

THE CONNECTIONS

MEMBER NEWSLETTER



October 2017

We have all read article upon article about insurance companies that either failed, merged or grown. Have you ever read between the lines and wondered how the employees are affected by these changes? The insurance industry is in constant change. But it's the people that don't get considered in all this change. How do they feel? How are they coping? What are their concerns?

Most recently for me, Nationwide and Harleysville Insurance companies merged together. I have been through the INA/CIGNA dilemma, an agency buyout, and even a reorganization of a small regional insurance company, Cumberland Insurance Group. That's a great deal of change, but this latest one seems to have affected me the most. After 42 years in the industry I am feeling more vulnerable with this change.

All change is healthy in one way or another, but the older I get the harder it is for me. When I was in my twenties when INA and Connecticut General got together. I was so excited. I thought I would have so many more opportunities, so many more people to meet and so many more things to learn! In my forties the reorganization of Cumberland brought a different feeling. Will I keep my job? Will I be able to continue to contribute positively to the bottom line? Now going into my sixties I feel this change has a bit of both the other feelings, more people to meet, more technology to learn and will they still want and need this old gal?

This week, Nationwide closed the office I have been working in for the last nine years. When I got home and set up my new "home-based office" a new kind of feeling came over me. I'm still scared of the change, but I knew my fellow Nationwide colleagues were out there for me; and I will be able to work at home. No more hour-and-a-half drive in the morning and night. I'm very excited for this next chapter in my career. I feel that, while it's another change, the company thought about the people behind the change. The company is willing to give its people a chance using "alternative work options". This made me feel like they took the time to think of the people behind the merger and considered them in the planning.

I feel change is healthy. But when the people are factored into the process, the change is much easier to accept. Thank you, Nationwide, for not only being on your members' side; but for being on the associates side as well. Nationwide is on my side!

Mary Corvaia, AU, CPIW
Region I Vice President

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Attention Employers!

Spread the word to your employer about how [a partnership with IAIP](#) can help build their business! Does your employer know IAIP members represent an abundance of new business opportunities? We are the perfect target audience for so many of our members' employers and vendors! Help out your employer by offering them the opportunity to grow their business by connecting with thousands of IAIP members, who represent leaders in the industry.

All you have to do is simply email them an [IAIP Corporate Partnership](#) Proposal. We even have a sample email created to help you get started:

Dear <employer/manager contact name>,
As an active and engaged member of the International Association of Insurance Professionals (IAIP), I wanted to share with you a mutually beneficial partnership program that we offer. Not only is our partnership program an opportunity for brand awareness and direct marketing, a partnership with IAIP is an investment in the professional development of your employees and in the insurance and risk management industry.

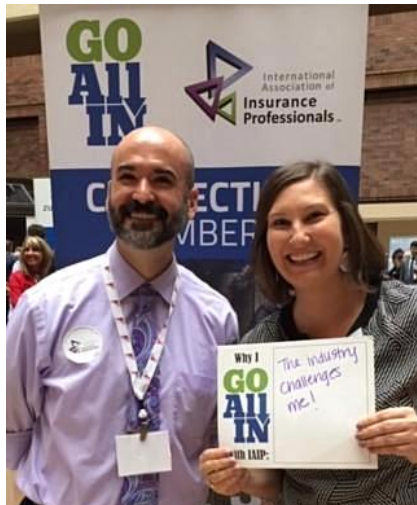
Our corporate partnership program provides unique opportunities for businesses to connect with thousands of industry leaders. Our members represent an abundance of new business opportunities. Please review the Corporate Partnership proposal and I will be in touch next week to follow up with you. If you have any questions before then, please don't hesitate to let me know.

Thank you for supporting my membership in IAIP and the opportunities this has allowed me for my own professional development. [or something like this to say thanks...]

