Happy New Year! With 2018 upon us, it's time to start thinking about Regional Conferences. Let's take a trip around the world of IAIP and see what's happening.

Our trip starts in **Region VI on March 8-10** at the Doubletree by Hilton in Lafayette, LA. The theme is 'Going All In - Cajun-style!' Region VI will have a Cajun Band and dance lessons at their Welcome Party and of course lots of Cajun food.

**March 22-24 takes us to Region III** at the Crown Plaza in Charleston, SC, on Tagnier Outlet Blvd - can you say SHOPPING? Region III's theme is 'A World of Opportunities'. Food and games from all over the world will be featured at the Welcome Party. An Active Shooter Preparedness program will provide members with information on best practices associated with preparing for and responding to this very real threat in today's world.

Region I and Region V have their conferences on the same weekend. No worries as I have a time-turner in my pocket!

First, on **April 5-8 we are in Region I** at the Sheraton Portsmouth Harborside in Portsmouth, NH, right on the water. 'Get FIT in Portsmouth' is the conference theme and will feature an interactive Welcome Party where members and vendors can learn more about each other and play games of chance.

Time-turner activated: back to **April 6-7 for the Region V Conference**. We are now at the Sheraton in West Des Moines, IA. It's GAME ON! Region V is the home of IAIP International President Linda Luka and they are ready to welcome her home in style with a tailgating-themed Welcome Party, FIT activities in the morning, and a Victory Celebration Saturday night announcing all award winners.

After a week of rest, on **April 19-21** we are off again, this time to **Region VII - 'The Magnificent Seven' -** at the Embassy Suites in Phoenix, AZ. Region VII will host a Western-themed Welcome Party. On Saturday night all award winners - and past, present and future leaders - will be recognized at a 'Diamonds and Denim' Red Carpet Cocktail event.

**April 26-29 takes us to Region II** at the Holiday Inn in South Charleston, WV where 'Hand in Hand We Can Achieve More'. CE credits for West Virginia will be offered Thursday morning, along with two CLP classes.

The final stop, on **May 3-6 is in Region IV**, at The H Hotel in Midland, MI where you can 'Transform Your Career with IAIP' by attending some of the 17 education classes (yes that is correct - 17!) being offered. In
addition, you could go to the nearby casino to try your luck, or attend a minor league baseball game.

Are your reservations made? Regional Conferences offer priceless opportunities for networking and growth, so in the words of Captain Picard - Make It So! Or if you prefer Dwayne "King" Pride - Go Learn Things!

In Fellowship,
Lisa R. Hardin, CPCU, CPIW, AIC, AIS, ACS, DAE
RVP - Region V

2018 Convention

Start planning now to attend the IAIP 2018 Convention!

Volunteer for Convention
If you have been looking for opportunities to gain valuable leadership experience, here is your chance. Committee opportunities include Registration, CWC, Workshop Moderators, Social Media publishers, and multiple assignments to assist with the Convention Business Session. Volunteer assignments will be finalized in the Spring. Submit your Convention Volunteer Interest form today.

Need Employer Support to Attend?
IAIP has what you need to put together a proposal for support your leadership won't be able to refuse. Our Employer Justification tool kit includes a sample letter to your manager, a simple-to-use budget worksheet and a Convention benefits summary available for your use.

Experience St. Louis
Did you know that St. Louis is national and international contender for multiple #1 rankings? That's right! Here are just three examples:

#1 City Park in the US: Forest Park in St. Louis (3.8 miles from Union Station)

#1 Ice Cream in the World: Ted Drewes Frozen Custard in St. Louis (8 miles from Union Station)

#1 Free attraction in the US: St. Louis Zoo (5.4 miles from Union Station)

Be sure to put these destinations on your To-Do List for visiting during your designated free time to explore St. Louis on Friday afternoon!

Upcoming Deadlines

Upcoming Events

Mark your calendars for the following important upcoming events:
The Regional Vice President positions that are available for election at the 2018 Regional Conferences are for Regions II, IV and VI with a two-year term. The Candidate Form is due to the Regional Vice President of your Region by January 15.

Education Updates

**A New Year - A New You!**
It's 2018 - a perfect time to set goals that benefit you and help you attain the next step in your career. Education is the perfect way to help you get to where you want to be. From leadership training to learning more about a specific insurance topic, IAIP offers education opportunities in a variety of formats - instructor led, self-study and eLearning. Commit to learning something new this year.

The IAIP homepage is sporting a new feature for 2018 - Spotlight on Education. Every quarter a new or current course will be featured to showcase an IAIP education course. Our first spotlight is on the new Selling Essentials course!

