Greetings!
As we come to the end of this fiscal year I asked your Executive Committee to share their thoughts on those things that impacted our association this year.

President-Elect Debbi Kuhne - "I was re-reading President Horton's July 2014 Connections and was reminded of "small steps". It's a great feeling when you accomplish what you set out to do and we did - in "small steps". While not turning the world upside down, I feel we made great strides in putting the Association "back on the map" - concentrating on our strategic plan and by all means getting the new marketing plan rolling. I think over the past few years, especially since associating with ME! and Executive Director, Beth Chitnis, the EC has continued to grow as a team."

Vice-President Tish Riley - "This has been a year where the changes we've been making over the past several years finally came to fruition. The members now have the promised tools and resources they have been asking for, including a cohesive marketing campaign, and we could not have done it without our wonderful staff at ME!"

Secretary Linda Luka - "I am so proud of the new marketing program, the fresh look of all our materials, and the education task force's new offerings. The education component is ever changing and we've introduced a great variety to meet the needs of our members. The association has turned the corner and is full steam ahead with fresh ideas, new programs and a strong vision."

My own thoughts mirror those of my Executive Committee team and I hope reflect the thoughts of your Board members as well. Insurance Professionals is on the precipice of a new era in our outreach to members and colleagues in the insurance industry. As you just read, the overwhelming approval revolves around our new marketing materials. Your Corporate Staff, EC and Board have spent a lot of time and effort in writing, reviewing and approving this material. Don't let it go to waste - this is your key to recruiting and maintaining your members and thus grow your association. Used in conjunction with all our new ToolKits you cannot help but succeed.

Over the past 18 months, the Education Task Force has worked diligently to produce new and updated classes that will assist our members and
colleagues by increasing their knowledge of the industry in which we work. All of the classes were written by IAIP members and I want to extend my gratitude to all of them for their commitment to providing our members with first class education. And, to the Task Force members, thank you for your efforts in reviewing and approving all the offerings we now have in our educational classes.

Finally, I only see the best to come, due to the endeavors of all our team members - from the local associations, to the MALs and all our leadership teams - you are the best and therefore we will achieve our goals as we continue to GO ALL IN for success.

rosalyn (roz) horton
2014-2015 International President

74th Annual Convention Review

The International Association of Insurance Professionals' 74th Annual Convention began on Thursday, June 4th in Bloomington-Minneapolis, Minnesota with almost 300 members and industry professionals in attendance. We enjoyed all of our attendees, speakers, educators, and sponsors and thank you for your participation and contributions. This year we were excited to enjoy a particularly large group of over 70 first time attendees or "First Timers"!

... Read full article.

74th Annual Convention Highlights

Business Meeting
Please take a moment to review the Convention Business Meeting web page. Here you will be able to easily access the audio recording from the business meeting, 2014-2015 task force reports, and the Meet the Candidate webinar.

Community Project
In partnership with Bridging, IAIP convention attendees hosted an extremely successful towel drive to support challenged families in the twin cities area. We collected an amazing $580 and 723 new and gently used towels and household items for families transitioning out of homelessness and poverty in the Minneapolis area. For more information, visit www.bridging.org. Thank you for making this charity project a huge success!

Upcoming Events
Mark your calendars for the following important upcoming events:
Scholarship Recipients
Scholarship recipients from The National Alliance and International Risk Management Institute (IRMI) were announced at the Convention and those in attendance were recognized. View the complete list of these well-deserving recipients.

Award Winners
Congratulations to all of the international award winners announced at the Convention:

- Client Service Professional of the Year: Therease L. Thompson, AIT, AINS, AIS, CIIP, CLP
- Professional Underwriter of the Year: Alison Holmes, AIS, AINS, CISR, CPIW, DAE
- Claims Professional of the Year: Bonnie Merz, AIC, AIS, ARM, CIC, CRM, CIIP, CRIS, DAE
- Risk Management Professional of the Year: Jennifer Christensen, CISR, CIC, CRM, CRIS, CPIW, DAE
- Rookie of the Year: Christopher Bell, AINS, AIS
- Insurance Professional of the Year: Ellen Schwindaman, AU, CPCU, CPIW
- Confidence While Communicating Speak-Off: Chenise Blalock

A complete list of the award winners can also be viewed online.

Go All In: Phase II
As announced at the business meeting of 74th Annual IAIP Convention on June 7, we are now ready to launch phase two of the membership recruitment or “Go All In” campaign. The goal of the second phase of this campaign is to encourage the local associations and individual members to assist in the overall membership recruitment efforts through the use of personal testimonials submitted as videos. A prize will be drawn from all entries for complimentary registration to the 75th Annual IAIP Convention in Richmond, VA.