Thanks,
<your name>
<your contact info>

IAIP + Gamma Iota Sigma

Last week, IAIP attended the [Gamma Iota Sigma](#) (GIS) International Convention in Dallas, TX alongside over 600 students and faculty from across the country. At the conference, Danny Douglas (Region V, Local President Insurance Association of the Ozarks) lead an educational session *The Art of the Sale* highlighting 6-part our Selling Essentials series, and we participated in a tradeshow in conjunction with leading insurance companies and associations such as CAS, RIMS, The Institutes and The National Alliance.



We attended association and faculty round tables where Amanda Hammerli, Director of Membership presented IAIP's Student Member Task Force's effort to increase student engagement over the last year. In addition to the round tables, Amanda and Danny greeted hundreds of students and faculty at the IAIP booth with information about membership and designations and appreciated the opportunity to hear firsthand from the students. The future is bright for insurance as the next generation gets ready to step into the work place, and do their part for the industry.

The Student Member Task Force would like to encourage you to do your part and find opportunities to invite the next generation to your meetings, sign up to speak at a [GIS event](#) or volunteer on the task force. The students are eager to spend time with industry leaders like you and gain firsthand knowledge from trail blazers who can give real life examples about what it truly means to serve our clients.

Change is coming, the next generation is ready! It's our job to set them up for success and lead the way. When it's our turn to step aside, we can take pride in knowing, we left the industry better than we found it.

If you'd like to volunteer on the Student Member Task Force, or find out more

CORPORATE PARTNERS

► GOLD



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Upcoming Events

Mark your calendars for the following important upcoming events:

October 18, 2017
Personal Auto

about contacting a GIS local chapter at a university near you, please contact the Task Force Chair [Chelle Carey](#).

[2017 Council Meetings](#)

[SEE THE COMPLETE
CALENDAR](#)

Legacy Foundation Grant Deadline

Take advantage of the Grants available from the NAIW Legacy Foundation and [apply today](#).

The Legacy Foundation Grants are available for local associations, councils and regions to fund education-related programs and projects benefiting the insurance industry. Applications are due **October 15** with decisions announced by November 15.

THE LEGACY FOUNDATION

The philanthropic arm of IAIP, best known for providing insurance education, skills enhancement & leadership development.

Who should apply?

- * Hosts for the 2018 Regional Conferences
- * Hosts for the 2018 Council Meetings
- * Local Associations hosting a program/initiative after November 15, 2017

The submission process has changed slightly. First complete the entire application and then submit your application via the [online submission form](#). A short "[how to](#)" [video](#) is also available with tips and tricks for submitting a successful application.

Looking for inspiration for your grant application? Learn more about the [2016-2017 Grant recipients](#) as they share their successes.

Award Application Deadline

Award applications are due on **November 15** to your [Regional Vice President](#). Award [applications](#) are first reviewed at the Regional level. The regional winners compete for the International award to be announced at the 2018 International Convention in St. Louis, Missouri June 7-9, 2018.

Here is what some of our 2017 winners have to say about [IAIP Awards](#):

"Winning IAIP's Insurance Professional of the Year award has inspired me to keep pursuing my professional education and be an industry role model and mentor. To be selected from such a large group of qualified individuals is inspirational and rewarding. Belonging to IAIP has provided me with opportunities to positively impact my industry and community through professional services, industry alliances, leadership opportunities, community action and career enhancement."

Alison Holmes, AIS, AINS, CISR, CPIW, DAE, CLP
ICW Group Insurance Companies



"I was thrilled to be the winner of IAIP's Professional Underwriter of the year award. Being an underwriter requires some important qualities or skills. We must have analytical, decision making, interpersonal, detail and math skills. These skills must be constantly updated so we can make the best decision for our clients and, of course, for our company. Winning Professional Underwriter of

Linda's Corner



Bookmark IAIP President, Linda Luka's blog to enjoy a variety of topics as broad-reaching as Hurricane Harvey to more personal thoughts about what volunteerism means to her.

ARE YOU COVERED?



Are you covered with the latest industry news and current events?

