Greetings!

**Happy New Year!** We hope that you had time to enjoy the holidays with family and friends. Now it's time to gear up for the upcoming Regional Conferences and all 2016 has to offer our members!

We have some exciting items coming up to be voted on at our Regional Conferences this year, such as "One Member, One Vote". The Task Force has put together a wealth of information on this topic, please make sure you're up to speed on this topic before you attend your Regional Conference.

Here are a few highlights:

· Electing the new International Secretary earlier in the year allows that person to begin learning the role and responsibilities of the new position so that they may participate fully in the planning meeting held at the convention, for the upcoming year.
· Allowing each member to cast a vote for the International Secretary ensures that a true majority of member voices are heard.
· Moving the vote to a time prior to the International Convention frees up time that can be spent on our association's core objectives of education, networking, and building careers.

Want some incentive with your New Year's Resolution? Join the FIT group 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

Don't forget to take advantage of some of our upcoming events:
· January 13 - Webinar: Perpetuating Local Association Leadership
· January 20 - Webinar Wednesday: Employment Practices Liability

2016 is going to be a great year! Plan on attending our 75th Annual International Convention June 16-18 in Richmond, Virginia!
Who's ready to "GO ALL IN" with me?

Tammy Wascher CIC, CIIP, CPIA, CLP
Regional Vice President, Region IV

75th Annual IAIP Convention

Make plans now to attend networking events and educational workshops which will include CE approved courses, topics focused on career development, and association 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 later this month for open registration.

Business Skills Webinar

Perpetuating Local Association Leadership

Presented by:
Lauri Oakden, RWCS, CLP

Wednesday, January 13
2:00PM Eastern

In this webinar, you will learn to develop a Succession Road Map and to facilitate the transition of leadership for your Association. You will also receive tips on identifying future leaders, navigating road blocks and how to represent association leadership as an opportunity. This webinar is complimentary for IAIP members.

Pre-registration is required for webinar access link and call in information. Register today!

2016 Business Skills Webinar Schedule
Second Wednesday of the month.

Education Webinars in 2016

Upcoming Events
Mark your calendars for the following important upcoming events:
The Webinar Wednesday calendar is back in full swing for the new year! Here's a reminder of the schedule and topics for 2016.

<table>
<thead>
<tr>
<th>2016 Dates</th>
<th>Topic</th>
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<tbody>
<tr>
<td>January 20</td>
<td>Employment Practices Liability</td>
</tr>
<tr>
<td>February 17</td>
<td>Property &amp; Casualty Lawsuits</td>
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<tr>
<td>March 16</td>
<td>Commercial Auto</td>
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<tr>
<td>April 20</td>
<td>To be announced</td>
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<tr>
<td>May 18</td>
<td>LinkedIn</td>
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<td>June 8</td>
<td>Intellectual Property (2nd Week vs. 3rd)</td>
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<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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</tbody>
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**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:** Leslie McClure

**What keeps you renewing your IAIP Membership?**
I continue to renew my IAIP membership year-to-year for the education and networking opportunities that IAIP provides, which in turn allows me to enhance my career. I currently hold three prestigious IAIP designations (CPIW, DAE, CLP). Without IAIP...
and the support of the members of my local association and employer, I would not have had the opportunity to further my education/career in the industry.

The networking opportunities that I have experienced are endless at every meeting that I have attended (local, state, regional).

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**FIT Insurance Professionals Event**

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.

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*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.