Greetings!
Members that are engaged in IAIP are better equipped to enhance their careers through access to professional education, networking opportunities, mentoring and leadership development programs, and business alliances. Help us spread the message about the benefits of being a member in IAIP.

**IAIP Week** is a time for members to come together to celebrate success, honor exceptional individuals, give back to the community and deliver powerful education. This week is celebrated the third week of May every year. **Join us May 15-21 for the 2016 IAIP week!**

Imagine if all of IAIP came together this week to promote the value of the organization, share the stories of successes and encourage others to **Go All In**. What a powerful week this will be!

Take a minute to read more about on how you can get involved in celebrating IAIP Week with these [10 Ideas for Raising Awareness During IAIP Week](#).

Kim Fitzgerald, CPCU, CLP, CIIP, API, DAE
2015-2017 Region I Vice President

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**Meet the Candidate**

Join us for the virtual **Meet the Candidate** on Wednesday, May 11 at 4:00pm EDT. [Register](#) to participate in interactive webinar where you will have an opportunity to meet our candidate for International Secretary: Cindy Prud'homme, AINS, CPIA, CIIP, CLP.

President-Elect, Tish Riley will interview the candidate and attendees are invited to take this opportunity to ask questions. If you have any questions that you would like the candidates to answer, please send them to **Tish Riley**, President-Elect, with "Meet the Candidate" in the subject line. Election of the International Secretary will occur during the annual convention in June. Unable to attend the live webinar? The recording will be available on the IAIP Website within two days of the webinar.
Register today for Meet the Candidate.

75th Annual IAIP Convention

Industry Trends
The 2016 International Convention will offer a variety of industry and continuing education options to help insurance professionals stay current on trends and maintain their state licensure.

Session topics will be in areas of claims handling, structural fire analysis, business auto policy, mitigating loss from fire damage, bio-recovery, fraud, Medicare and long term care insurance. The CE sponsors are nationwide companies and CE providers that offer re-licensure credit to agents and adjusters. Each industry trend session will vary in its state approvals so be sure to check out the industry trends sessions to learn the states and type of insurance professional for which CE credit is approved.

Offering up to 17 hours of CE credit in one event is just another reason to attend this year's International Convention!

Register today!

Time Management Course Change
The Education Task force has been busy reviewing courses and making revisions where needed. ABCs of Time Management is one of those courses.

Renamed Tips & Traps: Time Management in a Millennial Age, this course will give you the necessary tools to work more efficiently. Available in printed and downloadable versions, this course is now available in the store.

Education Updates

Upcoming Events
Mark your calendars for the following important upcoming events:
Upcoming Webinars

**Do You Fully Understand the Responsibilities of Offering a 401K Plan to Your Employees?**
April 20, 2016 | 2:00 PM Eastern

Brian Cohoon, CFP, AIF, CRP will educate you on the different roles of a 401k fiduciary as well as some potential "fiduciary holes" that may need reviewing. Discussion also includes where the industry is moving with a focus on 401k solutions targeted to help employees retire successfully - which is ultimately the main goal of the 401k plan. [Register now!](#)

This webinar qualifies for education hours for the CIIP and DAE designations. [Check out the entire 2016 Education Webinar calendar!](#)

**Transition Strategies**
May 11, 2016 | 2:00 PM Eastern
*Leadership Business Skills Training Series*

A common challenge for most local associations is effectively communicating expectations with incoming leadership. Do we want to hand our leaders a box of files and wish them luck, or do we want them to be prepared for their leadership role? The Transition Strategies webinar will provide you with tools and processes to effectively transition the work of the leadership and support accountability within your leadership structure. By implementing an effective transition processes, your local association will create a strong foundation upon which to build a lasting succession plan.

This webinar is complimentary for members. Pre-registration is required so [register today!](#)

[Learn more about upcoming Association Business Skills Training webinars.](#)

**Become Certified as an IAIP Certified Instructor!**
May 24, 2016 | 2:00 PM Eastern

With the launch of the new CLP materials in July, now is the perfect time to get yourself certified! Mark your calendar and register for the next IAIP Instructor Certification Train the Trainer webinar

The [IAIP Instructor Certification Training](#) is designed to certify individuals who want to instruct IAIP education courses. These include Certified Leadership Program (CLP), Career Development and the I CAN! Series courses. After purchasing and reviewing the [Train the Trainer](#) (TTT)
student guide, this webinar is the next step to become certified. The webinar will focus on instructor delivery methods, use of instructor guides and additional helpful tips. The event requires registration and the purchase and review of the Train the Trainer student guide before attending. The TTT guide can be purchased in the online store. Order your guide and register for this webinar today!