Testimonials should be quick (less than 45 seconds) upbeat, high energy and positive and describe how your IAIP membership has benefited you personally and/or professionally. Each current member can only submit one video testimonial for the purposes of the contest, and 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.
It's time to GO ALL IN!

Board Summaries

The board met in both May and June. View the May and June board summaries here.

Education Updates

New I CAN! Step Above Course
Check out the newly released I CAN! Step Above course, Workers' Compensation! This one hour course will provide an overview of Workers' Compensation Insurance including its history, premium determination, covered employees, benefits provided, claims reporting and cost management. You will gain a better understanding of why it is a benefit to your insured, why it is a benefit to your insured employee's, and why you need to promptly report incidents/injuries as they occur. A special thanks goes to Debra Chinault, CPCU, AIC, CPIW, Nanci Futrell, CIC, CPIW, PAIM and Brenda McDermott, CPCU, SCLA, ARM, AIC, CIIP for writing this new education course!

Mentors and Proteges is available again in the store! This six hour course includes information on what mentoring is, the history and purposes of mentoring, descriptions of several formal mentoring programs along with the benefits, responsibilities and concerns of mentors and protégés. In addition, a step by step planning worksheet is included to ensure you are getting the most out of the relationship and mentoring process.

Be an IAIP Certified Trainer

The IAIP Instructor Certification Training, available to IAIP members only, is designed to certify individuals who want to instruct the Certified Leadership Program, Career Development, I CAN! Series and Continuing Education credit courses.

To become certified you must:

1. Purchase and preview the "Train the Trainer" student guide
2. Participate in the Train the Trainer webinar focusing on instructor delivery methods as well as looking more in depth at adult learning.
The next Train the Trainer webinar is scheduled for Thursday, June 25 at 2:00pm eastern time. For those who have completed step one, we invite you to register for this webinar.

After completing this webinar, your name will be added under CLP Certified Trainers page. For each CLP topic you wish to instruct, you must purchase and successfully complete the applicable self-study or instructor-led course.

To learn more go to the IAIP Instructor Certification Training webpage.

Legacy Foundation Scholarships

Scholarships will be offered two times per year to individual members for various educational opportunities, to enhance their insurance knowledge, obtain designations or insurance related degrees or to attend IAIP conventions or conferences. The Legacy Foundation is just another source of funds to assist our own members with their educational goals. The current application period for scholarships is open. Apply today! Applications are due by June 15, 2015.

Webinar Wednesday in June

Be sure to register for the upcoming webinar, Business Income (BI) Worksheets presented by Sylvia Robinson, CPSR, CPIW, DAE, PIAM, CPII. Sylvia will cover several ways to determine what limits your insured should consider. Several forms will be discussed to assist in understanding Business Income worksheets.

Don't miss out! Register today for Business Income Worksheets on June 17, 2015, 2:00pm eastern. This webinar qualifies for IAIP education hours for CIIP and DAE designations.

It's Time to Renew

IAIP wants to continue to help you develop and nurture your inner leader! For members with a renewal date of July 1st, if you haven't already done so - please renew today. Your renewed IAIP membership will allow you to continue to connect with other industry professionals, enhance your
educational opportunities, and build your career. Membership renewal is due on Wednesday, July 1. Are you ready to say "I'm All In?"

The Institutes Scholarships

The Institutes Scholarship application for 2015 is now available. Apply today! The Institutes will award scholarships toward the Institutes Accredited Customer Service Representative Designation (ACSR) for IAIP members. The ACSR/IAIP Scholarship Program is designed to further promote and assist insurance agencies’ commitment to excellence and recognize top professionals who strive to exceed customer’s expectations.

These scholarships are an amazing member benefit through our partnership with The Institutes. Take advantage of this benefit and apply today! Applications are due by June 30, 2015.

Find out more here.

FIT Insurance Professionals

It's June, which means summer is upon us. With the warmer weather and summer break for the kids, this means packed schedules and family vacation for many of us. Along with the summer rush comes all kinds of emergency situations. June has been designated as National Safety Month. We can all benefit from taking a few minutes to think about some simple safety practices that can be implemented. ...Read full article.
YNP Member Spotlight

Spotlighted YNP Member:
Dawn Manzano

Region: VIII

IAIP Local Association:
San Diego Association of Insurance Professionals

What keeps you renewing your IAIP Membership? I
I have gained so many things over the last two years. Wow two years... it seems like so much longer. I would say the reason I continue to renew my membership is the amount of growth that I have seen in myself personally as well as professionally. Since joining this association I have seen myself grow so much, by becoming more confident in myself in professional settings, such as meeting and conferences. Because I took CWC, I am confident that I can stand up in front of others if needed and give a presentation. I have had so many opportunities due to the involvement I have in the association. This last year I have been able to attend California Council, Regional as well as the ICC meeting in Orange County. ...Read full article.