Time to select the education sessions for the 2014 Annual Convention.

Executive Committee's Monthly Message

Do You Want to Improve Your Marketable Skills?

Boy do we have a plan for YOU! Make sure you are at the International Convention in San Diego in June. Our convention planning team put together three “whiz bang” tracks to boost all aspects of your career. From topics on industry courses and trends, to developing your management skills, to enhancing your leadership proficiencies, you will be amazed at all the educational opportunities that are included with your convention registration.

This is just a short “teaser” to show you the types of educational courses we will be offering:

TRACK #1 – Industry Topics – Education courses for insurance professionals in all areas of the industry are offered in this track. Some of the topics that will be covered in these sessions include fraud, ethics, conflict resolution and fire remediation with a variety of the courses approved for CE credit.

TRACK #2 – Career Development – Take your career to the next level with developing your leadership and professional skills. This track includes two courses from the Certified Leadership Program along with one of the brand new Career Development courses offered by Insurance Professionals.

TRACK #3 – Association Management – This track is designed to provide comprehensive training in managing the local associations, councils and regions. Attendees will gain tools to develop strategies to be more successful in membership, networking, meeting planning and volunteer leadership. Learn from association management experts and take advantage of the opportunities for peer-to-peer interactions. This information will be transferable to other aspects of your involvement with other groups as well as your job responsibilities.

The complete list of courses is available now! Register today! If you have already completed your registration you will need to revisit your registration to sign up for your courses. View the instructions to modify your event registration and select your sessions.

Don’t miss the opportunity to participate in as many of the courses as you can work into your schedule. Education and networking, with your fellow participants, will definitely show you how Insurance Professionals is “Connecting Members” and “Building Careers”.

We’ll see you in San Diego.

Connecting Members. Building Careers.

Jane, roz, Debbi and Tish

Management Updates

New Team Members Joining IAIP

I am pleased to announce that two new team members will soon be joining Meeting Expectations to support the International Association of Insurance Professionals.

Betsey Blimline – Director of Marketing

Betsey Blimline will be starting on April 7th as the Director of Marketing. She will be working in the...
Betsey Blimline will be starting on April 7th as the Director of Marketing. She will be working in the office in Atlanta, GA.

Betsey has strong marketing experience in both the corporate and non-profit areas. She handled scheduling for all marketing materials, press checks, creative direction, graphic design and project database maintenance for a financial services company. Her most recent position was Director of Development and Marketing for Atlanta Pet Rescue & Adoption where she was responsible for the annual report, marketing plans and budgets, membership and sponsorship programs, direct mail campaigns, website design and maintenance and fundraising events.

Betsey received her Bachelor’s degree in Marketing Communications from Lander University in Greenwood, SC.

Rebecca Clusserath – Director of Education
Rebecca Clusserath will be starting on April 21st as the Director of Education. She will be working in the office in Atlanta, GA.

Rebecca has strong experience in the adult academic environment having served most recently as the Corporate and Community Education Program Director at Spartanburg Community College. She was responsible for program planning and development, conducting informational sessions, recruiting instructors and developing educational marketing strategies. Prior to her position at the Spartanburg Community College, Rebecca served as the Director of Continuing Education for the Sherman College of Chiropractic. In this position, Rebecca managed all aspects of continuing education programs including keeping current on state board policies and procedures, supporting new graduates on state board requirements and directing the college’s annual conferences.

She is a member of the American Society of Training and Development and received her Bachelor’s degree in Psychology from Washington State University in Pullman, WA.

Please join me in welcoming Betsey and Rebecca to the team. Their contact information will be available on the website upon their respective start dates.

Beth Chitnis
IAIP Executive Director

Messages from the Board of Directors

Watch your Inbox for your Membership Renewal Notice

Beginning next week, membership renewal notices will be sent via email. You will be able to access and pay your renewal application online or print an invoice if you need to submit to your employer. Renew your membership to continue receiving indispensable benefits and maintain your connection to the Insurance Professionals community. THANK YOU for your renewed support!

2012-2013 Annual Report

The 2012-2013 Annual Report is now available.

Save the Date for Meet the Candidate

There is one candidate for the position of IAIP Secretary: Linda Luka CPCU, CISR, CIIP, AINS, AAI, AIS, DAE. In March, the Nominating Committee conducted virtual interviews with Linda and the Spring 2014 issue of Today's Insurance Professionals contains an article from Linda. Meet the Candidate will occur virtually on Thursday, May 15. Save the date! All the details for the Meet the Candidate session will be announced in the May issue of Connections.

