that you have taken to impact legislative activity in your area.

**EMPLOYMENT:** Indicate insurance employment (list most recent first):

Dates of Employment	Employer	Positions held

## Risk Management Professional of the Year

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### Criteria for Judging

- NAIW Involvement
- Education
- Actual risk management experience and present professional capacity
- Essay

### Regional Rules

Each NAIW local association can submit only one member as a candidate for the award.  
Each Member-at-Large within the region may apply as a candidate for the award.

### Who is Eligible:

- Any member who is primarily employed in the risk management process for the industry and nominated by a local association is eligible.
- Members with dual memberships are eligible only as a representative of their association of record.
- **IMPORTANT: (5/2002) \* Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.** Previous International winners are not eligible to compete for the same award.

### On What is Judging Based:

Judging is based on two submissions from the candidates:

- Activity Summary Form – all activities and other information submitted by the candidate on the application form must have occurred during the applicant's time as a NAIW member.
- Essay Question – replies to some questions may require a separate piece of paper.
- FULLY ANSWERING [OR LISTING] EACH QUESTION [AWARD CRITERIA] IS REQUIRED FROM ALL CANDIDATES.

### How to Fill Out and Submit an Application:

- Applications may be submitted either electronically or by mail at the discretion of the Regional Vice President. Please contact your RVP to learn how they would prefer to receive the applications.
  - If submitted electronically, include all information requested within the application.
  - If application is mailed, send the original PLUS **SIX** copies with all required attachments to the RVP.
- The regional vice president is responsible for confirming the eligibility of the nominee, the length of the essay, and that all appropriate information is attached.

The regional vice president must receive the nominations (the original plus **SIX** copies with all required attachments) **by the end of business day on NOVEMBER 15<sup>TH</sup>. (Deadlines are strictly enforced.)**

## Risk Management Professional of the Year Award (continued)

### **How the Application will be Judged:**

The Regional Vice President is responsible for the following:

- Appoints a committee of three risk management professionals, who are not NAIW members, to judge the entries and select the winner of the regional award.
- Sends the Activity Summary Form and Essay from each candidate to each judge, with a scoring sheet.
- Specifies the date by which the judges must return the forms to the Regional Vice President.
- The judges score the Activity Summary Forms and Essays as indicated on the scoring sheet. The Regional Vice President verifies the addition of the point totals for each candidate.
- If a tie occurs, the candidate with the highest “NAIW Involvement” points is deemed the winner of the award.

### **After Judging is Complete:**

Each Regional Vice President submits the following information to NAIW (International) for the Regional Award Winner. This information should be sent as soon as possible after the winner is selected. It must be received at NAIW (International) **no later than end of business day [4:30 pm Central Time] on the third Wednesday in January.**

- Name
- Completed and signed application
- Activity Summary Form
- Essay

**IMPORTANT:** Under no circumstance should the completed judge’s forms ever be shown or given to the contestants or any other member. The judges’ forms must be destroyed immediately after the winner is determined.

### **International Rules**

- The regional winners compete for the International award.
- The president elect appoints a committee of three risk management professionals, who are not NAIW members, to judge the entries and select the International winner.

**Risk Management Professional of the Year Award  
Scoring Sheet**

Judge's Name (Please print) \_\_\_\_\_

Candidate \_\_\_\_\_

Date \_\_\_\_\_

Region \_\_\_\_\_

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**SECTION I NAIW Involvement**

This section describes the candidate's active involvement in all levels of NAIW, through committee membership, committee chairmanship, and elected office. (Attach a separate sheet of paper, if submitting by mail.)

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION II Education**

This section describes the candidate's education in the risk management & insurance field, including educational programs studied or taught. (Attach a separate sheet of paper, if submitting by mail.)

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION III Employment Information**

This section describes the candidate's actual risk management experience and present professional capacity.

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION IV Essay**

Prepare an essay limited to 500-words (must be typed, double spaced) that includes the following information: (Attach a separate sheet of paper, if submitting by mail.)