For questions or additional information, contact Rebecca Clusserath, IAIP Education Director at education@iaip-ins.org or 800-766-6249 ext. 3.

Scholarship Deadlines

There is one month left to submit your application for scholarships offered by IAIP’s partners. The deadline for submissions for all applications is May 1, 2016.

The National Alliance for Insurance Education & Research will award 26 professional continuing education scholarships to deserving IAIP members. Submit your completed National Alliance Scholarship application to Theresa Scott with The National Alliance.

International Risk Management Institute, Inc. (IRMI), and WebCE are pleased to award full professional development scholarships to deserving IAIP members. Submit your IRMI Scholarship application to IAIP at president@iaip-ins.org.

The Institutes will award scholarships toward The Institutes’ Accredited Customer Service Representative Designation (ACSR) for IAIP members. Submit your Institutes Scholarship application online.

Scholarships will be awarded at the IAIP Annual Convention in Richmond, Virginia on June 16-18, 2016. These scholarships are an amazing member benefit through our partnerships with The National Alliance The Institutes and IRMI. Take advantage of this benefit and apply today!

YNP Spotlight

Monthly spotlight of one IAIP Young New Professional

Spotlighted YNP Member: Vineetha Jaju Babu
Region: I
IAIP Local Association: Insurance Professionals of NW PA

What keeps you renewing your IAIP Membership?
The opportunity to meet new people in the industry and network with them.
One of the highlights of 2015 for me was hosting Council Day and it was a great way to meet other folks in the Insurance Industry and find out what they did. I also got the chance to meet and greet the Council Director and the RVP. Our own local chapters are always fun and a chance to learn about our community as we bring in guests speakers to our monthly meetings.

**What offices have you served, are serving, or are interested in serving?**

I serve on the Newsletters committee as a member now. I am looking forward to serving as an officer in the future and will be serving on the local YNP Committee when it is formed. I also serve on the National YNP Committee.

**What is a day in the office like for you?**

I work as a Human Resource Information Systems Analyst at Erie Insurance. A typical day in the office for me would be creating and running queries and reports, helping my dept. with report issues, or payroll issues. We also manage our Performance Management system, so sometimes we get calls from our users with questions. There's nothing typical about our day, every day is different.

**What fictional character would you want to spend a day with and why?**

I love this question. My favorite fictional character is Harry Potter, so it would awesome if I could spend a day with Harry because he can use magic and it would just be so cool to finally see in person the things I have imagined as I read the books.

**FIT Insurance Professionals**

Don't get up because of me! Do it for your health.

The surgeon general recommends 30 minutes of exercise a day, that may not be practical in your office at your desk. We all need to move more, we all know that. It's not easy in an office, but, you can with just a bit of know-how and a bit more imagination.
By using your legs and arms you can raise your heart rate enough to burn a few calories. You're not going to be able to run marathons or become a weight-lifter, but that's not what we want. Here's how I put some of my 'desk time' to work for me:

**Chair Squats.** It sounds odd but they're so easy! Simply sit in your chair, with a straight back and stand... now sit back down, but stay above the chair cushion approximately 3 inches. Count to 5 (or 10 if you're able), sit down. Do these for one minute. I do anywhere from 5 to 15 of these.

**Football Drills.** While you're in the chair, pump both arms over your head for 30 seconds, then quickly tap your feet on the floor for 30 seconds. I do this three to five times. Or, if you have the space and a bit of time (five minutes), go to the break area or a hallway and walk briskly for one minute intervals. Rest one minute, and do it again!

You can do these exercises anytime at your office desk. Nike™ is right, just do it! You owe it to yourself to exercise more. Need a couple more easy tricks to move a bit more? You can choose to park further out in the parking lot. That extra 10 minutes of walking is helping your heart. You can choose to take the stairs. You can choose to not munch on snacks. The most important health and nutrition advice I can give? Make choices for your better health!

Always consult with your medical adviser before doing any new exercise. But keep moving!

by Deb Oldfield
member, IAIP FIT Task Force

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