It is that time of year….I hope you had a wonderful Thanksgiving and are making plans for a festive Christmas and Holiday Season!! During the hustle and bustle, parties and events, deadlines and work, do not forget the real Reason for your Season.

EWI of Chattanooga has had a wonderful year. I have 2 words for you: SPRING CONFERENCE!!! I know that was a highlight for me. So much work and team effort went into that conference and people are still talking about it today. What a wonderful achievement!! We supported our troops, read to the children, put on events to raise funds for our scholarships and had many acts of kindness and a lot of support for each other. Please remember our organization is about Connections, Careers and Community. These can apply to business and personal, work and social; let them apply to you and reach out to your fellow members for help and support.

We will give out over $18,000 in scholarships this month!!! We could not have done that without you and your firm’s support. We are a TEAM and each individual is the key to our successes. As 2014 approaches, be sure your calendar is up-to-date with each EWI monthly meeting and get involved in a committee!

I hope everyone has processed their membership renewal. If you have any questions about this process or need any help, please let me know. It takes the team we have in place and continued growth to keep accomplishing great things through this organization.

Thank you for all you do! Merry Christmas and Happy New Year!

Thank you,

Kristina Smith, First Tennessee Bank
December Scholarship Dinner

Date: Tuesday, December 10th  
Time: 5:30 PM  
Location: Mountain City Club  
729 Chestnut Street  

3 Cs Focus: Community

This year, EWI of Chattanooga will award more than $18,000 in scholarships to single mothers who are finishing their college degrees at Chattanooga State Technical College, the University of Tennessee at Chattanooga, and Southern Adventist University.

The scholarship winners will be introduced at the December meeting! You’ll have an opportunity to meet them and hear their testimonies!

How to Register

1. Navigate to ewichattanooga.com, log in, and click on “Events.”
2. Click on the “Register” button for the December Chapter Meeting.
3. Fill out your registration information.
4. Confirm your reservation. We’ll see you at 5:30 p.m. on the 10th!

If you will be bringing guests to the meeting, please have them register for the meeting themselves. The registration process is the same for non-members, minus the log-in.

Three Reasons to Update Your Profile on EWIChattanooga.com

1. Recognize People! Did you know that 65% of people are visual? People will more likely remember to do business with your firm when they remember what you look like!

2. ...but Retain Your Privacy! Did you know that random online lurkers can’t view your EWI profile? It’s limited to the EWI members who see you in real life at chapter meetings.

3. Win Stuff! If you upload a headshot before our December 10 dinner, you will get a free door prize table ticket!

Register for the December meeting by noon on Tuesday, December 3rd! See you soon!

Last year’s scholarship winners shared their testimonies in a moving presentation at our December dinner.
Reliance Partners, Inc
True Partner, Trusted Advisor.

Reliance Partners was incorporated in 2009 by a small group of individuals with a common goal: to be the best in the insurance industry. Although the US economy was unsteady at the time, the Reliance Partners’ foundation - an entrepreneurial spirit coupled with a sound financial mind - was solid.

Reliance Partners began with a focus on transportation insurance. However, as the agency has grown the direction has expanded into property and casualty insurance. With over six years of experience in marketing to business owners, Rebecca Bishop joined the agency to help grow the commercial insurance book of business.

With a sharp eye on an ever-changing marketplace, Reliance Partners provides their customers with the best coverage at the most cost-efficient pricing. Rather than simply selling insurance products, Reliance Partners offers solutions-based resources aimed at promoting the success and financial wellbeing of their client.

Focused on innovation & accessibility, Reliance Partners is the new generation of insurance professionals.

EWI Representative:
Rebecca Bishop

Rebecca graduated from the University of Montana in 2006, with a Bachelor of Arts degree. Upon graduation she moved to Jackson Hole, WY, where she met her husband BJ. Her insurance career began in Jackson Hole, where she was employed by a State Farm agent, who was one of the top five producers for the company in the country out of over 17,000 agents. In April 2013, BJ and Rebecca moved to Chattanooga, Rebecca’s hometown. BJ began working for Lawson Electric as a journeyman, and Rebecca joined Reliance Partners.
Fundraising: Charlie Rosenquist, BlueCross BlueShield of TN

Thanks to everyone who bought the door prize tickets to help us raise $227 at the table! We had some great items that everyone seemed to enjoy buying tickets for.

