Greetings!
We often hear variations on the theme "You only get out as much as you're willing to put in." This is true in our jobs, our relationships, our communities and our associations. The "Go All In" campaign is IAIP's variation on that theme. When members go all in, they reap the most benefit from their membership. How are you maximizing the beneficial opportunities available to you through IAIP?

If your state has a Council Meeting coming up, are you planning on attending?

Have you signed up for educational workshops and volunteered to serve on a committee?

If not, you're missing out on opportunities to learn something new, create new relationships and develop your skills. Even if your state doesn't have a Council, there are still educational opportunities available, either at local associations or on the IAIP website. There are local committees to serve on, officer positions to fill and networking events you can attend. If you're not experiencing these opportunities at your local association, be a catalyst for change and get something started.

If you want to get the most out of your membership in IAIP, "Go All In"!

Tish Riley,
IAIP 2015-2016 President-Elect

2016 Convention Call for Session Proposals

IAIP continually strives to provide its members with quality programs that contain education workshops and sessions from both industry and professional speakers. We encourage you to review your opportunities to participate in upcoming IAIP events.

The call for session proposals is now open for the 2016 International Convention. The convention is scheduled for June 16-18, 2016 in

In This Issue
- Call for Session Proposals
- Board of Directors Summary
- Dates to Remember
- Scholarship Recipients
- New Association
- Education Updates
- Webinar Wednesdays
- Social Media Tips
- Spotlighted YNP
- FIT Professionals
Richmond, Virginia. Proposals will be accepted through October 1, 2015. We invite you to submit your proposal online for consideration for an industry, career development or association leadership session. Learn more about submission guidelines and access the online proposal form.

### IAIP Board of Directors Summary

The IAIP Board of Directors met in August, 2015. Please see the Board Summary outlining the highlights of the meeting.

### Dates to Remember

**Legacy Foundation Grants Available for Local Associations - October 31 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 today. Applications are due by October 31.

[Grant Guidelines and Application Form](#)

**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!](#)

### Upcoming Events

Mark your calendars for the following important upcoming events:
Scholarship recipients from The Institutes were recently announced. View the complete list of these well-deserving recipients and mark your calendars for scholarship application deadlines in Spring 2016.

- Tracy Carfora, CISR, CPIW - Region I
- Cassandra Ghiatis, CISR - Region I
- Susan Mounsey-Place - Region II
- Teresa Sheppard, CIIP, DAE, AAM, AIS, AIT, API, ACSR, CISR, CIC, ASLI, AINS, AIAM - Region II

Thank you to The Institutes for offering this amazing member benefit to IAIP! Learn more how this partnership has assisted one of our members, Teresa Sheppard.

New IAIP Local Association

Welcome to the Insurance Professionals of the River Cities in West Virginia, the newest local association to join IAIP!

New members and Members at Large in West Virginia came together to form a new local association.

Please join us in wishing our newest local association great success!

Education Updates

New I CAN! A Step Above Course

Check out the new I CAN! A Step Above course, Commercial Umbrella, available now in the online store! This course is designed to provide you with a better understanding of the Commercial Umbrella policy and some of the differences and similarities between the Commercial Umbrella and the Excess Liability policies. A special thank you goes to Rita Kidd, AAi, ARM, APA, CISR, CIC for writing this course.

Train the Trainer - November 12

Does your region need a certified instructor for the 2016 regional conferences? Now is the time to get yourself certified! Mark your calendar and register for the next IAIP Instructor Certification Train the Trainer webinar on Thursday, November 12 at 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 “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!

Webinar Wednesdays

September's education webinar is Maximizing the Success of your Business through Business Process Improvement. Join us on Wednesday, September 16 at 2:00pm Eastern to learn how every employee can contribute to the profitability of their organization, not only through automation, but also through simple changes in the business process. In addition you will learn how to document the business process, use visuals to identify delays and inefficiencies, and more!

This webinar is complimentary for IAIP members and $15 for non-members. Pre-registration is required so register today! This webinar qualifies for IAIP education hours for CIIP and DAE designations.

View the entire 2015 education webinar calendar. Previous education webinars were recorded and are now available in the online store.

5 Social Media Tips to Protect Your Future

Whether you are applying to business school or a job, it’s time to review your online presence. We all need to clean up any embarrassing albums, outburst, and demonstrate our level of professional online engagement. Poor judgment online can affect your job security. Social media continues to blur the lines between our personal and professional lives and your activities online say a lot about your identity. Your online footprint should be generally consistent with how you see your personal brand. ...Read the full article.

--Teresa Sheppard, CIIP, DAE, AAM, AIS, AAI, AIT, API, ACSR, CISR, CIC, ASLI, AINS, AIAM

update my skills than by attaining the Commercial ACSR designation. Budget constraints would have prevented me from continuing my education without this scholarship. I encourage other members to submit their applications for the scholarships offered. You certainly will not win if you don't apply but if you apply, you just may win and be like me embarking on a new education journey.

So, thank you IAIP and The Institutes for this wonderful opportunity.

--Teresa Sheppard, CIIP, DAE, AAM, AIS, AAI, AIT, API, ACSR, CISR, CIC, ASLI, AINS, AIAM
Spotlighted YNP Member

Jennifer Kubiak, AIS, AINS, ACS, CIIP, DAE, CLP

Region: I

IAIP Local Association:
Insurance Professionals of NW PA

What keeps you renewing your IAIP Membership?
Education and Networking. We have a great group of hard-working people in IAIP and I feel privileged to work with all of them.

What offices have you served, are serving, or are interested in serving? I am serving my fourth year as local President and have been very active in my local for the past 10 years. ...Read full article.

FIT Insurance Professionals

Exercise Ball versus Desk Chair

Exercise balls are useful, in a gym or therapeutic setting, for strengthening your core muscles. The inherent instability of the round, prone-to-rolling exercise ball forces core muscles to constantly stabilize your body while you're on the ball. Even though big-name trainers like Bob Harper from "The Biggest Loser" endorse the use of exercise balls in place of desk chairs, some still oppose the idea. ...Read the full article.

WHAT WILL YOU DRIVE IF YOUR CAR IS IN AN ACCIDENT?