- A brief description of your job including responsibilities
- Professional accomplishments and your future career goals
- Describe your thoughts on an important issue facing risk management professionals today.
- Contributions you have made to NAIW and the industry.
- The essay should be logically & coherently arranged.

**Maximum—25 points**

Score \_\_\_\_\_

**TOTAL (maximum 100)**

**Score** \_\_\_\_\_

## Risk Management Professional of the Year Award

**(Form must be typed and completed by applicant)**

***[If submitting by mail, please send Original and 6 Copies]***

**PURPOSE:** To recognize a risk management professional who has demonstrated superior knowledge of the risk management field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities.

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

Address: \_\_\_\_\_

\_\_\_\_\_

Day Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Local Association (if applicable): \_\_\_\_\_

Region: \_\_\_\_\_ (The region **must** be completed by all candidates)

Year Entered Insurance Industry \_\_\_\_\_

**SECTION I NAIW Involvement** List the following information for the past three years only: [Attach a separate sheet of paper, if submitting by mail]

- NAIW Offices/Committees
  - Specify local, council, regional, or International offices that you have held and committees that you have chaired, at any level.
- List of regional meetings and International conventions that you have attended

**SECTION II Education** List the following information: [Attach a separate sheet of paper, if submitting by mail]

Attach a separate sheet of paper that includes the following information:

- Insurance education programs (as a student in the last five years)
  - List the program name, duration, date, and sponsoring association (ARM, IIA, CIC, CPCU, CRM, Management, Claims, Law, company-sponsored or agency-sponsored courses, seminars, or special education classes).
- Education programs taught (in the last five years)
  - List the program name, duration, date, and sponsoring association.
- Other education programs (college, etc.)
  - List the program or course name, date, organization, and certification or degree.
- Other industry associations
  - List other local, state, or International organizations to which you belong and number of years you have been a member.

**SECTION III Employment Information**

Indicate insurance employment (list most recent first):

Dates of Employment	Employer	Positions held

**SECTION IV Essay** On a separate sheet of paper (must be typed, double-spaced).  
prepare a 500-words essay that includes the following:

- a brief description of your job including your responsibilities
- your professional accomplishments that are risk management related
- your future career goals
- a comment on an important issue facing risk management professionals today

## Professional Underwriter of the Year

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### Criteria for Judging

- NAIW Involvement
- Education
- Actual underwriting experience and present professional capacity
- Essay

### Regional Rules

Each NAIW local association can submit only one member as a candidate for the award.  
Each Member-at-Large within the region may apply as a candidate for the award.

### Who is Eligible:

- Any member who is primarily employed in the underwriting process for the industry and nominated by a local association is eligible.
- Members with dual memberships are eligible only as a representative of their association of record.
- **IMPORTANT: (5/2002) \* Once a member receives the Regional Award they may not apply for that same regional award for three calendar years.** Previous International winners are not eligible to compete for the same award.

### On What is Judging Based:

Judging is based on two submissions from the candidates:

- Activity Summary Form – all activities and other information submitted by the candidate on the application form must have occurred during the applicant's time as a NAIW member.
- Essay Question – replies to some questions may require a separate piece of paper.
- **FULLY ANSWERING [OR LISTING] EACH QUESTION [AWARD CRITERIA] IS REQUIRED FROM ALL CANDIDATES.**

### How to Fill Out and Submit an Application:

- Applications may be submitted either electronically or by mail at the discretion of the Regional Vice President. Please contact your RVP to learn how they would prefer to receive the applications.
  - If submitted electronically, include all information requested within the application.
  - If application is mailed, send the original PLUS **SIX** copies with all required attachments to the RVP.
- The regional vice president is responsible for confirming the eligibility of the nominee, the length of the essay, and that all appropriate information is attached.

