Greetings!
When did your professional insurance career begin? Regardless of whether you have decades in the business, or just a few months, all of us desire a successful professional brand or legacy.

As you commit to greater involvement in the evolution and management of your professional destiny, you have to look at your career with the same consideration for objectivity and strategic development that an established corporation uses for its sustained growth.

By getting plugged into IAIP, and taking advantage of the career building opportunities available, a professional brand is built. It's an investment that no one can ever take away.

Focus on three major areas:

1) **Education** - take advantage of the many educations opportunities you have within your IAIP membership like CWG, CLP, webinars, and the I Can! series. The scholarships are also there for you to apply for, and help you celebrate educational achievement. Continue to build your professional designations. Develop the brand and reputation for being a constant learner!

2) **Network** - continue to build your professional network that goes way beyond your local association or area. You can take advantage of the upcoming 75th Annual IAIP Convention in Richmond, Virginia, as this will be an excellent platform to reconnect with old friends and take time to meet new ones.

3) **Professional Reputation** - your reputation absolutely matters! As you build your education and network a professional reputation forms. You have multiple opportunities to take advantage of IAIP for personal and professional growth.

Don't forget the tremendous power of your online professional brand by leveraging social media. Stay connected virtually as it’s a great way to share your successes and help IAIP attract potential members by promoting the value of our organization.

Kimberly Shattuck, CISR, CPIA, CPIW, DAE, CLP
2015-2017 Region III Vice President

**IAIP Week**
In just over two weeks we will be celebrating **IAIP Week** for the 75th year! This is an amazing milestone and deserves the recognition appropriate for such an accomplishment. Let's join together as members to commemorate the accomplishments of IAIP over the past 75 years and also to promote just what an incredible opportunity awaits non-members in the risk management and insurance industry if they Go All In with IAIP.

So let's get busy - it is the most ideal week of the year to raise the awareness of
IAIP, to encourage members to join, and gain more employer support. Don't forget the importance in also highlighting the value to potential corporate partners as well!

Here are 10 easy ideas for how you can raise awareness of IAIP during IAIP Week.

1. Update your social media profile picture to the Go All In logo.
2. Update your email signature with IAIP branding.
3. Highlight your local association with the Go All In customizable postcard. Utilize this customizable marketing material to communicate your local education offerings.
4. Share the Go All In Infographic with prospective members.
5. Host your monthly meeting during IAIP Week.
6. Recognize your award winners.
8. Do something different! Create some excitement among your membership. Have fun!
9. Coordinate a Community Service Project. Promote your results!
10. Have a proclamation signed to recognize IAIP Week. Share this within your community via a press release.

Which of these will you implement within your community? We want you to share your own ideas as well! Email us with your promotions and events and we will share them with the entire International IAIP community. Have fun and Go All In!

75th Annual IAIP Convention

Early Bird Discount
Only 10 days remain for you to take advantage of the $100 discount on Convention registration.

Be sure to take advantage of this great savings before it expires on May 15th and register today!

Anniversary Celebration
The 2016 IAIP Convention is the year we celebrate 75 years of IAIP! Don't miss out on this special milestone celebration. See the Convention agenda below for a peek at the education, networking and fun we have planned!

Agenda
WEDNESDAY, JUNE 15
Pre-Convention Workshop

THURSDAY, JUNE 16
FIT Insurance Professionals Activity: Yoga
Continental Breakfast
Opening General Session: Welcome & Keynote Speaker
Educational Workshops
Industry Panel Luncheon
Confidence While Communicating Speak-Off
Educational Workshops
Convention Briefing
Exhibit Hall Open
Members-At-Large Delegate Selection Meeting
"Diamond Jubilee" Welcome Reception in Exhibit Hall

FRIDAY, JUNE 17
FIT Insurance Professionals: Tai Chi
"Coffee with the Leaders" Continental Breakfast
Educational Workshops
Lunch in Exhibit Hall
Educational Workshops
Business Meeting
Regional Dinners

SATURDAY, JUNE 18
FIT Insurance Professionals Activity: Swim
Continental Breakfast
Closing General Session and Officer Installation
Educational Workshops
Recognition Luncheon
Free time to explore Richmond

View the full agenda on the IAIP Convention web site.

Register today!

Delegates

Certification & Credential of Delegates forms are now due! All delegates who have not yet done so, please complete a credentials form and submit it today!

Certification & Credentials of Delegate(s)

Need an invoice to process your registration payment? No problem. Simply contact Amanda Hammerli, Director of Member Services at membership@iaip-ins.org to request one.

Education Updates

New Insurance Education Courses Available!

Check out the two new I CAN! A Step Above courses available now in the online store.

The Commercial General Liability course is designed to provide a generic understanding of Commercial Liability coverage and how it can apply to your clients. The discussion includes the basic knowledge of how, when, where and why this coverage is a must for all commercial businesses. Thank you to Janet Holstine and Sylvia Robinson, who authored this course.

In Commercial Liability Deconstructed, you will analyze the Commercial Liability policy with focus on the definition of who is insured. You will learn how to evaluate the insured status of individuals or organizations seeking coverage under the Commercial Liability Form, apply coverage depending upon the relationship to the named insured, and how to demonstrate the impact of the definitions on coverage extensions. Thank you to Elise Farnham for developing this course.

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

SEE THE COMPLETE CALENDAR
Upcoming Webinars

Transition Strategies
May 11, 2016 | 2:00 PM Eastern
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.

Leveraging LinkedIn
May 18, 2016 | 2:00 PM Eastern
In this exclusive behind the curtain look at the best-kept secret in Social Media, we'll uncover the tricks to leverage your network of business contacts and generate exposure - all while building a professional brand for yourself!

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 certified! 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 Director of Education at education@iaip-ins.org or 800-766-6249 ext. 3.

Foundation Scholarship

The deadline for the NAIW Legacy Foundation Scholarship is June 15, 2016. Foundation scholarships are awarded two times per year 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. Submit your NAIW Legacy Foundation Scholarship application to the Foundation. Apply today!

Meet the Candidate

Join us for the virtual Meet the Candidate on Wednesday, May 11th at 4:00pm EDT.

Register to participate in this interactive webinar where you will have an opportunity to meet our candidate for International Secretary: Cindy Prud'homme, AINS, CPIA, CIIP, CLP.
Have a scheduling conflict? Be sure to register for the webinar and then email us for a link to review the recorded version at a later date.

Membership News

Taking a Coffee Break with Buckeye Insurance Professionals

The Buckeye Insurance Professionals recently hosted a coffee break at the office of local association president Deidra Gunderman. Central Mutual Insurance in Van Wert, Ohio hosted the event and the result was 10 new members joined IAIP! ...Read the complete article.

If you have a success story to share, we'd love to hear from you. Please contact Amanda Hammerli, Director of Member Services membership@iaip-ins.org to share your story.

FIT Insurance Professionals

May is here, which for many of us marks warmer temperatures and the opportunity to be outside. As the weather heats up, it's a good time to revisit a few tips to stay healthy in the warmth.

Dress appropriately. Layers work best in unpredictable spring temperatures. It's easy to shed a jacket - or put it back on - as you warm up or if the weather takes a turn for the worst. Another great investment is a rain poncho that folds up into a small pouch. The best investment that makes activity more enjoyable, and lessens the chance for injury, is a good pair of shoes. Regardless of your activity, what's on your feet can make a difference. I'd recommend spending a little more and visiting a specialty store that can perform a gait analysis and make suggestions on what is best for you. ...Read the complete article.