Conferences, Convention, Scholarships, and Elections, Oh My!
Welcome, Spring! We are in the middle of our Regional Conference Season, and registration for our 77th Annual Convention is in full bloom. What an exceptional arena to reconnect and expand your professional network, enhance your career through leadership development and continuing education, and revitalize your engagement with fellow members in the insurance community!

Regardless of the status of your career path, for both seasoned members and emerging professionals, Regional Conferences and Convention are stellar opportunities to celebrate your achievements and milestones, as well as share mentoring talents and industry expertise.

All things Convention are available on the IAIP Website with handy links to Registration, Events and a complete Employer Justification Tool Kit.

But wait! There’s more! There is still time to apply for various education scholarships. These are your valuable member benefits, so take advantage and apply today. Check out all of the available scholarships! Please note that all applications must be received by May 1, 2018.

It’s also time to exercise another member benefit: One Member One Vote! Watch your email for the electronic ballot that will be distributed to the membership via email in April for a two-week voting period. The Meet the Candidates webinar is now available to view for the opportunity to meet our candidates for International Secretary: Betty Curry and Geraldine Plott. President-Elect, Angie Sullivan, interviewed the candidates and attendees were invited to ask questions.

Are you ready to unleash your super power? These are extraordinary times to be an Insurance Professional!

See you in St. Louis!

Lauri M. Oakden-Binder, RWCS, CRIS, CLP, CIIP
International Secretary

2018 Convention

Conventions, Convention, Scholarships, and Elections, Oh My!

Convention Education
Immerse yourself in insurance industry trends, grow your leadership skills, get...
inspired with association tips and ideas! Covering everything from golf to wild animals, developing soft skills, and meeting planning; you will be amazed at the variety of educational opportunities that are included with your convention registration. Mix and match the learning tracks to create the customized education you’re looking for. Earn up to 10 CEUs with Industry Trends sessions!

**Pre-Convention Workshop: CISR - Insuring Personal Auto Exposures**

**Learning Track #1 - Industry Trends Sessions**
- Golf Law and Risk Management
- Rental Reimbursement Coverage
- Additional Insured Endorsements
- Directors & Officers
- Animals Gone Wild

**Learning Track #2 - CLP**
- Assertiveness Skills (CLP Renewal)
- Solid Business Writing (CLP Renewal)
- Employee Engagement

**Learning Track #3 - Association Leadership**
- Solution Room
- IAIP Instructor Certification (Train the Trainer)
- Meeting Planning 101
- Ignition Spark - The Need for Speed
- Navigate Your Way to IAIP Success!
- IAIP Treasurer Processes and Tips

Attendees: Electronic versions of all available handouts are accessible online 30 days before convention as well as during and after the event. If you prefer hard copies - you must print your handouts and support material to bring with you to St. Louis. Review this information - and more - any time with our two online IAIP Convention portals:

- Education Workshops + Sessions portal
- Convention Attendee portal

**Member Engagement**

New members are the life blood of an association. Our new members help propel the association forward bringing new ideas, experiences and exposure to IAIP. Every month, we have one opportunity to make a first impression and welcome new colleagues to the organization - setting the tone for their IAIP experience. It’s our responsibility to be examples of acceptance; listening to new members and acknowledging the strengths, background and knowledge they bring to the group.

The **New Member Pathway** is proving to be one useful engagement tool that, thanks to you, has been shared hundreds of times across the country and is engaging new members as they craft their unique journey. Please help us continue a long tradition of acceptance and give our new members a warm welcome, helping them find their way and their voice as future leaders.

**Election Process Overview**

**Upcoming Events**

Mark your calendars for the following important upcoming events:

- April 18
- Drones: Going Above and Beyond Basic Inspections
Watch your inbox for the electronic ballot to participate in the election of the 2018-2019 International Secretary. The ballot will remain active for a two-week voting period. Corporate Centre staff and a Teller's Committee appointed by the International President will regularly monitor the response rate during the voting period and ensure that all votes are cast by current, active members in good standing. A minimum of 10% of the total membership qualifies as a quorum. Following the voting period and confirmation of the results, the 2018-2019 International Secretary will be announced via email to the membership on Tuesday, May 1.

Find out more about the IAIP election process.

Meet the Candidates: Betty Curry & Geraldine Plott
Access the pre-recorded Meet the Candidate webinar for the opportunity to meet our candidates for International Secretary. President-Elect, Angie Sullivan, interviewed the candidates and attendees were invited to ask questions.

Education Updates

**IAIP eLearning**
Mark your calendar for April's eLearning
Drones: Going Above and Beyond Basic Inspections.

Drones have become increasingly common on store shelves and news highlight, but in many respects, the use of drones as a commercial tool is still very much a mystery. With a focus on the use of drone technology as a tool for property and casualty insurers, this webinar will cover recent regulatory changes, discuss some lingering questions and regulatory barriers, and explore technological capabilities and opportunities for insurers to use this emerging technology to their advantage.

**Date:** Wednesday, 4/18  
**Time:** 2:00 PM Eastern  
**Presented by:** Brad Tischendorff, Church Mutual  
**IAIP eLearning Track:** Industry Trends

This webinar is complimentary for IAIP members/ $15 non-members. Pre-registration is required to receive the webinar access link.

**Learn more and register today for this event!**

**IAIP Class Rosters**
A reminder to email the Education Director your class rosters for IAIP courses offered at regional events and anytime IAIP classes are offered. Sending class rosters is essential for confirming attendance of CLP and CLP renewal courses and is encouraged for all IAIP education courses. This step helps to expedite the review of IAIP education credit requirements on our designation applications. Sign in rosters are included with the instructor materials for each course. Email the **Education Director** if you
Continuing Education Scholarships

Act Soon!
There is only one month left to apply for the scholarships offered by IAIP’s partners! These scholarships are a great member benefit through our partnerships with The National Alliance, The Institutes and IRMI. Take advantage of this benefit and apply today!

