Greetings!
Heraclitus, a Greek philosopher who was active around 500 BCE stated, "The only thing that is constant is change". And so it goes with IAIP, the reality of our organization is change and flow. With each new regime comes new challenges and new opportunities. Often the Board is required to make hard decisions, however, we should focus on the opportunities change presents and use those changes to update and develop our resources. We must not fear change, we must not immerse ourselves in a negative environment; instead we should develop the opportunities presented and build new resources.

When IAIP members were asked in a recent survey to identify the benefits of their membership, the majority answered their local association, closely followed by professional development and networking. How we manage change and flow, transforming changes into opportunities, is what will measure our future success as an organization.

Since IAIP's initial organizational meeting in June of 1940, formed for the purpose of education, IAIP has continued to provide professional education, an environment to build alliances and opportunities to make connections. Our diversity (Insurance Women to Insurance Professionals) and creed (Fellowship, Loyalty, Education to Connecting Members, Building Careers) have changed, however IAIP still serves its members with the same promise - delivering that promise in a more contemporary way! Some recent changes and initiatives, now present new opportunities.

An initiative for One Member One Vote was recently introduced. The opportunity here is to provide a voice to all members. The local that cannot send a delegate to regional or international will still have the opportunity for its members to cast their vote for International Secretary.

There exists an initiative for restructuring Regions V, VI, VII, VIII and IX. The opportunity here is to provide more leadership and meeting location resources. Hotels and meeting venues tend to offer better discounts and deals for larger groups. More money could be spent on speakers and education. If the travel is too far, consider attending another regional meeting in a closer location. For instance, if you are in Region VI and live in the state of Louisiana and Region III is having a regional meeting in Mississippi or Alabama, take the opportunity to experience new members and/or new meeting styles. Form new alliances and still learn and network.
The Board's Task Force Association Revitalization has brought more focus to the local level. All the changes we are seeing are prime opportunities for putting the local at the forefront. Accept change, grow and be sure you don't miss the opportunities. Build your local resources to offer the IAIP value proposition providing enhanced education, building strong, dynamic communities, and delivering exceptional resources for members.

Beth Walters,
IAIP RVP Region VI

Survey Results Summary

In July 2015, the IAIP Membership Satisfaction Survey launched with a fantastic response rate of nearly 21% of the active members! The national average for this type of survey is only 10-15%. This is a true testament to the value and dedication of the membership to share your feedback and observations. A sincere thank you to those that participated in this survey and know that your voice is being heard and helping shape the future of our community.

In the Executive Summary, we share our overview of results, analysis strategy, overall observations, identification of areas of improvement and the associated action plans.

With this survey, we drew the names of two lucky winners from the survey participants that completed the survey to receive their choice of three great prizes. Congratulations to Sharon Gulvas, Insurance Professionals of West Central Ohio - Region IV and Sharona Davis, Insurance Professionals of Middle Georgia - Region III for winning these prizes!

Dates to Remember

Legacy Foundation Grants Available for Local Associations - November 30 Deadline

The NAIW International Legacy Foundation is pleased to re-establish the Grant Program, designed to fund education-related programs and projects benefiting the insurance industry. The objective with these grants is to reward local associations, councils and regions for creating programs that effectively educate our members on a peer-to-peer basis. The application period for local association grants is now open! Submit your application to benefit your local association, council or region today. Applications are due by November 30.

Grant Guidelines and Application Form

Upcoming Events

Mark your calendars for the following important upcoming events:
IAIP Regional Award Applications Available - November 15 Deadline

Are you excelling in your career? Are you ready to be recognized for your success? Are you new to IAIP and have gone all in? If so, submit your application for an IAIP award today! 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 in 2015! 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.

Apply for an award today!

Officer and Nominating Committee Candidate Form Deadlines Approaching - December 1 Deadline

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

Rookie of the Year
Christopher Bell, AINS, AIS, API, ACS - Region V

"Winning the 2015 Rookie of the Year award was an amazing experience. There are so many wonderful people from all walks of life celebrating your success an encouraging your development from the point of joining as a new member and to later serving as a leader.

The Rookie of the Year award provided me with more confidence and professional support in my career. It has opened doors and allowed me more options professionally. It has also made me want to give back to others and be more involved as my experience with IAIP has been exceptional.

This professional organization is a real treasure to those seeking educational, networking..."
75th Annual IAIP Convention

Employer Justification Toolkit

Need help convincing your employer that you need to be at the 75th Annual IAIP Convention? We want to make the approval process of attending the IAIP Annual Convention worry-free. If you need to justify the expense to your employer, we've provided a few tools to help you build your case: a convention benefits flier, a budget worksheet and a sample employer justification letter - all found within the newly released 75th Annual IAIP Convention Employer Justification Toolkit.

Many benefits from convention attendance are hard to quantify. Although you might understand the benefits, your employer may not. To be most effective, you need to clearly communicate the connection between your employer's needs and the convention agenda. Do not assume that your employer will automatically understand all of the benefits available to them through your attendance. When submitting a proposal to your employer, remember to focus on the specific skills and knowledge experiences you can immediately bring back to the organization. Include items in your proposal such as: learning new industry best practices, making new contacts and gaining new insights and ideas from the knowledge sessions you attend.

Education Updates

New I CAN! A Step Above Course

There is a new course available now in the online store - Personal Auto

This one hour I CAN! A Step Above course is designed to show the importance of personal automobile insurance and all the coverages that apply. The course will provide reasons why each auto customer needs to purchase personal auto insurance, help insurance producers and customer service representatives to better know the personal automobile policy and discuss how to adequately cover your client's needs for personal automobile insurance.

A special thank you goes to Laurie Rogers, CPIW, AIS, API, CISR and Nora Fain, CPSR, CPIW for writing this course.

Webinars in October

Save the date for these upcoming webinars!

October 14 - The business skills webinar this month is IAIP Membership Orientation. This new member orientation, presented by Beth Chitnis, IAIP Executive Director, will provide general information about IAIP, review the

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
organization's history, mission, structure and operations, provide tips for
getting the most value out of your membership, and cover some frequently
asked questions. This webinar is complimentary for IAIP members. Pre-
registration is required to receive webinar access link and call-in
information. Register today!

October 21 - The Webinar Wednesdays education webinar this month is
the recently released I CAN! A Step Above course Life and Health
Insurance Basics. This one hour webinar, presented by Lori Meagher,
CISR, will provide a general overview of Life and Health Insurance
principles. Topics discussed include uses and types of Life Insurance,
what's on the application, accident and health coverage, cost factors and
more. This webinar is $15 for members and $20 for non-members and
includes the student guide. Pre-registration is required so find out more and
register today! Webinar qualifies for IAIP education hours for DAE and
CIIP designations.

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

Volunteer Opportunities

How can you help your members
get more out of your IAIP
membership? Get them
involved!

Serving on an IAIP task force is
the very best way to develop the
kind of relationships that have
provided IAIP members around
the world the kind of ROI they
have been looking for.

Learn more about available IAIP volunteer opportunities here.

FIT Insurance Professionals

It's October, which means kids
have been back in school for a
while and the cooler
temperatures of fall are upon us.
October has been designated as
breast cancer awareness month.
Each and every one of us has
likely been touched by breast
cancer in some way, and it's a
cause that has received much
publicity.
Everyone can benefit from a few simple reminders on actions that help reduce the risk of breast cancer. ...Read the full article.