



VISION: Empower and inspire women in surety

MISSION: Provide a network for professional development and connection with business associates in the surety industry

2019 THIRD QUARTER UPDATE

Dear Members,

We held a lively panel discussion during the “Reinsurance with a Surety Twist” Event this July at The Liberty. Dani Green of the Education Committee moderated the insightful dialogue among the six knowledgeable panelists. The panelists included representatives from reinsurers, reinsurance brokers, and sureties. Topics ranged from the origins of surety reinsurance, to the changes in the reinsurance market, as well the intricacies of risk rating. The conversation was then followed by a Q&A session and wrapped up with a networking social.

Check out our website for details: www.suretywomen.com



Panelists (from left to right): **Michael Seff**, *OneBeacon Insurance Group* (Surety), **DJ Pennett**, *Munich Reinsurance of America, Inc.* (Reinsurer), **Abby Mumtaz**, *Guy Carpenter* (Reinsurance Broker), **Duffy Tobin**, *Willis Re* (Reinsurance Broker), **Debra Weinstein**, *The Hartford* (Surety), and **Sharon Sims**, *Sompo International* (Reinsurer)

Committee Updates:

Events & Planning

- Hosted a fantastic golf outing looking out onto the Hudson River. WIS attendees received individual pointers from golf pro, Marjorie Jones who has been recognized by both Women’s Golf Journal and Golf Digest for her teaching prowess. She has played professional golf on multiple continents and won numerous events.
- We are considering a 2020 kick-off event in January 2020. Details will be sent out as it gets closer.

We are looking for 1-2 new committee members with fresh ideas to close our this year and make 2020 even better!

Membership & Communications

- Follow us on LinkedIn: [WOMEN IN SURETY \(WIS\)](#)
- Use these hashtags to spread the word: **#womenininsurance**, **#surety**, and/or **#womeninsurety**
- In Q4, we will be looking to activate the member sign-up function on our website, define membership benefits, and advise you on the cost of membership dues for 2020. In 2020, the website will host current membership contact information, allow members to register for events.

In addition, we are looking for 1-2 new committee members with fresh ideas to close out this year and make next year even better!

Mentor Program

- We recently added four new members to our committee to help us close out this year's program and bring new ideas for 2020, which is great for the group!
- Separately, Mentors, bring your mentees to an engaging leadership workshop to be held in November. All WIS members are welcome and encouraged to attend. Details to follow.

Education

- Hosted "Reinsurance with a Surety Twist." Survey feedback was positive from the respondents. The topic, format, time, and level of engagement were key highlights that stood out. We are working on future topics to discuss, with a goal of at least two events per year.

In addition, we are looking for 1-2 new committee members with fresh ideas to close our this year and make 2020 even better!

UPCOMING industry events/seminars that may be of interest:

- **NASBP** National Association of Surety Bond Producers – Regional Meetings
 - <https://www.nasbp.org/events/upcomingevents>
- **CFMA** Construction Financial Management Association –Regional Conference
 - <http://www.cfma.org/events/calendarGrid.cfm>
- **NJ CFMA Chapter & NJ Surety Association** – Regional Events
 - <http://newjersey.cfma.org/events/recentcommunityeventsdashboard>
- **CPCU** Chartered Property Casualty Underwriter – Annual Meeting and Regional Events
 - <http://www.cfma.org/events/calendarGrid.cfm>
- **NAWIC** National Association of Women in Construction – Annual Conference
 - https://www.nawic.org/nawic/Annual_Conference.asp
- **Other**
 - Moody's Analytics [Moody's Analytics](https://www.moodyanalytics.com/public-courses)
 - S&P Global <https://www.spglobal.com/marketintelligence/en/events/index>
 - SFAA https://www.surety.org/events/event_list.asp

Want to ask for more?

Brush up on your salary negotiation skills this Fall either online or at an in-person workshop hosted at various NYC library branches, schools, and other organizations across NYC.