The regional vice president must receive the nominations (the original plus **SIX** copies with all required attachments) **by the end of business day on NOVEMBER 15<sup>TH</sup>. (Deadlines are strictly enforced.)**

**How the Application will be Judged:**

The Regional Vice President is responsible for the following:

- Appoints a committee of three insurance underwriting professionals, who are not NAIW members, to judge the entries and select the winner of the regional award.
- Sends the Activity Summary Form and Essay from each candidate to each judge, with a scoring sheet.
- Specifies the date by which the judges must return the forms to the Regional Vice President.
- The judges score the Activity Summary Forms and Essays as indicated on the scoring sheet. The Regional Vice President verifies the addition of the point totals for each candidate.
- If a tie occurs, the candidate with the highest “NAIW Involvement” points is deemed the winner of the award.

**After Judging is Complete:**

Each Regional Vice President submits the following information to NAIW (International) for the Regional Award Winner. This information should be sent as soon as possible after the winner is selected. It must be received at NAIW (International) **no later than end of business day [4:30 pm Central Time] on the third Wednesday in January.**

- Name
- Completed and signed application
- Activity Summary Form
- Essay

**IMPORTANT:** Under no circumstance should the completed judge’s forms ever be shown or given to the contestants or any other member. The judges’ forms must be destroyed immediately after the winner is determined.

**International Rules**

- The regional winners compete for the International award.
- The president elect appoints a committee of three insurance underwriting professionals, who are not NAIW members, to judge the entries and select the International winner.

**Professional Underwriter of the Year Award  
Scoring Sheet**

Judge's Name (Please print) \_\_\_\_\_

Candidate \_\_\_\_\_

Date \_\_\_\_\_

Region \_\_\_\_\_

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**SECTION I NAIW Involvement**

This section describes the candidate's active involvement in all levels of NAIW, through committee membership, committee chairmanship, and elected office. (Attach a separate sheet of paper, if submitting by mail.)

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION II Education**

This section describes the candidate's education in the insurance & underwriting field, including educational programs studied or taught. (Attach a separate sheet of paper, if submitting by mail.)

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION III Employment Information**

This section describes the candidate's actual underwriting experience and present professional capacity.

**Maximum—25 points**

Score \_\_\_\_\_

**SECTION IV Essay**

Prepare an essay limited to 500-words (must be typed, double spaced) that includes the following information: (Attach a separate sheet of paper, if submitting by mail.)

- A brief description of your job including responsibilities
- Professional accomplishments and your future career goals
- Describe your thoughts on an important issue facing underwriting professionals today.
- Contributions you have made to NAIW and the industry.
- The essay should be logically & coherently arranged.

**Maximum—25 points**

Score \_\_\_\_\_

**TOTAL (maximum 100)**

**Score** \_\_\_\_\_

## Professional Underwriter of the Year Award

**(Form must be typed and completed by applicant)**

***[If submitting by mail, please send Original and 6 Copies]***

**PURPOSE:** To recognize a professional underwriter who has demonstrated superior knowledge of the underwriting field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities.

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

Address: \_\_\_\_\_

\_\_\_\_\_

Day Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Local Association (if applicable): \_\_\_\_\_

Region: \_\_\_\_\_ (The region **must** be completed by all candidates)

Year Entered Insurance Industry \_\_\_\_\_

**SECTION I NAIW Involvement** List the following information for the past three years only: [Attach a separate sheet of paper, if submitting by mail]

- NAIW Offices/Committees
  - Specify local, council, regional, or International offices that you have held and committees that you have chaired, at any level.
- List of regional meetings and International conventions that you have attended

**SECTION II Education** List the following information: [Attach a separate sheet of paper, if submitting by mail]

Attach a separate sheet of paper that includes the following information:

- Insurance education programs (as a student in the last five years)
  - List the program name, duration, date, and sponsoring association (ARM, IIA, CIC, CPCU, CRM, Management, Claims, Law, company-sponsored or agency-sponsored courses, seminars, or special education classes).
- Education programs taught (in the last five years)
  - List the program name, duration, date, and sponsoring association.
- Other education programs (college, etc.)
  - List the program or course name, date, organization, and certification or degree.
- Other industry associations
  - List other local, state, or International organizations to which you belong and number of years you have been a member.

