Greetings!
Preparation for the convention is a lot of work with a lot of behind the scenes preparation from the directors, leaders and members of the association. And this year is no exception. This year we need your help with exhibitors and sponsors for our International Convention!

We each have a responsibility for obtaining support for our annual Convention Exhibitors and Sponsors. After all, it is the members that have the connections with carriers, brokers and vendors - who stand to benefit from sponsoring and/or exhibiting at IAIP annual meetings.

I'm asking each of you to reach out to those you work with and see if you can increase awareness and interest in this opportunity. The process is simple: you make the initial contact via email and then send one follow-up email two weeks after that. If and when you feel they are truly interested, simply forward the email correspondence to Betsey, IAIP Marketing Director and she will take it from there. Only contacts that have displayed an interest in the opportunities that the IAIP Convention offers should be handed off to her.

For those of you not experienced in marketing, an example of one successful approach already being used in this effort is to simply email the IAIP Convention Prospectus and highlight that the convention offers many benefits including a valuable networking opportunity, an exhibit booth at the tradeshow, an advertisement in our Convention program guide and much more.

Please help support our Convention by attracting as many exhibitors and sponsors as we can. Not only will it support IAIP, but your vendors/employers/carriers/brokers may thank you for the opportunity to gain exposure to our amazing group of leaders in the insurance and risk management industry.

If the company you refer does sponsor or exhibit before May 15th you get to choose whether you would prefer a free year of membership or a $100 discount off of your 2016 convention registration.

Angie Sullivan
International Secretary on behalf of the 2015-2016 Board of Directors
We continually strive to make IAIP education products informative and useful to insurance professionals as they progress through their career, helping to attain professional and personal goals. IAIP’s signature program - The Certified Leadership Program (CLP) - is a favorite to our members by offering essential leadership skills courses for the new or seasoned professional. We are excited to announce that we are enhancing the courses offered in the CLP with engaging exercises that will be sure to hone those essential leadership soft skills you are looking to develop.

Five of the new CLP courses will be unveiled at the 2016 International Convention in June! The CLP/Career Development Learning track will preview four courses:
Managing Teams
Leadership 101
Coaching Conversations
Diversity Awareness
And the Pre-Convention Workshop - Talk Like a Leader - is a new CLP renewal course. All seventeen enhanced CLP courses will be available July 1 on our website and in the store.

For members that are working to obtain the Certified Leadership Professional designation, a course comparison chart will be available on the website when the new CLP materials are launched July 1. This course comparison chart will assist you in identifying what new course titles will be an equivalent to a previous title.

The current CLP courses will no longer be available for purchase after June 30. For those who have recently purchased the CLP self-study bundle and still need to complete those courses, we will honor completion of current courses through August 1, 2016.

For questions or additional information, email Rebecca Clusserath, IAIP Education Director or call her at 800-766-6249 ext. 3.
and compelling presenters who will share their experiences and advice with you.

**Patrick Henry**, opening keynote speaker, is a former Nashville songwriter and featured performer on the SiriusXM Radio Family Comedy Channels.

Henry stresses that customer loyalty is fragile and even though most insurance professionals deliver similar value, he believes customers will be loyal to those whom they are emotionally connected to. If you can make them feel, you can make them buy. Henry often says "we learn best when we are being entertained", and convention attendees can look forward to humor, guitar playing, and original songs in his opening keynote: Becoming Remember-able!

**Karel Murray, CSP**, closing keynote speaker, is a motivational humorist, business strategy consultant and author who presents nationally and internationally. She brings to her presentations "nothing but the truth" humorous and insightful approaches to her presentations which are solidly based on business strategy and practical life applications.

Karel brings the ordinary to life in extraordinary ways. Be sure to see her presentation Straight Talk: Getting Off the Curb, as Karel delivers witty, straight-forward advice in stories that will captivate and give you a boost!

Check out the full line-up of [2016 IAIP Convention education](#) that promises to excite and engage.

Did you know that IAIP has a promotion to encourage non-members to discover what IAIP is all about? Non-members who register and pay the non-member rate will receive a one-year IAIP Member-At-Large membership in addition to their convention registration!

Please help us spread the word! Be on the lookout for Facebook, LinkedIn and Twitter posts promoting the Convention and be sure to share them with not just our members - but with non-members as well!

### Corporate Partnership Changes

**Did you know?** The new [IAIP Corporate Partnership program](#) has been updated with new partner benefits such as IAIP international memberships and two new levels of support. There are now a total of six levels of partnership starting for as little as an annual contribution of only $500. The
platinum partner receives more than 20 different benefits, many with multiple opportunities to participate in advertising during the year.

If you haven't already, be sure to check out the new levels and benefits on page 11 of the IAIP Corporate Partnership Prospectus!

