



INSURANCE DIVERSITY INITIATIVE NEWSLETTER

Email us at
Diversity@insurance.ca.gov
about any events or updates you'd
like to share with the Initiative and
our stakeholders!

Deadline for submissions is the
25th of every month.

MARCH 2017

- Insurance Supplier Diversity Success Stories
 - Meet Brian & Pamela
 - We Want to Hear from You
- Save the Date - 6th Annual Insurance Diversity Summit
- Upcoming: Insurance Diversity Task Force
 - 2nd Quarterly Meeting May 31, 2017
- Diversity Events Calendar



Insurance Supplier Diversity Success Stories: Meet Brian & Pamela



Do You Have an Insurance Supplier Diversity Success Story? We Want to Hear from You

Whether you've successfully completed a contract and received final payment or you're still in the process of negotiating your very first insurer RFP/RFQ, let us know. We know some of those contracts out there are on a 3- or 5-year renewal contracting cycle, while others are quick one off contract bids. Each step along the way towards securing any insurer business for your company is a measure of success. We want to be able to share all successes like Brian's and Pamela's.

We want to hear from you, if:

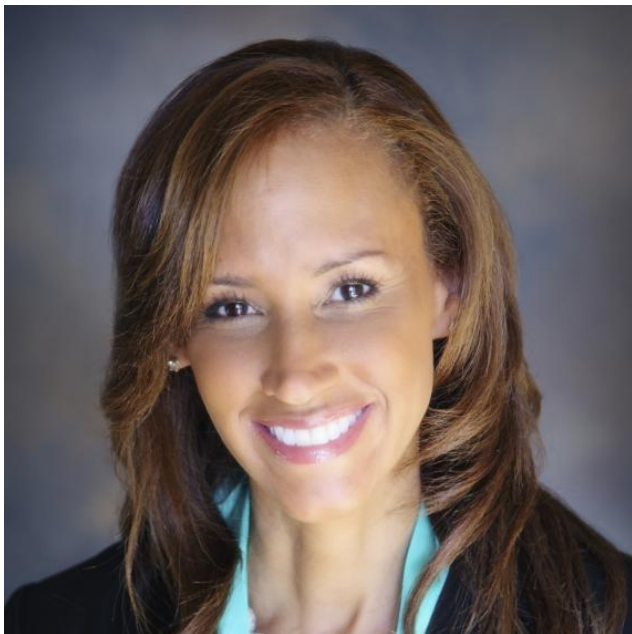
- You've attended one of our annual summits and/or participated in our business matchmaking sessions.
- You've attended or participated in one of our public Quarterly Task Force Meetings.

• Speak directly with one of our Insurance Diversity



Brian Campbell, Managing Partner
www.BCUrban.com

"Our company recently was retained by Blue Shield of California to assist with a multi-million dollar facility transaction in the San Fernando Valley. It was one of the largest area real estate leases of the year. This chance to demonstrate our best-in-class capabilities was the direct result of the CDI's efforts to expand DVBE opportunities throughout California's vast private-sector insurance market." **-Brian Campbell**



Pamela Isom, President & CEO
www.GetICE.com

"There is a quote which reads, 'There are those

- Spoke directly with one of our Insurance Diversity staff or task force members regarding contracting with insurers.

Take a quick moment to fill out our survey <https://www.surveymonkey.com/r/388MZ69> or contact us directly at diversity@insurance.ca.gov.

6th Annual Insurance Diversity Summit

Save the Date



6th Annual Insurance Diversity Summit
Tuesday, November 28, 2017
California State University, Sacramento
Sacramento, CA 95819

More Details to Follow

Insurance Diversity Task Force

Upcoming: 2nd Quarterly Task Force Meeting
Wednesday, May 31, 2017
10 AM - 12 PM

California Department of Insurance
300 Capitol Mall - 17th Floor
Sacramento, CA 95814

Video conferencing is available from the CDI offices located in San Francisco and Los Angeles. You may also join us via teleconference.

More Details to Follow



Insurance Diversity Task Force

Pictured L-R: Melanie Shelby (Chair); Sal Peinado, Jr.; Cathy Schwamberger; Michael Keeley; Randolph Sinnott; Melinda Guzman; Mark Morales; Pat Fong

Kushida; Robin Billups; Danielle Beavers.

who dream success, and those who wake up and work hard at it.' This is the quote which comes to mind when I think about the Insurance Diversity Managers. The Diversity Managers from AllState/Esurance, CSAA, Blue Shield and State Farm are incredibly committed to engaging diverse suppliers long before AB 53. The advantage of AB 53 for my firm, is it enabled the insurance industries to mentor and target companies like mine to grow and develop our service offering for a new industry group.

Our biggest and proudest moment is with AllState/Esurance. Though AllState is based in Chicago, IL, the Diversity Manager, Margaret Klingsport, traveled consistently to California to source CA Diverse Suppliers for AllState's Supply Chain. Through six to ten networking & matchmaking meetings, AllState was able to learn about the safety training, products and services we offer to mitigate injury, illness and loss of life. Each time a RFP opportunity would arise, AllState would always invite ICE Safety Solutions to bid. Though we did not win the first bid presented, it was a HUGE win to be invited to bid by a Chicago-based corporation. Finally, after 2-years, we were invited to bid on a Cardiopulmonary Resuscitation (CPR) and Automated External Defibrillator (AED) training RFP and we WON!

Being a California based Minority/Woman Business Enterprise and having the honor to provide Scope of Work for a Chicago-based insurance company like AllState is a DREAM COME TRUE. Without AllState's patience, persistence and passion for exceeding the requirements of AB 53 and their longstanding Supplier Diversity Program, we would never had the opportunity to bid and proudly serve the top insurance companies in the US!" **-Pamela Isom**

Not Pictured: Ramon Jones; Janice Brown; Craig Holden; Linda Akutagawa (Vice-Chair); Scott Syphax.

Interested in serving on a board or committee?
Visit our [Boards and Committees](#) web page for more information on how to do so!



Diversity Events Calendar

March

- [Pacific Southwest Minority Supplier Development Council \(PSMSDC\)](#)
March 7, 2017
Sacramento, CA

To submit a request for your Supplier Diversity or Governing Board Diversity-related event added to our calendar or to see upcoming events, please visit our [events calendar](#)

INSURANCE DIVERSITY INITIATIVE
Office of Insurance Commissioner Dave Jones
California Department of Insurance
(916) 492-3623
www.insurance.ca.gov/Diversity

STAY CONNECTED



