



International Association of Insurance Professionals
 2017 Region V Conference
 Hosted by Missouri Council of IAIP

April 6 – 8, 2017
 The Embassy Suites • Kansas City Plaza

Professional Development

Friday, April 7, 2017

8:00 am	9:00 am	10:00 am	11:00 am
CLP– Leadership 101			
CLP– Delegating for Growth		CLP– Adapting Your Leadership Style	
Staying on Top of Your Professional Relevance	Power of One	Getting Unstuck- Creating a Cycle of Progress	Resume Reviews

Leadership Development

Certified Leadership Program- Leadership 101

Presented by Danny Douglas, AINS, AIS, API, ACS, CIIP, ACSR, DAE, CLP

Leadership 101 gives both newly emerging and experienced leaders the tools and techniques for developing and refining their skills. Great leaders know that leadership is as much about guiding employees as it is about taking an active role in the function of their organization as an example and as a communicator. This course will help you to inspire your employees, build trust and confidence in the organization, and improve overall performance. (4 hours)

Certified Leadership Professional– Delegating for Growth

Presented by Angie Sullivan, AIC, CIIP, CLP

Most tasks and projects can be delegated. As a manager, if you find yourself doing the tasks and activities you were promoted from, there's a clear sign of items you should be delegating. This course will help any leader to better understand the purpose of delegation, prepare for and apply the steps to delegating effectively and learn to recover from inevitable mistakes or disappointments.

Certified Leadership Program– Adapting Your Leadership Style

Presented by Dean Besaw, CPCU, AIC, AIS, AINS, CLP, CIIP

It's no new discovery that people learn differently, which is why leaders need to understand how to communicate with each individual employee. In this course, you will assess your personal leadership style and learn to adapt your preferred style to each individual employee for multiple levels of communication, including motivation and feedback.



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Insurance Industry Education

Staying on Top of Your Professional Relevance

Presented by Jill Truitt, SPHR, SHRM-SCJP

Maintaining your professional relevancy in the ever-changing insurance industry can be a challenge. Regardless of whether you are new to insurance or have a long and admired history in insurance, your continued success and opportunities rely on professional relevancy. It requires your attention to many factors.....from changing policy and contract language, to learning new lines of business, to using new tools such as data analytics, to flexibility with software skills, to pursuing continuing education...and more. What are our industry emerging trends and predictions for the near future, and how will your relevancy be impacted? Let's have a "relevant" discussion about these issues.

Resume Review

Presented by Jill Truitt, SPHR, SHRM-SCJP

Jill will be providing in-person, individual resume reviews for attendees of the conference. Signups will be available onsite at the conference.

Professional Development

Power of One

Presented by James Ellis, MBA, DTM

The Power of One is a tutorial on leadership excellence. Business projects and teams work better with the strength of leaders who know and use the techniques discussed in this presentation. This program is one example that mentorship improves working relationships and team efficiency. Individuals are exposed to what makes teams work and how one individual can focus and drive the team toward a task. Though it is not the intent, this presentation prepares a worker for management roles where the effectiveness of the manager is key to business success. Indirectly, following the guidelines of The Power Of One generates a more fulfilling work environment with better staff retention and worker advancement to greater responsibilities.

Getting Unstuck– Your Guide to Create a Cycle of Progress

Presented by Frankie Elder, CHT

Frankie Elder is a Transformation Educator who is most fulfilled by helping others succeed. Her ability to do this with a clear vision and a no-nonsense approach to change is fresh and inspiring. Frankie's passion is to empower her clients with actionable skills that can be applied to many areas of life and most often produce immediate results.