Hello my IPSC/IAIP friends,
I hope you are all making plans to attend our 2019 Council Meeting to be held in lovely Greenville, SC. The incredible members of the Greenville Association of Insurance Professionals and the MALs of the Upstate have been very busy planning a fabulous weekend for us all. We will have inspiring education courses, take care of some business, marvel at the awesome speakers participating in the CWC speak off and enjoy lots of fun and fellowship with our IPSC and IAIP friends. When it’s all over on Saturday afternoon, there is plenty to explore in the Greenville area. Don’t delay! Make your plans today. I truly hope to see each and every one of you in Greenville in September.

Julie R. Wagoner, CISR, CPIW, CIC, DAE
IPSC Council Director

‘SAVE THE DATES - SEPTEMBER 20-21, 2019’
‘INNOVATE TO PRESERVE AND PROSPER’
STATE CONFERENCE 2019 - SEPTEMBER 20-21, 2019
GREENVILLE, SC
HOSTED BY GREENVILLE ASSOC. OF INS. PROFESSIONALS

REGISTRATION INFORMATION

NAME: ___________________________________ BADGE NAME: __________________________

DESIGNATIONS: __________________________ LOCAL ASSN: __________________________

ADDRESS: __________________________________ CITY __________________________ STATE _____ ZIP ________

PHONE __________ FAX __________ EMAIL __________________________

EMPLOYER __________________________ POSITION __________________________

_____ Check here if you prefer not to have your information published in the conference roster

Special Dietary or Physical Needs? Y/N Please Explain __________________

RIBBON INFORMATION

___ Delegate ___ Alt. Delegate ___ IAIP Officer ___ RVP ___ RVP Assistant
___ CPIW/M ___ CIIP ___ DAE ___ CLP ___ Parliamentarian
___ Council Director ___ Local President ___ DAE ___ CLP ___ CWC Contestant
___ Host Assoc. Member ___ Sponsor ___ Guest ___ Exhibitor
___ First Timer ___ Gold Timer 10+State Conf.) ___ Young Professional (Under 40)
___ Past Council Director: ___ Past International President: ___ Past Regional Officer

REGISTRATION FEES

Full Registration include Welcome Party, Saturday breakfast, luncheon, Education and Business Meetings

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<th>REGISTRATION FEES</th>
<th>MEMBERS</th>
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<td>Saturday Luncheon</td>
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HOTEL INFORMATION

Hotel Information: (Deadline 9/1/19) $149
Hilton Greenville
45 W. Orchard Park Drive
Greenville, SC 29615
(844)-236-6123
Reservation


Make Checks Payable to: IPSC CONFERENCE FUND
P. O. Box 252
Roxanne Peden, Treasurer
Fountain Inn., SC 29644

[-Sensitive-]
‘INNOVATE TO PRESERVE AND PROSPER’

Education Offerings
Friday, September 20, 2019

9:00 am – noon  **E & O Road Map to Cyber and Privacy Insurance (3 Hrs CE Credit P&C in South Carolina)**
Instructor: Becky McCormack, CIC, CPCU, AAI, AINS
Vice-President, Independent Insurance Agents and Brokers of South Carolina

☐ Count me in!

8:00 am – noon  **Selling Essentials: Understanding the Sales Cycle**
Understand how to make diverse individuals work as a team and how falling to embrace diversity can also have serious legal costs for corporations.
Presenter: Paula Stubblefield, CIC, CPIW, CISR, AIAM, DAE, CLP
Former South Carolina Council Director

☐ Count me in!

1:00 pm – 4:00 pm  **Ethics (3 Hrs CE credit in South Carolina)**
‘If You don’t Live it You don’t believe it’ Course # 134123
Presenter: Service Master

☐ Count me in!