**Selling Essentials Overview**
Don't wait to register for January’s eLearning Selling Essentials Overview presented by Danny Douglas, AINS, AIS, API, ACS, CIIP, DAE, ACSR, CLP. This webinar, scheduled for January 17 at 2:00PM EST, will provide an overview of the six basic techniques for the art of selling and key insurance sales skills you need to be successful. Register now as space is limited and filling up quickly. View the 2018 eLearning Calendar.

**Confidence While Communicating Virtual**
Check your calendar and make time to participate in Confidence While Communicating Virtual. It's so convenient to complete this course from the comfort of your home or office. Facilitated by Sylvia Robinson, CPSR, CPIW, DAE, PIAM, CPII the class will meet virtually one day a week for nine weeks starting February 6. This is your opportunity to learn tips and practice new skills that will build confidence when communicating with your supervisors, co-workers, and clients. Learn more and register today while there is still space available! Class is limited to 10 participants.

**IAIP Designations**
Attaining a designation demonstrates dedication to your career development and raises the opportunity of increasing your salary potential. IAIP offers three designations: Certified Leadership Professional (CLP), Certified Insurance Industry Professional (CIIP) and Diversified Advanced Education (DAE). The DAE and CIIP have requirements that include IAIP and Industry Education. IAIP Education courses that qualify are listed on Course Offerings webpage and live or on demand eLearning. Industry Education are courses completed with other organizations. Be recognized at the 77th Annual Convention for earning an IAIP Designation during the past twelve months. Start the process today of earning your IAIP designation.

**Certified Insurance Industry Professional update**
One of the requirements of the CIIP designation is to complete an eligible industry educational program. Two additional education programs were recently approved by the IAIP Board and added to the Approved Education Program list for the CIIP. These programs are the Certified Personal Risk Manager (CPRM) and Certified School Risk Managers.
(CSRM) offered by the National Alliance. You can find a full list of the Approved Education Programs on the CIIP Application.

**New or Revised Courses in 2017:**
- **I CAN! A Step Above - Insurance Claims: A Basic Overview**
- **I CAN! A Step Above - Inland Marine-Builders Risk**
- **I CAN! A Step Above - CGL: Claims Made v. Occurrence Triggers**
- Developing Clients for Life
- Opening the Sales Call
- Presenting Solutions, Overcoming Objections and Closing the Sale
- Prospecting and Territory Management
- Understanding the Sales Cycle
- What to Ask and How to Listen

**Call for Volunteers**
We have heard members' interest in IAIP offering education materials in Spanish for insurance professionals in Puerto Rico and highly populated Hispanic communities in California, Texas and Florida. We are looking for volunteers who will be part of an ad hoc committee to research what opportunities are available with organizations who already offer insurance education in Spanish. To submit your name, email IAIP Education Director, Rebecca Clusserath.

**Legacy Foundation**

**Scholarship Deadline: January 15**
Scholarships are offered 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. Applications are due by January 15, 2018. **Apply today!**

The submission process has changed slightly. First complete the entire application and then submit your application via the online submission form. A short "how to" video is also available with tips and tricks for submitting a successful application.

**FIT Insurance Professionals**

**January Virtual Marathon**
2018 is here and with it, New Year's fitness resolutions.

**Do you want to kick start your New Year's fitness?** Participate in the IAIP Virtual Marathon in January 2018. It's easy and free. Here's how it works:

The goal is to run 26.2 miles in 31 days, from January 1 through 31, 2018. Plan to record the miles you walk and run and the time spent swimming and elliptical training (20 min. = 1 mile). Every 26.2 miles is a marathon. The
challenge is to complete one or more "marathons". Challenge yourself to complete as many marathons you can during the 31-day period. Please note on your exercise log how many marathons you completed.

If you don't run, you can substitute exercise as follows:
20 minutes of walking = 1 mile
20 minutes of elliptical = 1 mile
20 minutes of spinning bike = 1 mile
20 minutes of swimming laps = 1 mile

Keep your own exercise log with the date, type of exercise and the number of miles ran (if you substitute one of the approved exercises, convert the time to miles on your log).

Submit your Virtual Marathon exercise log by February 5, 2018 and you'll receive a Finisher's Certificate by email. Make sure you include the following on your exercise log: full name; local association; e-mail address; phone number; total marathons during month of January 2018.

Challenge your local association to have the most finishers of IAIP and/or run the most marathons so you can be recognized at the 2018 International Convention.

We hope you'll participate in our first Virtual Marathon so you can become more fit and healthy; inspire others, and enjoy the camaraderie of exercising as a (virtual) group. If you have any questions, email Katharine M. Nohr.

Note: to complete the virtual marathon using alternative exercise options, it will take you 8.73 hours.