Greetings!

What's Cool About November?
The month of November is a time for reflection, gratitude, gearing up for the holidays and month-long observances for our health, our heritage and our freedoms. November is a great time to remember that a career is not solely about what you do, it's a reflection of who you are. Regardless of the status of your career path, for both seasoned members and young professionals, November is a perfect time to consider your achievements, milestones, mentoring opportunities and industry expertise. For IAIP, November is also a month for taking care of association business. November 15th is a Key Action Date!

**Regional Award Application Submission Deadline.** Award applications are due on November 15th to your Regional Vice President. Award applications are first reviewed at the Regional level. The regional winners compete for the International Award to be announced at the 2016 International Convention in Richmond, Virginia June 16-18, 2016.

"Excellence is not a spectator sport. Everyone's involved."
- Jack Welch, General Electric

It's time to shine and recognize members' success. We all know members who excel - let's encourage them to apply! The application process has been significantly streamlined with ready access to the updated forms located on the IAIP website.

**Local Association & Council Tax Filings Due.** All IAIP local associations and councils are required to submit Form 990-N, also known as the e-Postcard. This is an easy, online filing process for tax-exempt organizations whose annual gross receipts are normally $50,000 or less. The e-Postcard must be completed by November 15th and can be easily filed here. Questions or assistance? Contact Beth Chitnis, Executive Director at exec.dir@iaip-ins.org.

Award categories include:

- Insurance Professional of the Year
- Claims Professional of the Year
- Client Service Professional of the Year
- Risk Management Professional of the Year
- Professional Underwriter of the Year
- Rookie of the Year
- Young New Professional of the Year - New this year! This is an award to recognize the accomplishments of a new member who has made significant contributions to IAIP after the first 24 months of joining the association.

On behalf of your 2015-2016 Board of Directors, thank you for being "All In".

Lauri M. Oakden, RWCS, CLP
Regional Vice President, Region VIII

State of the Association Webinar

Join International Vice President, Linda Luka, CPCU, CIIP, AAI, AINS, AIS, DAE, CISR, on Wednesday, December 2nd at 2pm EST/1pm CST for the IAIP State of the Association presentation. Delivered at each council and state meeting this Fall, Linda will share with the members updates on the progress the association is making in the areas of membership, education, marketing and leadership.

Danny Douglas, AINS, AIS, API, ACS, CIIP, DAE, ACSR, a representative from the One Member One Vote ad hoc committee, will provide 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 are unable to join the live webinar, the presentation will be recorded and shared for later viewing.

Register today!

Testimonial Video Contest

Enter to Win Today!
Assist IAIP in its membership recruitment efforts by submitting a personal testimonial as a video to be used in our "Go All In" campaign. You could win one of two valuable prizes: a one-year free international membership or complimentary 2016 convention registration.

Each current member can only submit one video testimonial for the purposes of the contest. Only those submissions that are used/published by IAIP for the purposes of membership recruitment will be entered into the drawing. All entries must be submitted prior to December 1, 2015.

The winner will be announced January 29, 2016 and will receive a complimentary registration to the 75th Annual IAIP Convention.

Upcoming Events

Mark your calendars for the following important upcoming events:
#GivingTuesday

What is #GivingTuesday?
Giving Tuesday is a global day dedicated to giving back. On Tuesday, December 1, 2015, charities, families, businesses, community centers, and students around the world will come together for one common purpose: to celebrate generosity and to give. It's a simple idea. Just find a way for your family, your community, your company or your organization to come together to give something more. Then tell everyone you can about how you are giving. Join us and be a part of a global celebration of a new tradition of generosity.

The Legacy Foundation offers a great way to give back to the insurance industry. The NAIW International Legacy Foundation supports the growth and advancement of IAIP members by providing them professional development and career opportunities through grants and scholarships. The Legacy Foundation is dedicated to the development of educational programs for insurance professionals.

Donations will be used to:

- Develop education courses
- Fund educational seminars and workshop
- Fund keynote speakers
- Support members, local associations, councils and regions through the scholarship and grant programs

Make a note to give back by donating to the Legacy Foundation on #GivingTuesday. Or today! You don't need to wait!

75th Annual IAIP Convention

Interested in attending the 75th Annual IAIP Convention? You should be!

Every professional should invest 10% of their annual income in their own professional and/or personal growth and development. Better yet - convince your employer to do the investing on your behalf with our 2016 employer justification toolkit. Review it now in time for 2016 budgeting!

We Want You! Leadership Opportunities
IAIP is looking for members interested in making a difference within the insurance industry and our association. If this is you, take action now and submit a Candidate Form for an officer position within IAIP or apply to join the International or Regional Nominating Committees to assist with preparing for the future of the organization.

**International Secretary:** The International Secretary will be elected at the 2016 Convention and serve during the 2016-2017 membership year culminating as President in 2020. The Candidate Interest Form is due to the IAIP President at president@iaip-ins.org by December 1, 2015.

