Dear Betsey,

Best wishes for a healthy and happy 2015!

We hope you enjoy the first Connections issue of 2015. Below you will find some exciting information on the 74th Annual IAIP Convention, a valuable article on communication skills, an update on IAIP educational offerings and some important, timely reminders. Also included is our new segment that introduces one of our Young New Professionals.

Please contact us any time with questions or input.

2015 Convention Updates

Early Bird registration for the 74th Annual IAIP Convention is now open! Make plans now to attend.

Employer Justification Toolkit - We have created a new resource for members that are not currently receiving employer support for Convention attendance; or for those who need some assistance in encouraging their employer to continue past support of this important event. Found on the home page of the Convention web site, the Employer Justification Toolkit is packed with tools; everything from talking points for informal discussions, to a variety of formal worksheets and documentation highlighting the professional benefits of attendance to an employer (and instructions on how to use these tools).

Did you know that IAIP has a promotion to encourage non-members to discover what IAIP is all about? Non-members who register and pay the non-member rate will receive a one-year IAIP Member-At-Large membership in addition to their convention registration! So be sure to invite your insurance and risk-management colleagues who are not IAIP members!

Please help us spread the word! Be on the lookout for Facebook, LinkedIn and Twitter posts promoting the Convention and be sure to "SHARE" them - not just with our members - but with non-members as well!
The Value of Communication Skills

There is one critical factor that is fundamental of a good leader: effective communication skills. Effective communication can improve relationships at work, home and in social situations by deepening connections to others and improving teamwork. It is necessary when solving problems and communicating decisions. It enables you to express negative or difficult messages without creating conflict or destroying trust.

Effective communication combines a set of skills including nonverbal communication, attentive listening, the ability to manage stress in the moment and the ability to recognize and understand your own emotions and those of the person you’re communicating with.

Communication is the common underlying theme in many of the Certified Leadership Program (CLP) and Career Development courses offered through IAIP. Courses such as Speaking Under Pressure, Managing Difficult Conversations, Coaching, and Negotiating for Results (to name a few) offer valuable information and tips and can assist in understanding and developing your communication skills.

In addition to the "one-on-one" communication skills, public speaking skills are also important to confidently communicating so that supervisors, co-workers and clients understand your message. IAIP's Confidence While Communicating course will help with discovering and developing confidence in your own personal speaking style. The course consists of learning and practice sessions that include impromptu and prepared speeches.

As a professional with knowledge and experience in insurance, do you effectively and confidently communicate insurance coverage, processes and claim details to clients? Could you be better at communicating ideas to resolve conflict or encourage teamwork with co-workers? How well do you communicate IAIP’s mission and association benefits to individuals looking for a group of insurance professionals to learn from and network with? Good communication skills are essential in everything we do and everyone we interact with. IAIP’s Career Development and CLP courses offer opportunities to learn and practice effective communication skills which will enhance your professional image and contribute to your professional development. To learn more about IAIP education courses, go to Course Offerings page on the website.

Education Updates

New Career Development courses!
Is your career on the right track for 2015? Two new Career Development courses, Goal Setting and Dynamite Sales Presentations are now available to help get you where you want to be.

Upcoming Events

Mark your calendars for
Goal Setting, is a course that will lead participants through thinking, planning, and taking action on the things they really want. The course uses goal setting activities to help you articulate what you want out of life plus you will learn motivating techniques to reach your goals and how to deal with setbacks.

In the course Dynamite Sales Presentations, the purpose and key elements of writing a quality proposal will be identified plus you will learn what the perfect first impression is and tips for becoming more confident and professional in face-to-face presentations.

Both of these eight-hour courses are available in the store and are qualifying courses for renewing the Certified Leadership Professional (CLP) designation.

New Year's Sale

Tis the season for resolutions and changes with the start of a new year!

In celebration of 2015, we are offering 15% off your entire store purchase from January 1-9, 2015. The discount includes education materials (Instructor, Student and Self-Study guides) ribbons, jewelry and plaques. It does not include designation fees, dues, convention fees or convention related items. Be sure to use NEWYEAR15 promotional code when you make your purchase.

IAIP Library

You may already be familiar with the library of current and past issues of the Today's Insurance Professionals magazine and The Connections e-newsletter, and all our Regional Newsletters, but did you know there is also a library of our new monthly publication: The Leadership Newsletter? You don't have to be an association leader to access the valuable organizational information available in this monthly publication.

Important Deadlines

Regional Candidate Form Submission Deadline: If you are interested
in serving in a leadership role at the Regional level, send the Candidate Form to the Vice President of your region by Thursday, January 15, 2015. For a complete listing of all upcoming deadlines, please visit the Latest News section recently added to the IAIP web site.

The End of Half Dues

Beginning this past July, we've added flexibility to membership recruitment and retention by establishing a new, rotating, annual membership renewal date instead of a static membership renewal date on July 1, regardless of join date. Moving forward, when new members join their renewal date will be their join date. What does this mean for new members now? We've eliminated the need for half dues during January-June and a new member will receive one full year of benefits, regardless of when they join.

YNP Member Spotlight

Monthly spotlight of one IAIP Young New Professional

Spotlighted YNP Member: Rachel Shubert
Region: V
IAIP Local Association: Insurance Professionals of Mid-Missouri

What keeps you renewing your IAIP Membership?
I renew my IAIP membership for many reasons such as networking, career development and the relationships I have formed. I have moved around a few times and every time I have moved I have been able to locate an IAIP chapter. These relationships are always there for me when I need them, and I appreciate all of them.

What offices have you served, are serving, or are interested in serving?
I have served as Treasurer and President-Elect. I am currently President of my location association. I am also one of the RVP assistants. Each of these positions has taught me a little more about IAIP. It has been and continues to be a learning experience.

What is a day in the office like for you?
My typical day in the office as an Underwriting Specialist consists of working on a wide variety of commercial exposures for Missouri and Kansas. This includes, but is not limited to: new business, endorsements and renewals. Most of my work is done on the computer and over the phone. I have had the opportunity most recently to go to various agencies to help them quote new business and work on some more challenging accounts.
What fictional character would you want to spend a day with and why?
I have always enjoyed all of the Disney princesses since I was a little girl. I would love to be Cinderella for a day and dress up in her outfit and live in the castle. I now have been able to keep this dream alive by spoiling my nieces with princess stuff since they say I am too old to enjoy being a princess.