[Property Casualty 360](#)

[Insurance Journal](#)

[Insurance News Net](#)

[Daily Finance](#)

[Claims Journal](#)

[Insurance Information
Institute](#)

[Life Health Pro](#)

[A.M Best](#)

[American Marketing
Association](#)

the Year confirmed that the continuing education courses, the seminars, and my company's courses have kept me at the top of my game and earned me respect from my peers."

Sharyn M. Clark, AU, CPIW

Travelers Insurance Co.

"IAIP's CWC allowed me to gain confidence in speaking up, helped me grow as a professional, expand as an agency owner, and confidently take on responsibilities on the local, Council and Regional level. I even became a Certified Instructor. When I heard my name called as the CWC Speak-Off winner, I felt personal satisfaction and great confidence that I had done my part to get the important message of owning and controlling life insurance out. I appreciate IAIP's CWC program and the training it provided me to have confidence while communicating."



Gere Parhm, LUTCF, CPIW

Parhm and Associates

"Being IAIP's International Client Service Professional of the Year was, above all, an unexpected honor. I would hope that seeing a girl from small town in South Dakota win the award would inspire others who maybe wouldn't consider applying otherwise, to do so. Quality nominees and ultimate award winners come from all walks of life in the insurance world and are worthy of submitting an application."

Jodi L. Tjeerdsma, AAI, AFSB, AIC, AIM, AIS, ARM, AU, CIC,

CPCU, CPIW, CRIS, CRM, DAE, RPLU, SCLA

Holmes, Murphy and Associates, LLC

Call for Proposals

There is still time to submit your education session proposal for the 77th Annual Convention! We are seeking proposals for our three education tracks - Career Development, Association Leadership and Industry Trends. The convention is scheduled for June 7-9, 2018 in St. Louis, MO. Proposals will be accepted through October 13, 2017.

#IAIP2018
IAIP CONVENTION
CALL FOR SESSION PROPOSALS



The event delivers premier education, business and networking opportunities to insurance professionals from around the country. Professionals in attendance include employees of both agencies and companies. Learn more and [submit your education session proposal today.](#)

Education Updates

October eLearning:

Personal Auto

Distracted driving is happening more than ever causing an increase in accidents and claims, and driving higher costs. Accidents can be stressful for insureds but it doesn't have to be if your client has the right coverage. It's important that insurance professionals ask the right questions to understand and recommend the best coverage.



Join us as Vikki Angelo, AIC, ITP, CLP presents *Personal Auto*, an I CAN! A Step Above course. The webinar is designed to show the importance of personal automobile insurance and all the coverages that apply.

Date: Wednesday, 10/18

Time: 2:00 PM Eastern

Presented by: Vikki Angelo, AIC, ITP, CLP

IAIP eLearning Track: Industry Trends

The registration fee is \$15 for IAIP members/ \$20 non-members and includes the downloadable student guide. Participants will receive IAIP education credit for DAE and CIIP designations. Pre-registration is required to receive the webinar access link. Learn more and [register today!](#)

IAIP Instructor

Certification Training

What are the characteristics of an effective trainer and how do they capture and hold the attention of their audience? Effective trainers are subject matter experts who:



- Encourage learners to contribute to the group and share experiences
- Respect differences of opinion - key learning can take place when people express different viewpoints and perspectives
- Use a variety of vocal qualities - vary pitch, speaking rate and volume
- Keep listeners interested with humor, stories, insurance examples, questions
- Use "body language" effectively - posture, gestures and facial expressions are natural and meaningful
- Adapt training plans to meet audience needs, time limits
- Receptive to feedback - both informally and through formal surveys
- Continuously work to improve their teaching and training.

With the [IAIP Instructor Certification Training](#) (Train the Trainer) you will gain a practical, how-to overview of what it takes to teach the IAIP Certified Leadership Program, Career Development and I CAN! Series courses. You will learn the basics of adult learning theory, delivery tips and tricks, how to engage your audience, CLP instructor guide review and more! [Train the Trainer](#) is a two-part course consisting of self-study and a webinar recording. Become a [Certified IAIP Instructor](#) for your local, council or region and order the course in the online store today!