**Legacy Foundation Directors-At-Large:** Two Legacy Foundation Directors-At-Large will be appointed to serve a two year term for the 2016-2018 membership years. The Candidate Interest Form is due to the IAIP President at president@iaip-ins.org by December 1, 2015.

**Regional Vice President:** The Regional Vice President positions that are available for election at the 2016 Regional Conferences are for Regions II, IV, VI and VIII with a two year term. The Candidate Form is due to the Regional Vice President of your Region by January 15, 2016.

**International Nominating Committee:** The International Nominating Committee presents the candidate(s) for International Secretary along with the proposed slate for the Legacy Foundation Directors. The Nominating Committee Application is due to the IAIP President at president@iaip-ins.org by December 1, 2015.

**Regional Nominating Committee:** The Nominating Committee Application is due to the Regional Vice President of your Region by December 1, 2015.

### Legacy Foundation Grants and Scholarships Available

The objective of the Legacy Foundation Grant program is to reward local associations, councils and regions for creating programs that effectively educate our members on a peer-to-peer basis. Individual scholarships can be applied towards various educational opportunities to obtain designations or insurance related degrees or to
attend IAIP conventions or conferences.

Learn more about scholarship and grant opportunities from the Legacy Foundation on the IAIP web site.

Grant Guidelines and Application Form: Deadline for Local Association, Council and Regional Grants is November 30

Scholarship Guidelines and Application Form: Deadline for individual Scholarships is December 15

Education Updates

Train the Trainer webinar - November 12
Register now for the next IAIP Instructor Certification Train the Trainer webinar on Thursday, November 12 at 2:00pm Eastern and become an IAIP certified instructor!
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 "Train the Trainer" (TTT) student guide, this webinar is the next step to become certified. The webinar will focus on instructor delivery methods, how to use instructor guides and additional helpful tips. The event requires registration and the purchase and review of the Train the Trainer student guide before attending. Your TTT guide can be purchased in the online store. Order your guide and register for this webinar today!

Look what's coming up for Webinar Wednesdays

November 18 - Cyber Insurance
In this one hour webinar, presented by Steven Robinson and Nick Carozza with RPS Technology and Cyber, different cyber insurance coverages will be reviewed, trends in the market place examined and claims and common misconceptions of cyber insurance discussed. This webinar is complimentary for members/ $15 non-members. Pre-registration is required so find out more and register today! This webinar qualifies for IAIP education hours for DAE and CIIP designations.

December 9 - Education 101: Tips for Developing a Strong Education Plan
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! Webinar is complimentary
for members. Pre-registration is required so [register now](#).

Previous education webinars were recorded and are available in the online store.

**Cyber Monday sale!** Following your Black Friday shopping, plan to shop with IAIP on Cyber Monday, **November 30** and take **15% off** your shopping cart when you order education products. Watch for more details coming soon on this one day education sale!

### Member News Submission Feature and Challenge

The website 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 website and social media channels.

To help you get in the habit of making regular submissions, IAIP has created a challenge. Within the first six months, the three most popular posts will win a Starbucks gift card. [Submit your news story here for a chance to win](#).

### Helpful Hints

**Forgot your Username and/or Password?** You can click here to reset your password: [Reset Password](#). But did you know that you can sign in using your Facebook login and password? Why not try it the next time you need to sign into our website.

**Regional Conferences.** Want to get the word out to potential new members about your upcoming Regional Conference? Submit your 2016 [Regional Conference information to the Insurance Journal online calendar for free](#).

**Young, New Professionals.** Here is your chance to recognize our upcoming, young and new professional members of IAIP. Do you have a member that is under 40 or new to the industry (five years or less)? Submit their biography and photo to be highlighted in the next issue of *The Connections* e-newsletter! [Email us](#) for the YNP interview questions. The entire process can easily be completed via email.
Spotlighted YNP Member: Tiffany Harvey
Local Association: Insurance Association of Enid

What keeps you renewing your IAIP Membership?
I continue to renew my IAIP membership because of the education that IAIP provides, as well as the community service that my local association is involved with. The CLP program, as well as the Career Development classes are appropriate for every professional and will do nothing but help further my growth as a professional, and my career. Also, my local association, IAE, spends a lot of its resources on the YWCA, Youth and Family Services, and the Downed Bikers Association. We participate in the United Way, and March of Dimes fundraisers and other various projects, but the attachment to the YWCA has always been important to me. 

FIT Insurance Professionals

People are busy during the holidays, and kids are out of school during this time of the year. People are on their cell phones all the time. Most of them are on them too much, including kids. Kids used to go outside and play; ride bikes or skateboards, or play games with their friends in the neighborhood: Red Light, Green Light or Red Rover, etc. But, this doesn't happen in today's society due to technology like tablets, handheld games and cell phones.
West Bend is proud to support the International Association of Insurance Professionals and their goal of providing our industry with a network of insurance professionals who help each other, teach each other, and support each other.