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Think like a Leader

What is a Leader?

Anyone who
influences change

Disney Institute

What Leadership Is

- ❖ It's a decision
 - determine that you want to have influence
 - “raise your hand”
 - “leaders have a bias for action”
- ❖ It's a mindset
 - believe you can have influence, regardless of position
- ❖ It's a skill
 - can be learned, refined, taught to others
- ❖ It's something you earn

Leadership Failures

❖ Business

- Enron
- Bernie Madoff
- BP Oil Spill

❖ Sports

- Ohio State

❖ Government

- Flood Insurance
- John Edwards

Why?

Mission – Mission Gap

“Maybe the most worrying trend of the past 10 years can be found in this phrase: They forgot their mission. So many great American institutions – institutions that every day help hold us together – acted as if they had **forgotten their mission, forgotten what they were about, what their role and purpose was, what they existed to do.**”

Peggy Noonan-Wall Street Journal article titled
“Look Ahead with Stoicism – and Optimism”

NAMIC Vision

- ❖ Providing positive contributions to our society through a financially sound, competitive, and ethical insurance industry.
- ❖ We need to define ourselves not by what we do, but by why we do it.

Vision = Purpose

- ❖ Rosetta Stone = teach the world a new way to learn
- ❖ Hain Celestial = teach the world a new way to think about nutrition
- ❖ OMIG = we keep our the promises that secure dreams
- ❖ NAMIC = provide positive contributions to society
- ❖ How do you define your company?

NAMIC Mission

- ❖ NAMIC strengthens and supports its members and the mutual property/casualty insurance industry by its leadership in advocacy, public policy, public affairs, and member services.

Mission: Advocacy

- ❖ **Results oriented** advocacy of members' interests on key legislative and regulatory initiatives that relies on **grassroots** member involvement and collaborative advocacy relationships.
- ❖ **Ever stopped to think what your company would look like if McCarren-Ferguson were repealed?**

Mission: Advocacy= PAC

- ❖ 200,000 people employed by NAMIC members
- ❖ .05% contribute today = 1000 people
- ❖ What if we got to 10%? Another 19,000
- ❖ What if 19,000 were paid every other week and gave \$1 per pay via payroll deduction?
- ❖ $\$26 \times 19,000 = \$494,000$ – more than our annual goal this year
- ❖ **Can you be a 10% company?**

Mission: Public Policy

- ❖ Policy development that **anticipates** emerging issues and promotes the social and economic benefits of the free enterprise system, fair and open competition, and a rational business regulatory environment.

Mission: Public Affairs

- ❖ Communicating to members, policy makers, and consumers the importance of a healthy insurance industry to economic / social stability and well being.

Mission: Member Services

- ❖ Member directed programs and services providing high quality sources for insurance company operational needs and meaningful education, networking, and knowledge sharing.

NAMIC Shared Values and Beliefs

- ❖ **Mutuality**
- ❖ **Fairness and opportunity in governance**
- ❖ **Member involvement**
- ❖ **Member interaction**
- ❖ **Collaboration**
- ❖ **Highly effective Operations**

NAMIC Values Mutuality

- ❖ Mutual insurance is a successful, stable, and policyholder focused company structure that provides distinct perspective and contributions to the insurance marketplace.

NAMIC Values fairness and opportunity in governance

- ❖ NAMIC boards and committees are open to and composed of individuals from companies that represent the diversity of the association. There are no permanent seats on any association committee or board; every regular company member has an equal voice.

NAMIC Values

Member Involvement

- ❖ The insurance industry and this association can achieve their potential only with the active involvement of ethical, competent, and committed volunteers.
- ❖ Congressional Contact Program = CCP

Ohio



NAMIC®

NAMIC Values

Member Interaction

- ❖ Member company staffs build mutually beneficial long-term relationships through knowledge sharing and common experience.

NAMIC Values Collaboration

- ❖ Whenever possible, the association seeks to work with industry organizations and others to achieve common goals.

NAMIC Values

Highly Effective Operations

- ❖ The combination of a high quality staff, proven technology, an issue oriented approach to advocacy, and a core/value added operating philosophy providing leadership in association value to our membership.



Why is this
important?

Challenge

“Everyone hungers for leadership. And really, it is a hunger. They want so much to be able to respect and feel trust in their...leaders. Everyone hungers for someone strong, honest, and capable – as big as the moment.”

Peggy Noonan-Wall Street Journal article titled
“Once Upon a Time in America – a troubled nation needs a real leader”
September 30, 2011

NAMIC Vision

- ❖ Providing positive contributions to our society through a financially sound, competitive, and ethical insurance industry.

The difference is in the experienceSM

public policy | advocacy | education | networking | insurance | services



Thank You!



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NATIONAL ASSOCIATION OF MUTUAL INSURANCE COMPANIES

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