WE HAVE A COURSE FOR THAT!
Soft skills are emerging as differentiators in business, and especially in the insurance industry where relationships rule. There are countless articles, conferences, and training programs addressing the importance of soft skills for success in the workplace. We no longer live in a world where technical skills are the most important factor for success. Instead, soft skills-often defined as personal attributes required to work well with others—are at the forefront.

While we know soft skills are a critical factor for success, many people don’t realize the power and resources they have available to improve them. Though it can seem like you either have them or you don’t, the truth is soft skills can be learned and improved upon. All you need is a desire to change and the willingness to make mistakes while practicing.

Hard skills might be what get you the job, but soft skills are what drive friendships, success and happiness at work. So, brush up on these simple, but crucial people skills to boost your professional success. And don’t be surprised if they help enhance your life outside of work too!

Some important soft skills that can be learned and improved using IAIP learning opportunities include:

- Complex problem-solving
- Leadership
- Curiosity
- Negotiation
- Collaboration
- Communication and teamwork
- Adaptability
- Coaching
- Delegation
- Emotional Intelligence

These skills (and more) are covered by IAIP’s Certified Leadership Program (CLP), Selling Essentials series, business skills courses, and monthly eLearning opportunities. Don’t miss out on your opportunity to develop and refine critical business skills for career success! Let IAIP be your ticket to a better future - visit our website and sign up for an IAIP course today!

Kim Cameron, CPIW, CLP
Region VII RVP

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Awards Reception
New this year - We are looking forward to the opportunity to celebrate our award winners during a reception dedicated specifically to these hard-working members. Before Regional Dinners we will gather to honor the outstanding achievements of the award recipients -- yet another reason you don't want to miss the 2018 IAIP International Convention. Award winners will be announced at the Awards Reception on Friday, June 8.

The Importance of Delegate Attendance
Don't forget the importance and value of having a delegate represent every local association, and now an MAL delegate representing every state at the Annual Convention. Delegates are required for the organization to conduct business as defined in the international bylaws, and to address any business that is brought to the business meeting at the convention. Additionally, delegates should be sharing highlights from the convention with their local association; including connections made with other association leaders, exhibitors, sponsors, award winners and education sessions they attend. Ideally, each delegate should return from St. Louis energized, refreshed, and empowered - with at least one new idea to implement in their local association.

If your local association has identified the delegate and alternate delegate that will be attending convention, complete and submit the Certification & Credentials of Delegate(s) form to the 2018 International Credentials Chairman, Jackie Lindquist.

Additionally, the Association Leadership track was developed specifically with association leaders in mind to give them the tools, resources and education they need for a successful year. It’s a great chance to meet with other local leaders, council directors, RVPs and international officers to learn more about how everything fits together in the IAIP organizational structure.

We look forward to celebrating our amazing award winners and yet another year of connecting members and building careers with you in St. Louis!

Membership Dues Change
The annual dues for IAIP are reviewed annually and adjusted per the Consumer Price Index (CPI). The CPI for 2017 was 2.1%. As a result, the international dues will increase for the 2018-2019 membership year effective July 1, 2018 through June 30, 2019 as follows:

Active Member and Member-
at-Large: $99.00  
Retired Member: $49.50  
Student Member: $74.00  
Retired Lifetime Member: $346.50

To ensure a smooth renewal process, beginning in April, members will start receiving renewal notices reflecting the change to international dues.

**New year, new look!**
Coming to an inbox near you: a new look to the IAIP renewal notices. We have been working hard refreshing the IAIP renewal notices making the renewal process easier for you. To avoid receiving multiple notices, please renew early and, if possible, renew online.

Need to pay with a company check? You can create an invoice in your online membership account that can be printed and used as a check request.

Let's get this renewal party started:  
**How to renew online**  
**How to renew online and pay with a check**

We're here for you and happy to help with the renewal process. Please contact Amanda Hammerli, Director of Membership, for support during this process.

This is your association! You have the power to move this organization forward by continuing both your membership, and your commitment to insure your future. Together, let's "Go All In" for the future of IAIP.

**Membership Pathway**

Joining an association is easy; becoming an engaged member takes commitment. In an effort to develop a well-rounded and informed member, the IAIP Member Engagement Task Force has launched the new Member Pathway. Upon joining IAIP, the new member pathway is an engagement tool the new member will receive via the welcome email and followed with a multi-touch email series.

What is the pathway? It's a step-by-step tool for new members to use to help navigate their first year of IAIP membership. The pathway will help guide the new members on a daily/monthly basis providing information on how to log into the website, discover eLearning opportunities, access group pages, register for the annual convention and much more. In addition to receiving the pathway, IAIP will rollout corresponding new member emails highlighting the pathway. At 30-, 60-, 90-, 120- and 180-day anniversaries, new members will receive check-in emails encouraging the ongoing development of their unique IAIP journey.