This is My IAIP

"After attending my first local meeting in 1989, I joined the Wilmington Association of Insurance Women. Since then, I have held several leadership positions both on the local and state levels as treasurer, secretary and then vice president and president. Each time I took on a new role I was really nervous but honored to be asked. I would have never considered holding a leadership position without the encouragement, mentoring and support from our members."



Brenda P. Webster, CIC, AAI, CISR, CIIP

Towne Insurance

"Shortly after joining IAIP, I was recruited to serve on my local board of directors, and a few months later became secretary. Serving on the board has given me the opportunity to develop my leadership skills, as well as build relationships with other professionals in my local association, region, and across the country. I am always impressed by the knowledge, experience, and willingness to share. I know that I have access to many different types of expertise from a varied group of professionals, on whom I can call anytime. IAIP gives me opportunities to receive mentoring, as well as puts me in a position of being a mentor to others - the best of both worlds!"



Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP

President Elect, Las Vegas Insurance Professionals

Please join us as we celebrate our fellow members' commitment to investing in their careers, and insuring their futures. Share your own reasons why [This is My IAIP!](#)

Officer Candidate and Nominating Committee Application Deadlines

IAIP is looking for members interested in making a difference within the insurance industry and our association. If this is you, take action now and submit an [Officer Candidate Form](#) for a position within IAIP or apply to join the [International or Regional Nominating Committees](#) to assist with preparing for the future of the organization.



International Nominating Committee:

The International Nominating Committee presents the candidate(s) for International Secretary along with the proposed slate for the Legacy Foundation Directors. The [Nominating Committee Application](#) is due to the [IAIP President](#) by **November 15**.

International Secretary: The International Secretary will be elected via an electronic vote prior to the 2018 Convention and serve during the 2018-2019

membership year culminating as President in 2022. The [Candidate Form](#) is due to the [IAIP President](#) by December 1.

Legacy Foundation Directors-At-Large: Two Legacy Foundation Directors-At-Large will be appointed to serve a two year term for the 2018-2020 membership years. The [Candidate Form](#) is due to the [IAIP President](#) by December 1.

Regional Nominating Committee: The [Nominating Committee Application](#) is due to the Regional Vice President of your Region by December 1.

Regional Vice President: The Regional Vice President positions that are available for election at the 2018 Regional Conferences are for Regions II, IV and VI with a two-year term. The [Candidate Form](#) is due to the Regional Vice President of your Region by January 15.

FIT Insurance Professionals

October Step Challenge

At the end the month, email your results to [Katharine Nohr](#).

Please include: your name, local association, region, email, phone number, a list of your daily step totals and how you recorded your steps.

Everyone that participates will receive a small gift, sponsored by Deb Oldfield.



Coming Soon: Recipe Roundup

For the month of December, we are asking that you email us your favorite healthy holiday recipe. With the holidays coming up quickly upon us, we thought this would be fun. We are not judging the recipes and we are not asking for the calories in each serving to be indicated. We are only asking that you submit a "healthy" version of a recipe. Please email it to [Deb Oldfield](#) anytime between now and December 15th.

The following tips may help you make smarter choices while cooking or baking.

Healthier Ways to Follow a Recipe

1. Invest in a good set of non-stick pans and skillets. This will cut down on or eliminate the amount of oil or butter being used.
2. A good substitution for vegetable oil is olive oil, vegetable broth, applesauce, or even some wine.
3. Avoid frying. The better option is to bake or to broil.
4. Eggs are high in protein, Vitamin D, and other minerals. They are also high in cholesterol. When cooking or baking with eggs, if the recipe calls for 2 eggs, keep the yolk of one and toss the other one out. This will cut the cholesterol in half.
5. Dairy product ingredients can be easily substituted. Most dairy products have a low fat version that tastes just as good. Examples are sour cream, milk, and cheese. You will not notice the difference when baking.
6. Try to eliminate or cut down on fatty meats. In soups especially, chicken or ground turkey can be an excellent choice. Want a good burger? Try turkey, lamb, or bison. If you want beef, buy the leanest option.

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