The National Alliance for Insurance Education & Research will award 26 professional continuing education scholarships to deserving IAIP members. Submit your completed National Alliance Scholarship application to The National Alliance.

International Risk Management Institute, Inc. (IRMI), and WebCE are pleased to award full professional development scholarships to deserving IAIP members. Submit your IRMI Scholarship application to IAIP.

The Institutes will award scholarships toward The Institutes’ Accredited Customer Service Representative Designation (ACSR) for IAIP members. Submit your Institutes Scholarship application online.

Scholarships will be awarded at the IAIP 2018 Annual Convention on June 7-9, 2018. These scholarships are a great member benefit through our partnerships with The National Alliance, The Institutes and IRMI. Take advantage of this benefit and apply today! Applications must be received by May 1, 2018.

Join an IAIP Task Force

Are you looking for ways to GO ALL IN? Consider joining an IAIP task force where you will develop leadership skills and enhance your network, benefitting you both professionally and personally.

In exchange for your time and your support, as a volunteer, you can:

- Contribute to industry and organizational issues
- Exercise new leadership, teambuilding and communication skills
- Network with industry experts and thought leaders
- Engage fellow IAIP members in meaningful dialogue
- Design and facilitate programming
- Work collaboratively to foster a spirit of innovation and creativity
- Learn from diverse people and viewpoints
- Build your resume with volunteer leadership roles

Volunteering is just as easy as it is rewarding. IAIP is now accepting applications from members interested in serving a one-year term on a 2018-2019 IAIP task force.

View the list of task forces and submit your volunteer interest form!

Legacy Foundation
IAIP is pleased to introduce the 2018-2019 NAIW Legacy Foundation Board of Directors.

Chair
(filled by the IAIP President Elect)
Cindy Prud’homme, AINS, CPIA, CIIP, CLP

Secretary-Treasurer
(filled by the IAIP Vice President)
Lauri Oakden, RWCS, CRIS, CLP, CIIP

Directors-At-Large (2017-2019 term)
Kathleen Bianculli, CIC, CIIP, CLP, DAE, ACS, ASF, CIISR
Insurance Association of Metro Detroit
Region IV

Margaret Wildi, MS, CPCU, AIM, AAM, AIS, AINS, CLP, CIIP, DAE
Insurance Professionals of Greater Knoxville
Region III

Directors-At-Large (2018-2020 term)
Jane Densch, CPCU AIC ARe ARP AIS CPIW
Member-At-Large Colorado
Region V

Carol McManus, CPIA, CISR, CRIS, MLIS, CLP, CIIP, DAE
SunCoast Insurance Professionals
Region III

Regional Vice President Director (2018-2019 term)
Mary Corvaia, AU, CPIW
AC IAIP
Region I

How Planned Giving Can Support the Legacy Foundation

There are many ways to support the NAIW Legacy Foundation through general donations, matching funds, deferred payment donations and more. Another way to support the mission of the Foundation is through Planned Gifts. Planned Gifts allow donors to designate funds that will eventually be received by the Legacy Foundation in the form of bequests, charitable trusts, gift annuities, life insurance and other forms.

Maybe this is a good time to consider a Planned Gift to the NAIW Legacy Foundation. Learn more about how you can leave a long-term legacy for insurance education.

FIT Insurance Professionals

IAIP's Spring "Clean-Up the Core" Challenge!!
On the heels of March Madness, it's time for our own madness to begin - clean up from the winter woes and get to the "Core" of things. Please participate in our Core Challenge for the month of May by doing core exercises for at least 15 days of the month. If you are feeling adventurous, we invite you to consider participating in the 30-day plank challenge, a truly amazing opportunity to strengthen your core.
Qualifying core exercises include:
Planks
Sit-Ups/Crunches
Push-Ups
Bridges/Seat Lifts
Bicycles
Any other core exercises

No matter what you pick, the goal will be to do a few more reps or a few more seconds each day! After the challenge is completed, email your results to Katharine Nohr. Please include in the email your name, local association, region, email, phone number, a list of your daily core exercise accomplishments. Please: no attachments. Include your summary in the body of the email.

January 2018 Virtual Marathon
Congratulation to all those who participated in IAIP's virtual marathon. The following participants completed at least one marathon during January of 2018, but most of them completed multiple marathons.

<table>
<thead>
<tr>
<th>Name</th>
<th>Association</th>
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<tbody>
<tr>
<td>Linda Adams</td>
<td>Southern Ohio Insurance Professionals</td>
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<tr>
<td>Tammie Blackwood</td>
<td>Spartanburg Insurance Professionals</td>
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<tr>
<td>Debra Brunken</td>
<td>Insurance Professionals of Greater Sioux Falls</td>
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<td>Tara Busha</td>
<td>Greater Lansing Insurance Professionals</td>
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<td>Paula Clark</td>
<td>Vermont Association of Insurance Professionals</td>
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<td>Nancy Dunning</td>
<td>Insurance Professionals of Greater Reading</td>
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<td>Deb Oldfield</td>
<td>Grand Rapids Insurance Professionals</td>
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<tr>
<td>Tammy Lawrey</td>
<td>Vermont Association of Insurance Professionals</td>
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<tr>
<td>Katharine Nohr</td>
<td>Honolulu Association of Insurance Professionals</td>
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<tr>
<td>Patti Wallmer</td>
<td>Insurance Professionals of Reading</td>
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Don't miss out on this year's IAIP International Convention FIT Activities:
Welcome Walk
Walk/Run
Yoga
Self Defense
Swim
See you in St. Louis!