How can you help? Complete the pathway yourself. Review each step ensuring you are familiar with each area of engagement. Who knows, you might discover an area of IAIP that can add to your own journey!

**Meet the Candidates**
Join us for Meet the Candidates on Wednesday, March 7 at 2:00pm EST.
Register to participate in this interactive webinar where you will have an opportunity to meet our candidates for International Secretary:

Betty Curry, CPSR, CPIA, CPIW, DAE, CLP

Geraldine Plott, FCLA, SCLA, CPCU, AIC, ARM, AIS, AINS, CIIP, DAE, CLP

President-Elect, Angie Sullivan will interview the candidates and attendees are invited to take this opportunity to ask questions. If you have any questions that you would like the candidates to answer, please send them to Angie Sullivan, President-Elect, with "Meet the Candidate" in the subject line. If you are unable to attend the webinar live, the recording will be available on the IAIP website within two days of the Meet the Candidate.

Register for Meet the Candidates!

Review the complete Election timeline

Education Updates

IAIP eLearning
Mark your calendar for March's eLearning Predictive Modeling. This webinar will provide an overview of predictive modeling, uses in the insurance industry and your business team's role in developing a Predictive Model.

Date: Wednesday, 3/21
Time: 2:00 PM Eastern
Presented by: Rachel Leifert, Lead Business Implementation Analyst at ICW Group
IAIP eLearning Track: Industry Trends

This webinar is complimentary for IAIP members and $15 non-members. Pre-registration is required to receive the webinar access link. No refunds are available after purchase. This webinar qualifies for IAIP Education hour for CIIP and DAE designations. Learn more and register today for this event!

Items for Your Regional Conference
Regional Conferences will be here soon! As you make your final preparations, allow time to order special items. Keep this timeline in mind as you place your order:

Jewelry: 4 weeks processing and shipping time
Plaques (engraved or not engraved): 3 weeks processing and shipping time
Ribbons: 1 week processing and shipping time
Name Badges: order directly with Ryder Engraving using these instructions

Legacy Foundation
Congratulations 2017-2018 Scholarship Recipients

The Legacy Foundation scholarship are awarded 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. We are honored to award 15 scholarships to support educational opportunities for IAIP members.

Congratulations to the following 2017-2018 scholarship recipients:

- Terri Diephouse, Insurance Professionals of Collier County, Region III
- Cassie Fostun, Insurance Association of Greater Houlton, Region I
- Deidra Gunderman, Buckeye Insurance Professionals, Region IV
- Dawn Halkyard, Insurance Association of Greater Houlton, Region I
- Lisa Hardin, Mid-Wisconsin Insurance Association, Region V
- Keri Herlong, Las Vegas Insurance Professionals, Region VII
- Jennifer Humphries, Greater Lansing Insurance Professionals, Region IV
- Joy Kmetz, Insurance Professionals of Eastern CT, Region I
- Michele Luthringer, Insurance Professionals of NWPA, Region I
- Brenda McDermott, Missouri MAL, Region V
- Adele Nichols, Insurance Professionals of Greater Portland, Region I
- Valerie Stark, Vermont Association of Insurance Professionals, Region I

Collegiate Scholarship Recipients:

- Brian Fritz, Gamma Iota Sigma Student Member, Region I
- Brian Jeffries, Gamma Iota Sigma Student Member, Region II
- Jules Audrey Ebwele Mpako, Gamma Iota Sigma Student Member, Region III

Foundation Grants

A second application period has been added for the NAIW Legacy Foundation Grants. The upcoming Grant Application Deadline is March 15, 2018 which is ideal for Local Associations and Councils looking to gain support for activities early in the 2018-2019 fiscal year. As you are making plans for the 2018-2019 fiscal year, plan to submit your grant application in the Spring!

First complete the entire application and then submit your application via the online submission form. A short "how to" video is available. Applications are due by March 15. A decision announcement will be made on April 15. Apply today!

Gift Card Giving Tree

The Legacy Foundation Task Force is asking for your help. Donate to the Gift Card Giving Tree to help make this Foundation fundraiser a success. Gift cards can be in any denomination but please select large chains or stores that are available in every state, so that the winner, no matter where they live, can use the cards. Cards or monetary donations should be sent to Beth Chitnis at IAIP Corporate Center by March 15th. The Gift Card Giving Tree will serve as our prize and will be awarded at Convention. And we are hoping based on the number of donations, that we'll be able to offer multiple "trees"!