Education Updates

Upcoming Webinars

*How to Excel at Hosting Quality CE*
March 9, 2:00 PM Eastern
Need help with where to find insurance industry CE partners or how to become a CE provider for your local association? Join Gina Patterson as she walks you through critical information you need to know to make your education event great! Webinar will include industry CE providers to connect with, where to find provider information for state boards, how to submit a CE course for approval, instructor approvals and more! This webinar is complimentary for members. Pre-registration is required so register today!

Learn more about upcoming Association Business Skills Training webinars.

*Commercial Auto*
March 16, 2:00 PM Eastern
Join us as Tammy Wascher, CIC, CIIP, CPIA, CLP presents the I CAN! A Step Above course Commercial Auto. Tammy will guide you through all sections of the Business Auto Coverage Form - CA0001 (10/13) with special attention given to auto designation symbols, coverage extensions, physical damage coverage and more! Learn more and register now!
Check out the entire 2016 Education Webinar calendar!

*Become Certified as an IAIP Certified Instructor!*
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 Tuesday, May 24, 2:00pm Eastern.

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.
This 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!

Professional Development Scholarships Available

Members of Insurance Professionals are eligible for scholarships from IAIP's partners The National Alliance, The Institutes and the International Risk Management Institute (IRMI). There is a wide range of scholarships available including registration fees for individual courses and scholarships covering the full course of study. The deadlines 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. The ACSR/IAIP Scholarship Program is designed to further promote and assist insurance agencies' commitment to excellence and recognize top professionals who strive to exceed customer's expectations. 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: Dana Armstrong
Region: I
IAIP Local Association: Insurance Professionals of Greater Harrisburg
What keeps you renewing your IAIP Membership?
I love to meet with other insurance professionals to find out what is going on in other offices and areas of insurance.

What offices have you served, are serving, or are interested in serving?
I have not served but would be interested in serving on my local board.

What is a day in the office like for you?
I work with agents on renewals and servicing of commercial insurance policies. I help them to determine coverage and make changes as needed during the year.

What fictional character would you want to spend a day with and why?
I would want to travel with The Doctor in the TARDIS. Since it is a time machine, I would have plenty of time to travel.

FIT Insurance Professionals

IAIP VIRTUAL RUN
Congratulations IAIP members, our first virtual run was a great success!

Our goal was to run 26.2 miles which is equivalent to a marathon and this was accomplished by all our participants. Certificates will be e-mailed to our participants and there will be recognition at International Convention.

Thank you to:
Tracy Adams, Member at Large, 37 miles
Tara Busha, Greater Lansing Insurance Professionals, 38 miles
Carola Erb, Insurance Professionals of Orange County, 28 miles
Pam Haakenson, Insurance Professionals of Greater Sioux Falls, 90.37 miles
Cathy Hall, Northwest Suburban Insurance Professionals, 122.8 miles
Vicki Harmon, Nashville Insurance Professionals, 83.5 miles
Keri Herlong, Las Vegas Insurance Professionals, 27.60 miles
Virginia S. Hosley, Charleston Association of Insurance Professionals, 141.64 miles
Dana Jeffers, Greater Seattle Insurance Professionals, 29 miles
Pat Johnson, Insurance Professionals of Columbus Ohio, 49.5 miles
Sandy Joslin, Insurance Professionals of Sacramento, 89.64 miles
Darlene Kittle, Greater Lansing Insurance Professionals, 29 miles
Regina Lemanowicz, San Diego Association of Insurance Professionals, 46.40 miles
Diane Martell, Insurance Professionals of Anne Arundel County, 103.5 miles
Katharine Nohr, Honolulu Association of Insurance Professionals, 63 miles
Lauri Oakden, Las Vegas Insurance Professionals, 39 miles
Deb Oldfield, Grand Rapids Insurance Professionals, 107.5 miles
Wanda Raymond, Frankenmuth Association of Insurance Professionals, 32 miles
Jack Rogers, Insurance Professionals of Northern Wyoming, 94.75 miles
Terri Seymour, Las Vegas Insurance Professionals, 55 miles
Diane Sudderth, Durham Association of Insurance Professionals, 37.5 miles
Angie Sullivan, International Secretary, 26.5 miles
Jodi Tjeerdsma, Insurance Professionals of Greater Sioux Falls, 172 miles

IAIP’s first Virtual Run is dedicated to the memory of Karen Ray who was a member of the Georgia Council and was fatally struck by a vehicle during her morning run on January 1, 2016. Please keep Karen's family and friends in your thoughts.

Thank you again for exercising as a virtual group and keep up your great work! See you at the IAIP FIT activities at International Convention!

Diane Martell
FIT Chairperson