Dear Betsey,

The holidays are long past us, our new year’s resolutions may be dust as well, so what's the next big thing? Seems like we are always waiting for the next, best, improved version of something. Well, what about not wasting a precious minute of the here and now, that's why it is called "present". Instead of worrying or waiting for the next big whatever, how about taking action on something right now. ...read full article

On behalf of your 2014-15 Board of Directors
Linda Luka, CPCU, CIIP, AAI, AINS, CLP, DAE, CISR
International Secretary

IAIP Board of Directors Summary

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

Insurance Scholarship Foundation of America

A Heartfelt Farewell to the Insurance Scholarship Foundation of America

After 22 years of service to NAIW/IAIP and the insurance industry, the Insurance Scholarship Foundation of America Board of Directors has made the decision to dissolve the Foundation. ISFA will no longer be providing scholarship assistance to students and professionals in the insurance and risk management fields and has made the decision to donate the remaining funds to the Brantley Center College of Insurance at Appalachian State University in Boone, North Carolina. ...read full article

rosalyn (roz) horton, CIIP, PIAM
International President

2015 Convention Updates

Act now to take advantage of Early Bird registration for the 74th Annual IAIP Convention!

Employer Justification Toolkit - packed with tools to help you convince your employer of the importance of attendance at the 74th Annual IAIP Convention. Everything you need is included: from talking points for
informal discussions to a variety of formal worksheets and documentation highlighting the professional benefits of attendance to an employer, as well as instructions on how to use these tools.

**IAIP has a promotion to encourage non-members to discover what IAIP is all about!** Be sure to let your non-member friends and co-workers know: everyone who registers for the 74th Annual Convention and pays the non-member rate will receive a one-year IAIP Member-At-Large membership in addition to their convention registration!

Don't forget to submit your [Convention Volunteer Interest form](#) by April 1st.

**Education Updates**

**Give CLP courses a try!**

If you purchase and complete two or more CLP courses (and course quizzes) and decide that you would like to purchase the entire CLP bundle, you will receive $40 off the full downloadable or printed self-study or instructor bundle price! Contact the Director of Education, education@iaip-ins.org, to find out how to receive discount.

**NEW! Best Practices Library**

There are great things happening in the association and members are always looking for new ideas. We are excited to announce the launch of a new portal on the IAIP website for the sharing of best practices: [IAIP Best Practices Library](#)!

This portal is designed to be led by the members. We know there are some amazing things going on in your local associations, councils and regions and we invite you to share your best practices. Simply select the subject matter from the list of best practices and then click on "New Topic" to add a new post to the Best Practices Library.

Check out the best practices already submitted to learn how one local association recruited over 20 new members in the past six months and how another had six members earn the CLP designation together by forming a study group.

Upcoming Events
Leadership and Motivation

Motivation is a force or influence that prompts an action, according to Webster dictionary. It is something that comes from within each of us. If it is specific and special to each individual, what can a leader do to motivate others to achieve a common or individual goal? An effective leader must know what motivates each individual in the team and how to create a motivating environment.  

...read full article

The Importance of Mentoring

As we begin 2015 I want to shine a spotlight on a growing concern in our industry - the acquisition and mentoring of young talent. I spent time recently with a future colleague who is finishing his final semester at Appalachian State University. As I talked with him, I flashed back to January 2007 - several months before my own graduation from App State - and thought about all of the opportunities that lie ahead of me at that time. I was a student majoring in Risk and Insurance at a great university and was looking forward to starting my career. I had been participating in industry events and interviewing with prospective future employers. It was a really exciting time and I couldn't wait to get out there and get to work!  As I talked with this new hire, I could feel that same energy from him that I felt myself just seven short years ago.  

...read the full article

Hollan Delany, ARM ASLI
Assistant Vice President, AmWINS Brokerage of the Carolinas
President 2014-2015, Charlotte Association of Insurance Professionals (CAIP)

FIT Insurance Professionals

It's February and many of us are still hard at work on our New Year's resolutions - weight loss, exercise, healthy eating, etc. These goals partner nicely with this month's FIT topic: American Heart Month.

When we think of February, many of us think of hearts - as in Valentine's Day and the symbol of love. However, we also need to think of the hearts inside our bodies that keep us alive. CVD (cardiovascular disease) - heart disease, stroke, and high blood pressure - is the leading killer of both women and men in the United States. It's also the leading cause of disability, keeping individuals from working and enjoying normal daily activities. Lastly, it results in millions of dollars in health care costs.  

...read full article
YNP Member Spotlight

**YNP Member:** Chris Bell  
**Region:** V  
**IAIP Local Association:** Insurance Association of the Ozarks

**What keeps you renewing your IAIP Membership?**
The blooming friendships and professional development opportunities are the biggest rewards of being an IAIP member. The smiles are contagious and the people are warm. Laughter often fills the room during our meetings and when I leave a Regional or State Council gathering, I start to count the days until I see these folks again. I have found that whether new to the Insurance Industry or a four decade veteran, everyone will be treated with dignity, compassion and encouragement.  
...read full article