2014 Convention Updates

Connecting Members and Building Careers at the 73rd Annual Convention

Education Sessions Now Available
The education sessions are now available for selection. If you have
already registered, you can modify your registration to select the sessions you would like to attend. View the instructions to modify your event registration.

Conventional Delegates
If you are attending the annual convention as a delegate for your local Association, it is time to complete the Certification & Credentials of Delegate(s) form. Completed forms should be submitted to the 2014 International Credentials Chairman, Florence Nagy. Florence's email address is included on the form. Please send a copy of completed form to Florence prior to the convention or register on site. The original copy of the form needs to be presented on site at the convention.

Convention Volunteers
There is still time to volunteer to assist on a committee at the convention in June. Service opportunities include Registration, Tellers, Credentials, CWC, Pages, Workshop Moderators, Timekeepers, Minutes Approval and Twitterati. Margaret Wildi is coordinating assignment of volunteers and will be contacting committee chairs regarding their volunteer members after April 15. Complete the Convention Volunteer Interest form today.

TIP Magazine Updates
Submit Your News for "The Last Line" in Today's Insurance Professionals

We want to hear from you! Have you had a recent job promotion? Do you have news from your local association you want to share? Do you want to discuss new insurance industry trends? Do you have a great photo from your local association meeting that you want to share? If so, here's your chance!

The newly-created last page of Today's Insurance Professionals magazine -- now named "The Last Line" -- will allow members to communicate their own news with other members.

Visit “The Last Line” submission form to submit your news for consideration. Deadline for submission for the summer issue is April 1st.

Education Announcements
New CLP Ethics Course is DAE Qualifier

The ethics requirement on the Diversified Advanced Education (DAE) application has been modified to include completion of the “Business Ethics for the Office” course in the CLP module. This qualifier course joins the existing IAIP courses: 4-hour “Professional Ethics - Not Just For Agents” and 1-hour “Making a Difference: Ethics”. Choose which one works best for you to meet the ethics requirements.

Check out the new DAE application to understand the various aspects of obtaining this premier designation.

FIT Insurance Professionals
Five Tips to Help Manage Stress

Stress occurs when you perceive that demands placed on you — such as work, school or relationships — exceed your ability to cope. Some stress can be beneficial at times, producing a boost that provides the drive and energy to help people get through situations like exams or work deadlines. However, an extreme amount of stress can have health consequences, affecting the
immune, cardiovascular and neuroendocrine and central nervous systems, and take a severe emotional toll.

Untreated chronic stress can result in serious health conditions including anxiety, insomnia, muscle pain, high blood pressure and a weakened immune system. Research shows that stress can contribute to the development of major illnesses, such as heart disease, depression and obesity.

But by finding positive, healthy ways to manage stress as it occurs, many of these negative health consequences can be reduced. Everyone is different, and so are the ways they choose to manage their stress. Some people prefer pursuing hobbies such as gardening, playing music and creating art, while others find relief in more solitary activities: meditation, yoga and walking.

Here are five healthy techniques that psychological research has shown to help reduce stress in the short- and long-term.

**Take a break from the stressor.** It may seem difficult to get away from a big work project, a crying baby or a growing credit card bill. But when you give yourself permission to step away from it, you let yourself have time to do something else, which can help you have a new perspective or practice techniques to feel less overwhelmed. It’s important to not avoid your stress (those bills have to be paid sometime), but even just 20-minutes to take care of yourself is helpful.

**Exercise.** The research keeps growing — exercise benefits your mind just as well as your body. We keep hearing about the long-term benefits of a regular exercise routine. But even a 20-minute walk, run, swim or dance session in the midst of a stressful time can give an immediate effect that can last for several hours.

**Smile and laugh.** Our brains are interconnected with our emotions and facial expressions. When people are stressed, they often hold a lot of the stress in their face. So laughs or smiles can help relieve some of that tension and improve the situation.

**Get social support.** Call a friend, send an email. When you share your concerns or feelings with another person, it does help relieve stress. But it’s important that the person whom you talk to is someone whom you trust and whom you feel can understand and validate you. If your family is a stressor, for example, it may not alleviate your stress if you share your works woes with one of them.

**Meditate.** Meditation and mindful prayer help the mind and body to relax and focus. Mindfulness can help people see new perspectives, develop self-compassion and forgiveness. When practicing a form of mindfulness, people can release emotions that may have been causing the body physical stress. Much like exercise, research has shown that even meditating briefly can reap immediate benefits.

*Obtained from the American Psychological Association*