Greetings!
As 2016 approaches the end, we are mid-way through our IAIP membership year. These past 12 months have been busy and here are just a few highlights of this successful year.

- Hosted a successful convention in Minneapolis with engaging keynote speakers, educational learning tracks offering a variety of education to meet everyone's interests, and recognition of our award-winning members.

- Enhanced the insurance education offerings with the development of the I CAN! A Step Above series which includes 8 new hour-long courses.

- Developed online learning opportunities with Webinar Wednesdays and hosted 10 education webinars in 2015.

- Launched the Go All In Recruitment campaign encouraging prospective members to become engaged in IAIP. Thank you to all of the local associations for supporting this campaign, generating excitement and being creative with the use of the Go All In logo on banners, buttons and all over social media.

- Developed the IAIP Membership Satisfaction Survey with the purpose of assessing the overall satisfaction of the membership, gaining a clear understanding of the importance and satisfaction of member benefits, and learning how the membership is engaging with the association at all levels.

- Created new Regional Leadership positions to support the Regional Vice Presidents with the additions of Regional Membership, Marketing and Education Directors.

- Based on the feedback from local associations, developed new leadership training resources with the Business Skills Webinars offering in-depth association management training, launched the Best Practice Library and continued to further contribute to the Leader Resources and Toolkits on the website.

As an association, we are committed to developing leaders, influencing careers and connecting members through providing enhanced education, building strong, dynamic communities and delivering exceptional resources for members. Thank you to all the members that have contributed to the...
On behalf of your 2015-16 Board of Directors and Corporate Centre Staff, Beth Chitnis, CAE Executive Director

State of the Association

International Vice President, Linda Luka, lead the IAIP State of the Association presentation earlier this week. Delivered at each council and state meeting this Fall, Linda shared updates on the progress the association is making in the areas of membership, education, marketing and leadership.

Danny Douglas, a representative from the One Member One Vote ad hoc committee, provided an overview of the work from this committee on moving the election of the international secretary to an electronic format for all members to participate. This proposed change will be voted on by the delegates at the regional conferences in the Spring.

If you were not able to join the live webinar, you can view the recording.

Thank You for your Service, John McColloch!

It is with mixed emotions to share that John McColloch, Director of Membership, will be retiring at the end of this year. John started his tenure with IAIP in 2006 and has been an invaluable part of the team. We are going to miss his amazing knowledge of the history of the association and knowing nearly every detail in organization's operations.

John is definitely going to be missed! Please join us in celebrating an outstanding career and wishing John the very best in retirement.

75th Annual IAIP Convention

Sponsorships and exhibitor spaces for the 75th Annual IAIP Convention are now available! Do you have 2015 budget dollars remaining? Whether you need to spend 2015 budget dollars or just want to take advantage of the opportunity to promote your company to hundreds of leaders in the insurance industry - now is the best time to act get involved!

Make plans now to attend educational workshops which will include CE approved courses, topics focused on career development, and association

Upcoming Events

Mark your calendars for the following important upcoming events:
management training for local leaders. Network with other professionals and vendors to take the pulse of what is happening for industry trends, share best practices, and hear new ideas. Find out more details, including the convention agenda and lodging and travel information on our new 75th Annual Convention web site! Check back in January for open registration.

Business Skills Webinar

*Education 101: Tips for Developing a Strong Education Plan*

**December 9** at 2:00pm ET

This webinar, presented by IAIP Education Director Rebecca Clusserath, will cover topics including how to plan educational programs with tools and resources from International, utilizing the IAIP course offerings, Continuing Education requirements, and associated responsibilities of managing the education of the association. We will also offer a sneak peek into what Education Task Force is working on for 2016! This webinar is complimentary for members. Pre-registration is required so register now.

**2016 Business Skills Webinar Schedule**

*Second Wednesday of the month.*

<table>
<thead>
<tr>
<th>2016 Dates</th>
<th>Topic</th>
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<tbody>
<tr>
<td>January 13</td>
<td>Succession Planning</td>
</tr>
<tr>
<td>March 9</td>
<td>How to be a CE Provider</td>
</tr>
<tr>
<td>May 11</td>
<td>Transition Strategies</td>
</tr>
<tr>
<td>July 13</td>
<td>Intro to Mentoring</td>
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<tr>
<td>September 14</td>
<td>What it Means to Be a Leader: Local President, Council Director and Regional VP</td>
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<tr>
<td>November 9</td>
<td>Fundraising Ideas</td>
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Education Webinars in 2016

The [Webinar Wednesday](#) calendar will be back in 2016! Here's a peak at the schedule and topics. Watch for more details on the IAIP event calendar on the website and in the monthly *Connections* e-newsletters.

