



## 2016 Region V Conference Book Your Hotel Room Now!!

# RIDE THE WAVES AND GO ALL IN

2016 IAIP Region V Conference  
will be here before you know it!

**Registration for the conference is available  
on the IAIP Natl website.**

Here is what we have planned for you so far:

**Full registration/Early Bird (postmarked by 2/15/16) \$195**  
**Full registration (postmarked by 3/8/16) \$200**  
**Late registration (postmarked after 3/9/16) \$225**

### Thursday Night

State Dinners (**cost not included in registration**)

Leadership Training, CWC Practice, Committee Meetings, Hospitality Room Open!

### Friday

Yoga Fit Class or Outdoor walking trails (weather permitting)

Four CLP Classes – Diversity, Self-Leadership, Motivation Training, and Accounting Skills for Supervisors (all classes included in registration, Student Guides are *not* included in registration - order through IAIP website - \$20 per CLP class)

3 Hour CE Class – Ethics for the Insurance Professional

Additional Classes – Communicating Using All That You Have, Lake Delton – the Draining and Refilling of the Lake; Homeland Security – Trends, Tactics and Protective Measures – See Something, Say Something and Active Shooter – Workplace Violence; Business Meeting/CWC Speak Off

Keynote Speaker – Roger Seip

Vendor Area

Dinner

Mix and Mingle

### Saturday

Yoga Fit Class or Outdoor walking trails (weather permitting)

Business Meeting with Keynote Speaker – Brian Udermann, Ph.D.

Lunch/Awards – End of Conference

FREE TIME TO ENJOY THE WATERPARKS WITH YOUR FAMILIES!

You can reserve your hotel room now. To book your hotel room, you will need to call **1.800.867.9453** and give them the **Group Name of IAIP 2016 Regional Conference and Group Number 478315**. **Additional dates if needed are subject to availability.**

**NOTE THAT THE CUTOFF DATE FOR ROOM RESERVATIONS IS MARCH 8, 2016.**

### Room Options

DQC (double queen with sofa sleeper – max. occ. 6)

2 BR Suite (two bedrooms, 1½ baths, full kitchen, living room w/Murphy bed, dining area – max. occ. 7)

Bring your families so they can experience Wisconsin Dells, the Waterpark Capital of the World!

If you have any questions, please let us know.

Marlys Maciona [mmaciona@robertsonryan.com](mailto:mmaciona@robertsonryan.com) or Cindie Pitz, [cindiepitz@hotmail.com](mailto:cindiepitz@hotmail.com)



**REGION V Conference**  
**Ride the Waves and Go All In**  
 April 7-9  
 Hosted by Wisconsin Council  
 Glacier Canyon Lodge at the Wilderness

## Registration Information

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_

Badge name if different: \_\_\_\_\_

Employer: \_\_\_\_\_ Job Title: \_\_\_\_\_

Local Association: \_\_\_\_\_ Designations: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

Phone Number \_\_\_\_\_

Preferred E-mail address: \_\_\_\_\_

IAIP Member Since: \_\_\_\_\_ Emergency contact name & number: \_\_\_\_\_

**Early Bird Registration**  
*postmarked by 2-15-16* \_\_\_\_\_ \$195

**Standard Registration**  
*postmarked by 3-8-16* \_\_\_\_\_ \$200

**Late Registration**  
*postmarked after 3-8-16* \_\_\_\_\_ \$225

**Friday Only Registration:** *includes CE/Education, Business Meeting, including Breakfast* \_\_\_\_\_ \$100

**Guest(s) for Friday Dinner:**  
 List Name(s): \_\_\_\_\_ \$35pp

**Guest(s) for Saturday's Awards Luncheon:**  
 List Name(s): \_\_\_\_\_ \$25pp

**TOTAL ENCLOSED:** \_\_\_\_\_

\*Full Registration includes all conference events, meals, education sessions, Hospitality on Thursday.  
 STATE DINNERS AND CLP COURSE GUIDES ARE THE RESPONSIBILITY OF ATTENDEE.  
 Indicate any special dietary needs/ADA Accommodations.  
 No Refunds will be made after March 8, 2016.