Professional Underwriter of the Year Award (continued)

**SECTION III Employment Information**

Indicate insurance employment (list most recent first):

Dates of Employment	Employer	Positions held

**SECTION IV Essay** On a separate sheet of paper (must be typed, double-spaced). prepare a 500-words essay that includes the following:

- a brief description of your job including your responsibilities
- your professional accomplishments that are underwriting related
- your future career goals
- a comment on an important issue facing underwriting professionals today

## **CWC Speak-off Rules (Council, Regional and International)**

**IMPORTANT:** Under no circumstances should the completed judges' forms ever be shown or given to the contestants or any other NAIW (International) member. The judges' forms must be destroyed immediately after the winner is determined.

### **Contestant requirements**

- Each local association can enter one candidate in the state Speak-off. Each Member-at-Large within the council may apply as a candidate in the Council Speak-off. Only council Speak-off winners are allowed in the regional competition. Members with dual membership can represent only their association of record. **Submission Deadline:** The **Regional Vice President must receive** all applications for the Regional Speak-off **by the end of the business day on December 10<sup>th</sup>. (Deadlines are strictly enforced.)**
- Contestants must be graduates of the NAIW (International) CWC course or the Insurance Institute of Canada's public speaking course.
- Application forms must be returned to the indicated individual (council director or regional vice-president no later than the indicated deadline).
- Prior Toastmasters/Toastmistress training is permitted.

### **Time and penalties**

- Each contestant gives a three-minute prepared speech and a one-minute impromptu speech.
- Each contestant is prompted as follows:
  - For the 3-minute speech, a prompt signal is given at 2 minutes, 45 seconds.
  - For the 1-minute impromptu speech, a prompt signal is given at 55 seconds.
- One penalty point is assessed per second for
  - prepared speeches of more than 3 minutes, 15 seconds and less than 2 minutes, 45 seconds
  - impromptu speeches of more than 1 minute, 5 seconds and less than 55 seconds
- Contestants can use notes, but cannot have a written text. Ten points are deducted if a contestant reads the speech.
- Contestants cannot have a timepiece at the podium.

### **Topics**

- Prepare a three-minute speech on one of the following topics as it directly relates to the insurance industry or your involvement with NAIW:
  - claims
  - current property/casualty issues
  - current life/health issues
  - one of the following: education, networking, or legislation
- The impromptu topic is a word, phrase, or question and is announced after the Speak-off begins.

### **Council Speak-offs**

- Council Speak-offs are optional. However, when held, all regional rules apply.

*CWC (continued)*

### **Judge Selection**

- No current or former member of NAIW (International) shall be used to judge at any level.
- No employer of a contestant shall be used to judge at any level.

### **Awards**

- The regional winner receives a plaque and the runner-up receives a certificate.
- The council winner and the runner-up receive a certificate.

### **Alternate contestant**

- The regional runner-up should be prepared to attend the international convention if the regional winner cannot attend.
- Guidelines and procedures are available from NAIW (International) Corporate Centre.

**IMPORTANT:** The Regional Vice President must receive all applications for the Regional Speak-off **by the end of the business day on December 10<sup>th</sup>. (Deadlines are strictly enforced.)**

### **Eligibility**

**IMPORTANT:** (5/2002) *Once a member receives the Regional CWC Award they may not apply for that same regional award for three calendar years. Previous International Award winners are not eligible to compete for the same award.*

