



AIMS SOCIETY BOARD of DIRECTOR CANDIDATE REQUIREMENTS

Requirements:

Such Director shall be a AIMS Society Designee or Life Member and a principal, officer or management level employee from an insurance organization operating within the American Agency System. The Board of Directors supervises, directs, and controls the policies and programs of the Society.

Qualities of a Good Board Member

"Good board members are willing to deal with difficulties yet roll with frustrations. They aren't stuck on winning every issue. They are team players." - Jing Lyman

It takes a certain mix of personal qualities and character traits, as well as skills and experience, to make a good board member. In addition to possessing these qualities, traits, skills and experience, good board members must be willing to use them to benefit the organization for which they have agreed to serve. Successful and happy board members share the following:

- ☞ They tackle with relish important and often complex problems of the organization
- ☞ They take an orderly approach to decision making
- ☞ They are people of principle
- ☞ They bring to the table neither their prejudices nor their own agendas
- ☞ They know that the problems they will face are complex and the solutions are not always easy - often the only choice is the least flawed of several imperfect options
- ☞ They have a sense-of-humor
- ☞ And, most importantly, they are enthusiastic participants

"Enthusiasm is one of the most powerful engines of success. When you do a thing, do it with all your might. Put your whole soul into it. Stamp it with your own personality. Be active, be energetic, be enthusiastic and faithful, and you will accomplish your objective. Nothing great was ever accomplished without enthusiasm." - Ralph Waldo Emerson

Rights & Responsibilities of AIMS Society Board Members

"All Directors have the duty to care - to attend, participate in decisions, and be reasonably informed on matters that relate to the decision; and the duty of loyalty - to exercise their powers in the interest of the organization, rather than in their own or anyone else's interest".

Rights

- (1) Board members can count on fellow board members and the executive director to act as partners, working together to carry out the organization's mission.
- (2) Board members should be able to rely on the willingness of board colleagues to fulfill the responsibilities and work expectations of their directorship.
- (3) Board members are entitled to expect strong leadership - a president with a vision and understanding of what the organization can be and the capacity to motivate people toward the fulfillment of that vision.
- (4) Board members are entitled to expect their board directorship experience to be productive, interesting, rewarding and fun!

Responsibilities

- (1) To attend board of directors meetings and participate in conference calls.
- (2) Actively participate in committee work and possibly serve as Chair.
- (3) To assure financial stability by approving the annual budget and overseeing adherence to it.
- (4) To oversee and evaluate all programs and services, support the staff, and be an advocate in the insurance community for the CPIA Society.
- (5) To personally contribute annually, and assist in identification, cultivation, and solicitation of prospective members and other supporters of CPIA Society programs.
- (6) To assure the CPIA Society board of directors fulfills the foregoing governance responsibilities and maintains effective organization and recruitment.

"In addition to attending board meetings, you should expect to spend time preparing for those meetings, serving on committees, appearing at events, and contacting potential partners....Evaluate your other commitments and figure out how you will find time for serving on the board...It is not fair to the organization for you to agree to serve when you know you do not have enough time to do a good job." - Council of Better Business Bureaus

Desired Board Member Profile

The Nominating Committee is seeking an individual possessing the following:

1. Knowledge, experience, exposure and commitment with regard to AIMS Society programs, benefits and services:
 - a. Experience the CPIA Designation program (designation required);
 - b. Active involvement and participation in Society activities (Seminars, PRO-to-PRO, Website, etc...);
 - c. Relates well with others; is respected by industry peers; and is willing to serve as a resource to other AIMS Society members;
 - d. A desire to work with and make positive contributions to the Board and the Society on behalf of Members;
 - e. A commitment to membership development and retention;
 - f. A commitment to facilitating communication between the Board, Membership, and program Sponsors;
 - g. A willingness to give Society affairs a high priority in conjunction with work and other daily responsibilities;
 - h. A willingness to make a commitment to further the cause of the Society and its Membership;
 - i. The desire to state his/her perspective on goals that the Society should adopt, and share ideas as to how desired goals should be accomplished;
 - j. Has shown an interest in the AIMS Society by:
 - i. Personally participating in and sending staff members to CPIA designation program seminars
 - ii. Providing articles/helpful hints for AIMS Society communiqués and participation on the website;
 - iii. Involvement in the AIMS Society's annual PRO-to-PRO, etc...
2. Leadership Characteristics:
 - a. Prior experience with a formal group structure (another Board, Committee, Association, etc...)
 - i. Preferably in a leadership capacity
 - ii. Preferably with an organization that is insurance related
 - b. Current or prior involvement with an insurance carrier's advisory board;
 - c. Demonstrates creativity – a problem solver, not simply a problem identifier;
 - d. Demonstrates open- mindedness and a sensitivity to others' points of view;
 - e. Can work within the bounds of the Board of Directors' Confidentiality Agreement;
 - f. Has a sincere desire to represent the best interests of AIMS Society membership.

Candidates are required to submit an application form to AIMS Society Headquarters for use by the Nominating Committee.



AIMS SOCIETY BOARD NOMINEE INFORMATION FORM

Name _____

Position / Title in the Agency _____

Agency Name _____

Address _____

City _____ State _____ Zip _____

Phone () _____ Fax () _____

E-mail _____ Agency Website URL _____

Years in the agency _____ Time with present agency _____

Are you directly involved with sales and marketing in your agency? _____

What insurance industry organization are you involved with? _____

List any offices held with other industry organizations: _____

I feel that the AIMS Society should consider having the following goals:

- 1. _____
- 2. _____
- 3. _____

I feel that I can make a contribution on the AIMS Society Board of Directors in the following way(s):

- 1. _____
- 2. _____
- 3. _____

Remarks: *(please feel free to list any additional information that will assist the Nominating Committee in considering you for a Director position)*

THANK YOU FOR YOUR INTEREST.

The Nominating Committee will consider your nomination and a slate of Directors will be presented at the Annual Meeting of Members during the **PRO-to-PRO, March 1-3, 2007 in Tucson, AZ**

**Return this form to: AIMS Society, PO Box 35718, Richmond, VA 23235
or fax to 804/915-9435.**