



January , 2010

Dear Industry Professionals and Friends:

We would like to take this opportunity to introduce you to the Insurance Board of Northern Ohio. We are an organization of Independent Insurance Agents and Affiliate Members including insurance companies and vendors who work closely within the industry.

We provide Continuing Education courses throughout the year and keep all of our members up to date on industry requirements.

We will hold CPCU Classes this fall along with the four (4) hour Long Term Care additional requirement in the spring. The National Flood (4 hours) and Ohio Fair Plan (4) hours will be held on April 1, 2010.

The Insurance Board of Northern Ohio (IBNO) is proud to sponsor Cleveland “I” Day, the largest property and casualty insurance forum in the State of Ohio. “I” Day was held May 7, 2009 and boasted over 475 attendees including 56 exhibitors. Exhibitor space at “I” Day for our Affiliate Members is allocated on a first come, first served basis. This year is the 56th Annual “I” Day event and will be held on **May 6, 2010 at LaCentre, Westlake, Ohio** “I” Day preparations are in full swing.

Our members receive four dinner meetings each year with one hour CE courses at NO cost, four luncheon meetings with one hour of CE are also included this year at NO cost to our members with a minimal increase in dues. If a member is unable to attend we urge you to send another employee in his/her place. All luncheon and dinner CE programs are open to all industry professionals regardless of membership status at the non-member rate of \$35.00 per person.

Our social events sell out quickly and are limited to “members” and guests. This year our golf outing will be held at Signature of Solon on July 19, 2010. Our annual Clambake will again be held at Windows on the River on September 14, 2010. Our “Holiday Luncheon” which honors our past presidents and serves as a toy raising event for the U.S. Marines “Toys for Tots” program will be held December 2, 2010.

All our events provide the opportunity for networking with industry professionals and friends. Our affiliate members are included on our website, www.ibno.org and also in our monthly newsletter – *The Northern News*. We encourage our members to support our affiliate members. Our affiliate members are “success builders” for us, through Sponsorships for the Clambake, Golf Outing and “I” Day. Exhibiting at “I” Day is paramount to our success.

Think about becoming part of IBNO. We would appreciate your support. Take a complete tour of our website. Join us and take part in a dynamic and fulfilling organization. Please feel free to contact us with questions or to further discuss the benefits you will receive as a member of IBNO.

Regards,
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