## Official CWC Speak-off Scoring Sheet

Contestant \_\_\_\_\_ Region/Council \_\_\_\_\_

	Points for prepared speech	Point range	Points for impromptu speech
<b>Speech Content</b>			
A. Introduction			
Interest		1-5	
Purpose		1-5	
B. Body			
Clear ideas		1-5	
Ideas supported		1-5	
Audience identification		1-5	
C. Conclusion			
Effective summation		1-5	
D. General			
Material in reasonable order		1-5	
Subject/theme emphasized		1-5	
<b>Speech Presentation</b>			
A. Platform techniques			
Poise/confidence		1-5	
Posture		1-5	
Gestures		1-5	
Audience relationship		1-5	
B. Vocal techniques			
Pitch/quality		1-5	
Pace		1-5	
Enunciation		1-5	
C. General			
Sincerity/Enthusiasm		1-5	
<b>Total Points</b>			

### Prepared speech

1. Deduct 1 point for each second over 3 minutes, 15 seconds (3:15) or under 2 minutes, 45 seconds (2:45).
2. Deduct 10 points for any speech that is read.

**Official time** \_\_\_\_\_

**Penalty points** \_\_\_\_\_

### Impromptu speech

1. Deduct 1 point for each second over 1 minute, 5 seconds (1:05) or under 55 seconds (:55).

**Official time** \_\_\_\_\_

Penalty points \_\_\_\_\_

### Tie-breaker points

Please score contestants from 1-10 on OVERALL performance. (These points are used only if a tie occurs.)

## Clarification of judging rules and score sheet

### Speech content

#### **A. Introduction**

- Interest ..... Did the introduction arouse audience interest?  
Purpose ..... Was the introduction appropriate to the subject/theme?

#### **B. Body**

- Clear ideas ..... Did the main ideas come across clearly?  
Ideas supported ..... Were the supporting ideas and illustrations interesting, varied, and directly related?  
Audience identification ..... Was the presentation appropriate to the audience?

#### **C. Conclusion**

- Effective summation ..... Did the conclusion summarize the main ideas and purpose?

### Speech presentation

#### **A. Platform techniques**

- Poise/confidence ..... Was the speaker in control of the situation? Did stage fright show? Speaker should demonstrate confidence and voice control.  
Posture ..... Did the speaker stand up straight or lean excessively on the podium? Were the speaker's posture and movements appropriate?  
Gestures ..... Were gestures used during the presentation? Gestures should be descriptive and emphatic but still appear natural.  
Audience relationship ..... Did the speaker develop a rapport with the audience? Did the audience respond to the speaker? Did the speaker maintain audience eye contact?

#### **B. Vocal techniques**

- Pitch/quality ..... Was the speaker's voice too loud or too soft? Was it well modulated or a monotone? The speaker should use variety in power and modulation, and use these to fit the thought or emotion.  
Pace ..... Did the speaker's pace and speech appear to be comfortable? Did the speaker use pauses appropriately for emphasis, breath, and punctuation?  
Enunciation ..... Did the speaker enunciate clearly or slur words? Speech should be clear and fluent. Ignore accents.

#### **C. General**

- Sincerity/Enthusiasm ..... Did the speaker show warmth to the audience? Did the speaker's voice convey belief in the subject matter? Was the delivery animated? Enthusiasm should be appropriate to the material.

## Arlene G. DeSemone Memorial Life/Health Essay Award

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### Guidelines for Award:

- Must be employed in the insurance industry for at least five (5) years.
- Must be a member of NAIW for three (3) years.
- Must be working towards a life/health designation or be a licensed life/health agent.
- Cannot be a previous winner of this award.
- Must complete award form and essay and **return no later than close of business (4:30 pm Central Time) on the third Wednesday in January. (Deadline is strictly enforced.)**

**IMPORTANT:** Under no circumstance should the completed judge's forms ever be shown or given to the contestants or any other member. The judges' forms must be destroyed immediately after the winner is determined.

### International Rules:

- Arlene G. DeSemone Memorial Life/Health Essay Award will be presented annually, as long as it continues to be sponsored by NAIW of Rhode Island.
- NAIW (International) [Executive Vice President] will determine and announce the essay topic by October 1<sup>st</sup>.
- The President Elect will select three judges one of which will be from NAIW of Rhode Island, to judge the entries and select the International winner.
- Award to be presented by a member of the DeSemone Family or representative of the family. If neither is available, then a representative designated by NAIW of Rhode Island. *All expenses are to be paid by the representative.*
- A \$500 check and an engraved award will be presented to the winner.