## Member Ribbons *(Circle those that apply)*

Delegate	Alternate Delegate	First Time Attendee	Current RVP	RVP Assistant
Speaker	Past Regional Officer	ISFA	Council Director	Council Director-Elect
YNP	Past National Officer	DAE	Local President	Member at Large
CLP	CWC	National Officer	Past Council Director	CIIP/CPIW/CPIM
Guest	25+ year Member			

## Payment Information

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Please make checks payable to: Wisconsin Council of NAIW Fund. A receipt/confirmation will be **e-mailed** to you. Any questions on registration, please call Janine Prusow at 414-491-9955. Mail registration form, education choices and payment to:

Mary Kohn  
11015 County Rd G  
Reedsville, WI 54230

## Community Service Information

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Region V will be conducting a Charity Collection during our Conference. We will be collecting Pens, Pencils, Glue Sticks, Poster Boards, Folders, Crayons, Binders, Facial Tissue, Paper Towels & any promotional items that can be used as incentive prizes for students (examples: trinkets, toys, clothing items, hair items, coloring books). Any financial donation will be greatly appreciated in order to upgrade their playground equipment.

Cash/Check donations (*payable to Lake Delton Elementary School*) can be sent to:

Lake Delton Elementary School  
Attention: Heather McLaughlin  
20 W Delavan Rd  
PO Box 280  
Lake Delton WI 53940

## Keynote Speakers

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Friday: Roger Seip, Bestselling Author, Train Your Brain for Success  
[www.freedomdevelopment.com/speaker/roger-seip/](http://www.freedomdevelopment.com/speaker/roger-seip/)

Saturday: Brian Udermann, Ph.D – It is OK to Laugh at Work  
[www.wasmomwrong.com](http://www.wasmomwrong.com)



Room Reservations – Book your room by calling 800-867-9453

Group #478315

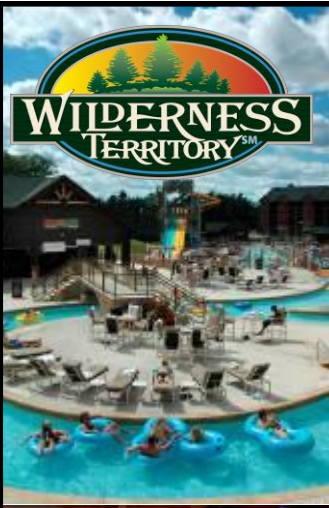
See separate room flier on IAIP website.

*Disclaimer Notice: IAIP Reserves the right to use convention photos of activities and attendees in IAIP marketing materials and on the IAIP website.*

**Students must order their CLP Course Guides from the IAIP website prior to attending. Select your education session choices on the next page and return with your registration and payment.**