1:00 pm – 3:00 pm  **CLP Module 3: How to Make Yourself Indispensable**
Indispensable employees are always indispensable, no matter where they go or what they do. That’s because it’s more about attitude than skill set. In this course you will learn how to think and act like an indispensable employee - learning that the key to success is to work smarter, not harder; understanding where to focus your energy to get the greatest return on your efforts; how to take time out to plan and offer solutions for problems and understanding the difference between being proactive and being reactive.
Instructor: Tonya Burris, CPCU, CIC, CIW, AU, ASLI, CPIW, DAE, AINS, AIS

☐ Count me in!
Tentative Schedule

Friday – September 20th

8 am – Noon    Selling Essentials – Understanding the Sales Cycle
9 am – Noon    E & O Road Map to Cyber and Privacy Insurance – 3 hours CE
12 pm – 1 pm   Lunch – on your own
1 pm – 4 pm     Ethics Class “Seeing is Believing” – 3 hours CE
1 pm – 3 pm     CLP – How to Make Yourself Indispensable
12 pm – 5 pm    Tradeshow
3:30 pm – 4:30 pm  Nominating Committee
4:30 pm – 5:00 pm  First Timers/Gold Timers briefing
5:00 pm – 5:30 pm  Delegates Briefing followed by election of MAL Delegate
5:00 pm – 6:00 pm  Open time for other committee meetings
6:30 pm – 9:30 pm  Welcome Party/Cash Bar
9:00 pm – 9:30 pm  CWC Practice (Pages, Timekeepers, CWC Committee, CWC Contestants)

Saturday – September 21st

7:30 am – 9:00 am  Memorial Breakfast
9:00 am – 11:00 am  Closing Business Session
11:00 am – 12:30 pm  Check out
12:30 pm – 2:30 pm  Awards Luncheon

Welcome Party Friday night:
50th ANNIVERSARY OF WOODSTOCK: CELEBRATING 3 DAYS OF PEACE AND MUSIC IN 3 HOURS! – wear your best “Woodstock” attire
SEE YOU IN SEPTEMBER!

‘INNOVATE TO PRESERVE AND PROSPER’
SOME THINGS TO EXPERIENCE IN GREENVILLE
IF YOU STAY THE WEEKEND

**Euphoria**

SEPTEMBER 19 – 22 DOWNTOWN

This highly anticipated weekend-long event includes exclusive tasting events, cooking demonstrations and wine seminars, as well as multi-course dinners and live musical performances. Dedicated to excellence, Euphoria features domestic and international wines, celebrity chefs, master sommeliers, and national recording artists.

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**Little Shop of Horrors**

September 19 - October 6, 2019
Matinees on September 28 and October 5, 2019

LITTLE SHOP OF HORRORS is the comedy rock musical audiences have been requesting for years, and it’s set to kick off Centre Stage’s 2019-2020 season with a bang! When meek floral assistant Seymour Krelbourn stumbles upon a “weird and exotic plant”, he names the peculiar perennial “Audrey II” after his beautiful co-worker, hoping to win her affection. But when the R&B singing carnivore promises him fame, fortune, and love, there’s one catch: keep the blood flowing! Featuring doo-wop and rock and roll style songs like, “Git It”, “Somewhere That’s Green” and “Suddenly Seymour”, this cult classic turned Broadway hit is sure to resonate with thrill seekers and romance fans alike!

[-Sensitive-]
Once again, Southern Cross Underwriters is proud to sponsor the $300 cash drawings for First Timers.

There are a variety of ways to be eligible:

- If you are a first timer in 2019, sign below
- If you were a first timer in 2018 and are returning in 2019, sign below
- If you were a first timer in 2018 and are bringing another first timer to the 2019 meeting with you, sign below
- If you were a first timer in 2018 OR are in 2019 AND have served on any local, state, or regional committee, sign below and have your President or committee chairman document your participation

We will be drawing for three $100 cash prizes Saturday afternoon! You do have to be present to win, so we look forward to seeing you there!

2019 FIRST TIMER

2018 First Timer returning in 2019

2018 First Timer bringing another First Timer to the 2019 meeting (include both names)

Committee Participation (list each one and provide documentation)