# South Bay Chapter NAIW

*Cordially invites you to join us at our*

## INDUSTRY APPRECIATION NIGHT

***Tuesday, April 12th, 2011***

## *Simon's Banquet Center*

**1050 Nagoya Way, Berth 80, San Pedro, CA 90731**
**Http://simonsbanquetcenter.com/location.html**
**PH: (310) 514-1050**

**5:30 pm – Social Hour**
**6:30 pm – Dinner**

## *Guest Speakers:*

### *Women in Insurance*

***Billie R. Sullivan***
**Vice President, Roanoke Trade**

&

***Jennifer Hetzel***
**CA Council of NAIW Young Professional Liaison**
**President, San Diego Insurance Women**

**Cost: $26.00 per dinner**
**Please make checks payable to South Bay Chapter of NAIW**
**---------- Return Reservation RSVP no later than April 8th– ----------**

**Name:**_____

**Email:** _____

**Company:**_____

**Address:**_____

**Phone:**_____

**Please list any food allergies:**_____

**Please mail checks & form to:**
**Kris Rogers Insurance Services**
**3451 Torrance Blvd., Suite 207, Torrance, CA 90503**
**E-mail: krogers765@yahoo.com**

***Please note: Cash/Checks only accepted on evening of event. Cancellations received after 10am Monday, April 11th, 2011 will result in your being invoiced for your dinner.***

**Door Prizes are welcome**

With over 39 years of insurance experience, Billie Sullivan is Vice President for Roanoke Trade (Los Angeles, CA) and oversees Roanoke Trade's exclusive Cargo Legal Liability program. She is an insurance broker specializing in cargo insurance sales, underwriting and claims management. Billie is an approved Lloyd's cover holder and presently holds underwriting authority for the Watkins Syndicate. Just as with all of our sales professionals, Billie's efforts will be supported by a top-notch service and claims team.

Billie serves on the board of the Air & Expedited Motor Carrier Association (AEMCA), and is a general member of the Airforwarders Association (AfA), the Transportation & Logistics Council, the Los Angeles Air Cargo Association and the Marine Underwriters of Southern California.

As a seasoned speaker, Billie is frequently called upon by the transportation industry for her insights on transportation liabilities and risk management. Roanoke Trade is a member of the Munich Re Group and an affiliate of Watkins Syndicate at Lloyd's of London. An underwriting agency and broker with 12 U.S. locations and resources worldwide, Roanoke Trade has been providing transportation-related insurance solutions since 1935.

*I've always perceived my role as that of an educator, rather than a salesperson. The more I can teach our customers about their liability exposures and risk management, the greater the opportunity to lessen their losses and strengthen their business ties with their own customers. It's a 'win-win' situation – for our clients, for their clients and for Roanoke Trade. It's a privilege working with such dynamic people in the transportation industry!*
*- Billie Sullivan*

Industry-Related Associations
- Board member: Air & Expedited Motor Carrier Association (AEMCA)
- Member: Airforwarders Association
- Member: Transportation & Logistics Council
- Member: Marine Underwriters of Southern California
- Member: Los Angeles Air Cargo Association

Jennifer Hetzel
California Council of NAIW Young Professionals Liaison 2010/2011
President, San Diego Insurance Women

Jennifer "Jenn" Hetzel is a licensed Insurance Broker for Bliss & Glennon, Inc., a Surplus Lines Broker, at their branch office in San Diego, California.

She graduated from Liberty University in Lynchburg, Virginia with a Bachelor of Arts in Communications with an Associate of Arts in Business. Other than her four years in Virginia, she has always lived in San Diego and has been an active member in her community.

Jennifer has been in the insurance industry for five years and has always worked in Surplus Lines. Her book of business consists of a mixture of various property and casualty accounts, and she loves the challenge of working on harder-to-place risks.

Jennifer currently serves as the local president of San Diego Insurance Women, is the current California Council of NAIW Young Professional Liaison and serves on the Young Brokers and Agents Committee.