In-person workshops are being provided free of charge by **Women.NYC** which is a government initiative that is part of the New York City Economic Development Corporation. Learn more: <https://women.nyc/salary-negotiation/>

An online alternative to the in-person workshop is being provided by the American Association of University Women (**AAUW**), a non-profit that has been around since 1881 and has earned a gold seal of transparency from GuideStar. Learn more: <https://salary.aauw.org/>

A Call to our Members for Assistance:



Members with accounting, legal and/or web applications skills, with a willingness to assist us in expanding our group, please reach out to **Carol Levine**, Co-President of WIS at suretywomen@gmail.com to find out how you can get involved.



Joanna Bennewitz is an Operations Manager at The Hartford.

WIS: Joanna is one of the participating 2019 Mentors in our Mentor Program.

Mentor Program:

What is a typical day in the Mentor Program like for you?

We meet regularly, and generally start off following the set of questions/topics provided by the mentor committee. Then we let the conversation flow naturally. Sometimes I give Dani advice, and other times it's a "two way street" as we share experiences. Dani and I are well matched and our conversations easily flow from professional topics to friendly chats.

What advice do you have for those thinking of joining the Mentor Program?

I would recommend joining the program, but also for each person to have in mind what they'd like to get out of it. I knew I wanted to join the program to network and share my experiences in this industry. I'm happy to have gained a close contact in someone like Dani, as I'm sure we'll remain in touch after the program is complete.

What has inspired you most about your Mentee?

Dani is undoubtedly going to go very far in whatever she puts her mind to. She inspires me with her curiosity and inquisitive nature. I also appreciate that she is open minded to learning new things, which I think will always help her to learn more and continue to progress in her career.

Professional Calling: Out of school I was hired as a Risk Analyst (broker trainee) for a Reinsurance Brokerage. To help us learn the business, we were provided a variation of account types. I was provided the opportunity to work on a Surety Per Principal cover, and after a few years in reinsurance, made the jump to do underwriting training and Operations at a top 20 surety.

Personal Life: In my free time I like hiking, camping, and spending time with my kids, who are 9 and 6. In March we rescued our dog Brenda, and she tries to get as much attention from us any chance she can!

Member Spotlight on:

Mentor Program

Joanna Bennewitz and Dani Green

Dani Green is a Commercial Surety Account Executive at Zurich.

WIS: In addition to being Joanna's mentee, Dani is actively involved in the Education Committee. (You may have seen her phenomenal job moderating the recent Education Panel Event discussion!)

Mentor Program:

Why did you decide to join the Mentor Program?

I was initially hesitant to participate in the program but, positive feedback from first round participants shared at the Personal Branding event last year highlighted the value that people got out of the experience. This changed my perspective from being nervous about working to say the right thing or impress the person I could be paired with to making it an authentic connection. Both parties would have to get to know each other and work together to make the experience valuable. Not only is this a learning opportunity in terms of what you have in mind personally, but it is also one of the best ways to learn how to connect with other individuals in the industry.

What advice would you have for prospective WIS Mentees?

Take advantage of and appreciate the opportunity to engage with someone who has a different experience than you. So many parallels can be drawn from different experiences. You may be surprised by the subject that resonates the most. In my opinion, being open and engaged are the two biggest factors in the success of our meetings.

What has inspired you most about your Mentor?

Joanna is one of those individuals that people should try to emulate. She is witty, engaging, personable, patient, and truly present when you meet with her. In our meetings, she takes the time to think about whatever topic discussed and address it in a way that is both relevant and meaningful.

Professional Calling: One of my major career aspirations is to work internationally for a period of time.

Personal Life: My favorite line from a movie is "Just keep swimming" – Dory, Finding Nemo. Of course it has to be sung, not spoken.

As always, we look forward to seeing those that can attend at our upcoming events, updating you with our next newsletter, and hearing from you in general.

Sincerely,

Women In Surety Board of Directors

Check out our website [!\[\]\(fed825e7856867ee486f6761f9a89d91_img.jpg\)](#)