We have completed our Pecan Fundraiser for our Southern Adventist University scholarship. We will be presenting Southern Adventist University with a $2,400 scholarship check in the near future thanks to each of you that participated in this fundraiser. We are still working on the final numbers to be announced at a later date.

We will be continuing to offer the opportunity to promote your firm at each meeting by purchasing an ad to be on the screen for $25/meeting (multi-meeting discount available).

December Meeting Door Prize Theme
The weather outside is chilly and Christmas is definitely everywhere we look.

For those interested in combating the chill….let’s bring some holiday and/or warm socks, caps, or scarves to the table. To make it interesting, the person who brings the most interesting holiday socks for our door prize table will receive a couple of free tickets.

For those who want to focus on Christmas….it was brought to my attention last month that some of our members enjoy finding a new ornament from our group each year. Never let it be said that I messed up somebody’s tradition…let’s see how many Christmas ornaments we can bring to our table.

Sgt-at-Arms: Nena Powell, Lattimore, Black, Morgan & Cain, PC

November Meeting Attendance:
39 Members, 3 Guests

Membership: Rebecca Bishop, Reliance Partners

TRIVIA Question:

What are the four EWI core values listed on our website?
Email your answer to rebecca.bishop@reliancepartners.com for your chance to win door prize table tickets! The winner will be drawn at our December Chapter meeting.

RECRUITMENT SPOTLIGHT: Car Dealerships, Hospitals, Manufacturing, Performing Arts

Do you know of firms in these industries that may be interested in EWI? Invite them to December’s Meeting!
Announcements

Retention and Recruitment: Kerry Smith, State Farm Insurance

As we close another great year for our EWI of Chattanooga chapter, we want to finish this year strong with renewal of our current member firms. December is a big month for our EWI Chapter with most of our member firm’s annual renewals. Be encourage fellow EWIs to renew their membership and be sure to present your renewal to your Executive and renew your membership on line.

Our members have also been busy recruiting prospective member firms to join our EWI of Chattanooga chapter. Thanks so much for your help! The process in proposing a member firm is to post the name of the firm to our board. After approval from the board, the prospective member firm’s name is posted to our membership, and without objection within 5 business days, we can invite the member firm to apply for membership.

The cost of membership for one new representative is $345 annually. Additionally, monthly meeting fees are $220 annually or $20 per month. The fees are reduced for 2nd and 3rd representatives. Membership dues for renewals are only $270 per year.

We have been so fortunate to add Darlene Horne, Mary Kay Sales Director, to our membership as a new member! Congratulations, Darlene!

Please send me any names of prospective firms you would like for us to prospect for, especially any contacts you have for car dealerships, hospitals, manufacturing and performing arts.

Thanks for your continued membership and your help in finding prospective member firms to add to our EWI of Chattanooga chapter!

Please contact me with your referrals for membership by emailing kerry@kerrysmith.biz, or call me at 423-847-5114.

EWI Care Corner

Please keep the following requests in your thoughts and prayers:

Penny Walker—Several months ago, Penny asked us to pray for Danny Lusk (employee at TVA) who has chosen to stop all chemo treatments. Please remember his family in prayer as he passed away last month. He will be missed by many.

Barbara Verhine—Please remember Dr. Grady Bogue’s wife and their five children in prayer as they spend their first holiday season without him. Dr. Bogue will be greatly missed for his character, his outstanding leadership and his investment in our community.

Our Nation and our City—We offer prayers for a healing nation to return to its values and principles and for all wars to cease so that those serving on foreign soil will be returned to their families. We pray for peace to reign.

Thank you to all our praying members.

Share your praises and prayer requests with Delores Lewis: deloreslewis@uwchatt.org.

All announcements need to be sent to Emily Kurlinski of Classical 90.5 WSMC (emilyk@southern.edu) by the close of business on the Friday following our monthly chapter meeting.
Executive Women International® brings together key individuals from diverse businesses for the purposes of:

- **Connections** - Promoting member firms
- **Careers** - Enhancing personal and professional development
- **Community** - Encouraging community involvement

“Like” our Facebook page to view meeting photos and receive updates about our Chapter. You can also follow us on Twitter @EWIChattanooga.

**Quick Links:**

- **Member Firm Listing**
  [http://www.ewichattanooga.com/member-firms](http://www.ewichattanooga.com/member-firms)

- **EWI Corporate**