### How to Fill Out and Submit an Application:

- Applications may be submitted either electronically or by mail at the discretion of the applicant.
  - If submitted electronically, include all information requested within the application.
  - If application is mailed, send the Original PLUS **THREE** Copies with all required attachments to the NAIW (International).
- The President Elect is responsible for confirming the eligibility of the nominee, the length of the essay, and that all appropriate documentation is attached.

NAIW (International) must receive the nominations (the original plus **THREE** copies with all required attachments) **by the end of business day (4:30 pm Central Time) on the third Wednesday in January (Deadlines are strictly enforced.)**

**Arlene G. DeSemone Memorial  
Life/Health Essay Award  
Scoring Sheet**

Judge's Name (Please print) \_\_\_\_\_

Candidate \_\_\_\_\_

Date \_\_\_\_\_

Region \_\_\_\_\_

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**SECTION I NAIW Involvement**

This section describes the candidate's participation at local, council, regional, and International levels.

**Maximum—25 points**  
Score \_\_\_\_\_

**SECTION II Education**

This section describes the candidate's education in the Life/Health field, including educational programs studied or taught.

**Maximum—25 points**  
Score \_\_\_\_\_

**SECTION III Essay**

This 1000-words (typed, double-spaced) essay is a response to a specific question on a current issue facing the Life/Health industry.

**Maximum—25 points**  
Score \_\_\_\_\_

**SECTION IV Employment Information**

This section describes the candidate's actual Life/Health experience and present professional capacity.

**Maximum—25 points**  
Score \_\_\_\_\_

**TOTAL** (maximum 100)      Score \_\_\_\_\_

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**Tie breaker points**

Please score contestant from 1–10 on OVERALL evaluation. \_\_\_\_\_  
(This score is used only if a tie occurs.)

**Arlene G. DeSemone Memorial  
Life/Health Essay Award**

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**(Form must be typed and completed by applicant)  
[If submitting by mail, please send Original and 3 Copies]**

**PURPOSE:** To recognize a Life/Health professional who has demonstrated superior knowledge of the Life/Health field, experienced professional advancement through educational pursuits, demonstrated leadership in the field, and is an active participant in NAIW activities.

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

Life/Health Designations held: \_\_\_\_\_

\_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Day Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

Local Association (if applicable): \_\_\_\_\_

Region: \_\_\_\_\_ (The region **must** be completed by all candidates)

Date Joined NAIW: \_\_\_\_\_ No. of Years in the Industry: \_\_\_\_\_

Do you hold a Life/Health Agent License?  Yes  No

If yes, please list the states you are licensed \_\_\_\_\_

Other Professional Designations held \_\_\_\_\_

**SECTION I NAIW Involvement**

Attach a separate sheet that includes the following information (last five years only):

- NAIW Offices/Committees
  - Specify local, council, regional, or international offices that you have held and committees that you have chaired.
- List of regional meetings and International conventions that you have attended

**SECTION II**

**Education**

Attach a separate sheet of paper that includes the following information:

- Insurance education programs, please provide course name and date of completion (only include course taken within the last five years – you must have passed one of the courses within the past three (3) years.)
  - List the program name, duration, date, and sponsoring association.

Other education programs (college, etc.)

- List the program or course name, date, organization, and certification or degree.
- Industry associations
  - List other local, council, regional, or International organizations to which you belong.

**SECTION III Essay**

Prepare an essay limited to 1,000 words, (must be typed, double spaced) on the following question.

**During the current economic downturn, the price of health insurance has become more important to the client in the absence of value.**

**In your opinion, what are three ways an insurance provider can add value to the insurance-client relationship?**

**SECTION IV Employment**

Indicate insurance employment (list most recent first):

Dates of Employment	Employer	Positions held