<table>
<thead>
<tr>
<th>2016 Dates</th>
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<tbody>
<tr>
<td>January 20</td>
<td>Management/Executive Liability</td>
</tr>
<tr>
<td>February 17</td>
<td>Property &amp; Casualty Lawsuits</td>
</tr>
<tr>
<td>March 16</td>
<td>Commercial Auto</td>
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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
<table>
<thead>
<tr>
<th>Date</th>
<th>Event</th>
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<tbody>
<tr>
<td>April 20</td>
<td>To be announced</td>
</tr>
<tr>
<td>May 18</td>
<td>LinkedIn</td>
</tr>
<tr>
<td>June 8</td>
<td>Intellectual Property (2nd Week vs. 3rd)</td>
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<tr>
<td>July 20</td>
<td>Determining the need for investigations in claims: How to determine if fraud is occurring</td>
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<tr>
<td>August 17</td>
<td>Workers' Compensation</td>
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<tr>
<td>September 21</td>
<td>Listening Skills</td>
</tr>
<tr>
<td>October 19</td>
<td>To be announced</td>
</tr>
<tr>
<td>November 16</td>
<td>Commercial Property</td>
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**New DAE and CIIP Designation Flier**

[Download and print](#) this new flier for your local or regional events! This is a great tool to promote the value of being a member of IAIP to those considering membership.

You can also find the flier online: log in into the IAIP website and go to For Members> Resources> Forms> Designation flier.

**Legacy Foundation Updates**

**Scholarship Applications Due December 15**

Scholarships are available to individual members for various educational opportunities, to enhance their insurance knowledge, obtain designations or insurance related degrees or to attend IAIP conventions or conferences. The Legacy Foundation is just another source of funds to assist our own members with their educational goals. The current application period for scholarships is open. [Apply today!](#) Applications are due by December 15, 2015.

**Legacy Foundation Leadership Opportunity**

Two Legacy Foundation Director-At-Large positions are available for a two year term beginning July 1, 2016. The Legacy Foundation Board of Directors is responsible for setting the overall strategic direction, providing fiduciary oversight of the fundraising, scholarship and grant activities, and to provide approval on all foundation projects. The [Candidate Interest Form](#) is due to the IAIP President at [president@iaip-ins.org](mailto:president@iaip-ins.org) by December 31, 2015.

**IAIP Virtual Marathon**
Do you want to kick start your New Year's fitness? Participate in the IAIP Virtual Marathon in January 2016. It's easy and free. The goal is to run 26.2 miles in 31 days, from January 1 through 31, 2016.

If you don't run, you can substitute exercise as follows:
- 20 minutes of walking = 1 mile
- 20 minutes of elliptical = 1 mile
- 20 minutes of spinning bike = 1 mile
- 20 minutes of swimming laps = 1 mile

_Here's how it works:_
Keep your own exercise log with the date, type of exercise and the number of miles ran (if you substitute one of the approved exercises, convert the time to miles on your log). Submit your Virtual Marathon exercise log to katharintg@aol.com by February 5, 2016 and you'll receive a Finisher's Certificate by email. Make sure you include the following on your exercise log: full name; local association; e-mail address; phone number; total marathons during month of January 2016.

Challenge your local association to have the most finishers of IAIP and/or run the most marathons so you can be recognized at the 2016 International Convention. Feel free to submit all of your miles completed for the month. As long as you complete 26.2 miles, you'll receive a finisher's certificate. Challenge yourself to complete as many marathons you can during the 31-day period. Please note on your exercise log how many marathons you completed. Some participants will complete as many as 4 or 5 marathons, which will be included in your local association total.

We hope you'll participate in our first Virtual Marathon so you can become more fit and healthy; inspire others, and enjoy the camaraderie of exercising as a (virtual) group. If you have any questions, email Katharine M. Nohr at katharintg@aol.com.

Note: to complete the virtual marathon using alternative exercise options, it will take you 8.73 hours.

**Member News Submission Feature & Challenge**

The web site content task force has created yet one more way we are Connecting Members, Building Careers: an online portal for collecting industry news, current events, relevant topics of discussion, as well as regional, council and local association
news stories for distribution across our web site and social media channels.

To help our members get in the habit of making regular submissions, IAIP has created a challenge. For the first six months, the three most popular posts (ranked by popularity based on total organic reach (shares + likes)) will win a Starbucks gift card (thanks to the generosity of Linda Luka).

Submit your national, regional, local or association news today!

### YNP Spotlight

**Spotlighted YNP Member:**
Abby Fredrickson

**Local Association:**
Northwest Suburban Insurance Professionals in Illinois

**What keeps you renewing your IAIP Membership?**
The people in this group keep me renewing my membership. It is so nice to be around a great group of people who are professionals in this industry. I learn something new every time we're together and just get to know these people better and better each time. **Read the full article.**

### FIT Insurance Professionals

**FIVE Tips for Returning to Fitness after Holiday Hiatus**

The holidays are often a time of indulgence. With all the holiday parties and seasonal food around, it can be hard to stay on track with diet and exercise. If you've fallen out of your fitness routine this holiday season, you're not alone. The experts at UPMC Sports Medicine have compiled the following tips to help you get back on track. **Read the full article.**