# EDUCATION SESSIONS

Select this option	Time	Session title	Presented by	Description
	8:00 AM - 9:00 AM	The Draining & Refilling of Lake Delton	Tom Diehl, Owner of Tommy Bartlett Inc., Lake Delton Village Board Member	On June 9, 2008, after torrential rains, Lake Delton breaks through its banks and completely drains into the Wisconsin River in less than three hours. Hear about the impact it had on the community and businesses affected.
	8:00 AM - 10:00 AM	CLP: Motivation Training, Module 4	Presented by Tracy Oestreich, CIC, CPIA, AU, CPIW - Kettle Moraine Insurance Professionals, Insurance Producer, Past Wisconsin PIA President	Create a dynamic, loyal, and energized workplace by understanding what employees want and giving them a starting point for creating champions.
	8:00 AM - 10:00 AM	CLP: Diversity, Module 3	Jen Weiterman, AIC, AIS, IAWCA, CIIP, Kettle Moraine Insurance Professionals, Sr. Workers Comp Claims, Acuity Insurance	Understand how to make diverse individuals work as a team and how failing to embrace diversity can also have serious legal costs for corporations.
	8:00 AM - 9:00 AM	Trends, Tactics and Protective Measures	Timothy Weller, DHS Protective Security Advisor, Wisconsin, Homeland Security	See Something, Say Something, and Suspicious Activity Reporting - Gives a small history of how incidents are used to cause disruptions to our way of life and what are some of the security measures that are available to protect our people and facilities.
	9:00 AM - 10:00 AM	Active Shooter	Timothy Weller, DHS Protective Security Advisor, Wisconsin, Homeland Security	Using the Run-Hide-Fight method to educate both public and private sectors in options that can be used to manage an active shooter situation. Discussion will also cover violence in the workplace.
	9:00 AM - Noon	CE-Approved Ethics (3) Ethics for the Insurance Professional	Presented by Jenny Olson, Marketing Representative, Paul Davis Restoration & Remodeling. <i>Filed for CE in WI, IL, IA, ND, SD &amp; MO (MN - Pending)</i>	Ethics for the insurance Professional will serve as an introduction to issues dealing with ethics. In a group activity, participants will be challenged to reflect upon their individual values and how they relate to work environments and society. This is an interactive course where attendees are encouraged to share and learn more about their values.
	10:00 AM - Noon	CLP: Self Leadership, Module 4	Presented by Tish Riley, CIIP, DAE, CLP, Tri-Valley Insurance Professionals, IAIP President-Elect	Internalize the four pillars of self-leadership and make meaningful, empowered choices while taking action to get where you want to go.
	10:00 AM - Noon	CLP: Accounting Skills for Supervisors, Module 2	Jen Weiterman, AIC, AIS, CPII, IAWCA, Kettle Moraine Insurance Professionals, Sr. Workers Comp Claim Representative, Acuity Insurance	Understand accounting terms like depreciation, cash flow, balance sheet, and budgets. Learn how they are important concepts if you are going to succeed in today's business world.
	10:00 AM - Noon	Communicating with All You Have	Marcia Tepp, ARM, AIAF, ARP, CPCU, CPIW Mid Wisconsin Insurance Association, Past IAIP National President, Adjunct Instructor at UW-Stevens Point	Realizing your strengths and all options in your "toolbox" to communicate more effectively.



Wilderness Hotel & Golf Resort  
 511 East Adams Street  
 Wisconsin Dells, WI 53965

Reservations  
 1-800-867-9453

# International Association of Insurance Professionals

A limited number of rooms have been reserved at [Glacier Canyon Lodge](#)

Room Type	Date(s) Available	Nightly Rate*
DQC (Standard)	April 7-9, 2016	\$129.99 /night
2 Bedrm Suite	April 7, 2016	\$174.99/night
	April 8 & 9, 2016	\$204.99/night

The cut-off date to book your room is: **March 8, 2016**

**\*Rates are not guaranteed for reservations past the above cut-off date or in the event the block fills prior to the cut-off date.**

**PLEASE NOTE:**

- One nights deposit is due at the time of reservation for each room.
- Check in is at 4:00 pm - Check out at 11:00 am.
- Credit Card Verification & Photo ID required at check-in.
- All of our rooms are non-smoking.
- The Resort has a no pet policy.
- All guest rooms are subject to a \$12.95 nightly Resort Fee and an 11.75% Room Tax
- Room rates are quoted for up to 4 people in a standard room, each additional person beyond 4 will result in a charge up to \$20 per person/per night.
- Every effort has been made to book your rooms as close together as possible. The location of rooms blocked will be effected by the room style(s) requested and availability. A sleeping room block does not guarantee the sleeping rooms will be next door to each other. The Wilderness Resort reserves the right to make room changes prior to your arrival date, as needed.
- Security Deposit is required for all Cabin Rentals.
- There is limited housekeeping service on all Villa, Condo, Cabin & Retreat Rentals.
- Reservations canceled 72-hours prior to the arrival date will be charged a \$20 fee. Cancellations within 72 hours pay for the entire room rate. Condos, Cabins & Villas are subject to a 14 day cancellation policy with a \$30 cancellation fee.
- Any coupons, discounts, special rates, packages, or any other individual offers will not apply. Group rates may not be altered after original booking, regardless of hotel specials.

## To Book Your Reservation Today

**Call 1.800.867.9453**

**Group Name: IAIP 2016 Regional Conference**

**Group Number: 478315**

