



Mid-Atlantic Chapter

Serving New York City, New Jersey, Pennsylvania, Delaware,
District of Columbia, Maryland and Virginia

Association
of Insurance
Compliance
Professionals

February 1, 2011

Dear AICP Mid-Atlantic Chapter Member:

Happy New Year! On behalf of the Mid-Atlantic Chapter Officers, I would like to welcome you to membership in the AICP Mid-Atlantic Chapter. Traditionally, a Welcome Letter from the President is sent at the beginning of the New Year to introduce her/himself and fellow Chapter Officers, to tell you about the educational, professional and networking opportunities we are planning so you can save the dates, and to encourage you to get involved and volunteer.

About Your President

First about me, I am happily married to my first love, Kevin, and we have a beautiful daughter named Katie, who just turned five years old. I have been an insurance compliance professional for 22 years, working primarily with accident and health type products. As an AICP member for over 10 years, I have served as your Chapter Secretary and Vice President. Last year, I was a participating member on the Chapter Education Day Program Planning Committee and on the Exhibitor Committee for AICP's 2010 Annual Conference. This year, in addition to being your Chapter President, I am responsible for securing sponsors/exhibitors for our 2011 Education Day.

I'd like to take this opportunity express my sincere thanks to four mentors who taught me about insurance, compliance, and leadership over the course of my career -- Jim Heyer, Karen Smyth, Jane Bagley, and Keith Coleman. I feel very fortunate to have had the opportunity to work with you and learn from you. Thanks very much, Jim, Karen, Jane and Keith!

About Your Vice President

Matt Brasch is an attorney in the Blue Bell, Pennsylvania office of the law firm Stalker Vogrin Bracken & Frimet. He has focused his practice on insurance throughout his career, including defense, coverage, bad faith, regulatory and reinsurance issues. Matt received his Associate in Claims (AIC) designation in 2010, and is currently pursuing his Associate in Regulatory Compliance (ARC) and CPCU designations. He has been a member of AICP since 2008. In addition to being Chapter Vice-President, Matt is also co-chair of the Chapter Planning Committee and co-chair of the AICP Annual Conference Program Subcommittee. When he is not working, he can usually be found at home trying to relax with his wife and three daughters, ages 10 months to 5 years old.

About Your Treasurer

Stacy Patacsil has been working in the insurance industry for 12 years, specifically with Group Life and Health products for the past 2 years. Stacy has been an AICP member for 8 years. This is her 5th year serving as the Mid-Atlantic Chapter Treasurer. She is married to her husband Donald and has three children, Savanna (15), Benjamin (3), and Lilly (1).

About Your Secretary

Betty Dabrowski has been an active AICP member for the several years now and has benefited tremendously from this organization. She has served as a volunteer on the AICP membership committee. She's a current volunteer on the Exhibitors committee and presently co-editor for the Mid-Atlantic region of the AICP journal. This year, in addition to being the Secretary for our chapter, she's a participating member on the Chapter Education Day Program Planning Committee. She has been in the insurance industry for over 25 years and has worked primarily with Accident, Health and Life products.

About Your Past President and Regional Director

Kate Imperato has been working in regulatory compliance in the insurance industry for 32 years. She spent the first 23 years in the Group Life and Health side and the last 9 working for a Property and Casualty carrier. She has managed State Filing and Compliance functions and has dabbled in Government Affairs. Kate loves to tell the story of how she did NOT grow up dreaming this is what she would do with her life; however the industry has been more than friendly to her. Rather working for what was then, Mutual Benefit Life in Newark NJ, was the only job offer she received in 1979 via "campus recruitment". Kate has been married for 31 years and has two grown daughters and two grandchildren. Like me, Kate is eternally grateful to mentors throughout her career and specifically as it relates to AICP, Sue Eckler-Kerns. In 2010 Kate worked closely with Sue, Penny Kilberry and Bill Douglas on Conference Planning.

A Peak at What We're Planning

The Chapter Planning Committee is already elbows-deep in putting together programs for the Membership. Keep your eyes open for these upcoming events:

- **Tuesday, March 15, 2011, 12:30 pm:** Free Webinar sponsored by the Mid-Atlantic Chapter and presented by Thomson Reuters, "Unclaimed Property." An invitation will be sent via email in the next week!
- **Monday, May 16, 2011:** Mid-Atlantic Chapter Education Day. Save the date now – more details to come soon!
- **September 25 – 28, 2011:** AICP Annual Conference, Peabody Hotel, Orlando, Florida.

The Planning Committee is excited to put these events together for the Chapter – and we're always looking for additional ideas and volunteers! Please contact Matt Brasch if you would like to participate in the Planning Committee – mbrasch@svbf-law.com

Get Involved

We are looking for ways to get our Chapter members actively involved and in doing so, have developed various committees within the Chapter. Please contact me or any of the Chapter Officers if you have interest in participating on one of the following committees

Planning Committee - Planning upcoming chapter events and meetings.

Membership Committee - Seek new members, provide information to existing members.

Nominating Committee - Identify leaders within our chapter, coordinate the nomination process.

Website/Publicity Committee - Work directly with Website committee for maintaining Website content for our chapter, explore ways to market the value of our chapter, in order to enhance the image and increase the recognition of AICP within the industry.

Education Committee - Focusing on the educational needs of our Chapter, Continuing education, designations, etc; assist with getting speakers.

I look forward to working with you in 2011! Don't hesitate to contact me directly at karen.mccloskey@chartisinsurance.com if something is on your mind.

Sincerely,

A handwritten signature in black ink, appearing to read "Karen A. McCloskey". The signature is fluid and cursive, with a long, sweeping tail on the final letter.

Karen A. McCloskey
President
Mid-Atlantic Chapter, AICP

“Don't aim for success if you want it; just do what you love and believe in, and it will come naturally.” – David Frost