Spring is here and that means the IAIP International Convention is right around the corner. Now is a great time to evaluate the upcoming year with IAIP. Are there new classes you want to pursue? The eLearning webinar calendar is always growing and offers a variety of topics.

The Certified Leadership Program (CLP) is designed to help you move forward in your career with several classes available to help you realize success. It is also a great way to bring in new members. The newest course, Selling Essentials, is creating quite a buzz and is unlike anything IAIP has offered before.

So, you may have asked yourself, "what can IAIP offer me?" but I challenge you to instead ask, "what can I offer IAIP?". Volunteer organizations like IAIP rely on the energy and enthusiasm of its volunteers.

One way to give to IAIP is to join an International Task Force. You will interact with people from across the nation and participate in an area you are passionate about. You will help guide IAIP in the direction you think it should go and grow!

We need you, the member, to make IAIP a success. This is a give-and-take relationship. Take advantage of the classes and networking IAIP provides but also think about what you can give back to your local, council, or region. Let's help one another make IAIP the association of choice!

Kristina Donaldson, CPCU, CISR, AINS, CPIW, DAE
Region VI Vice President

2018 Convention

Convention Extras You Don't Want to Miss!
Add a tour to your registration and make it a vacation. The last day to book your tour is 5/15/18!

Build Your Career - and your personal brand - with a professional headshot! Did you know that the average shelf life for a professional headshot is only two years? Take advantage of an amazing opportunity to refresh your professional image for only $25 while you are at the IAIP Convention. The average price of a professional headshot ranges between $100 and $250.

When you register, just choose "Professional Headshot" under the Attendee Extras section!
Selections tab of your registration form. Already registered? No problem, simply email Amanda Hammerli, Director of Membership for assistance.

**Convention Education**
A diverse offering of educational opportunities is included with your convention registration. You will learn from industry experts and collect ideas and best practices for personal, professional and association success. From topics on industry trends, to adding tools in your leadership toolkit and developing soft skills, mix and match education sessions from the three learning tracks to create the education programming most beneficial to you.

Earn up to ten hours CE credit hours in the Industry Trends track. Topics are a wide spectrum of insurance industry topics that include sports risk management, rental reimbursement, additional insured endorsements, directors and officers and animal disasters.

Gain leadership tools that steer your local association to greater success in the Association Leadership track. Sessions will include presentations on meeting planning, igniting the spark for success, IAIP Instructor Certification Training, local association accounting tips, IAIP website navigation, and a brainstorming session on association challenges.

Be a better leader with the Certified Leadership Program (CLP) courses offered.

- **Assertiveness Skills (CLP Renewal):** crucial to your professional development
- **Solid Business Writing (CLP Renewal):** stand out by effectively expressing your thoughts
- **Employee Engagement (CLP):** ensure your staff feels valued and supported

All courses offered in the CLP track count towards IAIP education credit. See a list of all the education sessions and sign up today for the sessions you want to attend.

Convention attendees: education handouts and student guides are now available for download. Check the Convention Group page often as handouts are added as received. Be sure to download all applicable handouts and student guides PRIOR to traveling to St. Louis.

[Full registration attendee portal](#)  
[Business session only attendee portal](#)

**Election Results**

Congratulations to the newly elected Geraldine Plott, CPCU, FCLA, SCLA, AIC, ARM, AIS, AINS, CIIP, DAE as the 2018-2019 International Secretary! We are looking forward to Geraldine's leadership. Thank you to all the members that participated in the election of the 2018-2019 International Secretary. An impressive 38% of the membership participated in the election process far exceeding the required 10%.

The Tellers Committee, chaired by Taffy Troup, AIS, CPIW, DAE, oversaw the verification of the ballots cast.

<table>
<thead>
<tr>
<th>Number of Votes Needed to Establish a Quorum</th>
<th>278</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Votes Cast</td>
<td>1,042</td>
</tr>
</tbody>
</table>

**Upcoming Events**

Mark your calendars for the following important upcoming events:

- **May 16:** Putting the Lid Back on Big Pharma’s Pandora's Box
Number Needed to Elect 522
Votes in favor of Geraldine Plott 597

2018-2019 Board of Directors
President
Angie Sullivan, AIC, CIIP, CLP

President-Elect
Cindy Prud'homme, AINS, CPIA, CIIP, CLP

Vice President
Lauri Oakden-Binder, RWCS, CRIS, CLP, CIIP

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

Region I
Mary Corvaia, AU, CPIW

Region II
Jessica Pruitt

Region III
Nand Futrell, CIC, CPIW, PIAM, DAE

Region IV
TBD - Election results available on May 5

Region V
Lisa Hardin, CPCU, CPIW, AIC, AIS, ACS, DAE

Region VI
Alesha Raney, CISR, CPIW

Region VII
Kim Cameron, CPIW, CLP

Membership Satisfaction Survey
We want to hear from you!
The 2018 IAIP Membership Satisfaction Survey will launch on Wednesday, May 9, 2018.

Please be on the lookout for your email invitation to complete this confidential survey and a chance to win your choice of three amazing prizes:

1. free one-year international membership extension
2. complimentary registration for the 2019 International Convention in Reno, NV
3. $150 credit for educational materials in the IAIP store (downloadable versions only)

This survey allows your voice to be heard directly and candidly. And it’s one of the most reliable and enlightening ways for us to gain feedback from our membership. From your responses, we will know exactly how we’re doing and what matters most to you!
New I CAN! Courses Available!
We are excited to announce a new Life and Health course is available - How Much Do I Need? Determining How Much Life Insurance Should be Purchased. In this 30 minute I CAN! Series course, you will learn why life insurance is needed, the basic categories of life insurance policies and how to determine the amount of insurance is needed. Purchase this new course in the online store and consider offering it at your next local association meeting! Special thanks to Janet Holstein for writing this new course.

Train the Trainer - IAIP Instructor Certification Training
It's the perfect time to become a Certified IAIP Instructor with the new Train the Trainer course. The Train the Trainer course was recently updated and will be launched at the Annual Convention in June. The new course continues to focus on instructor delivery methods and will increase your ability to:

- facilitate purposeful, relevant training content
- determine the best process for keeping participants engaged
- manage challenging situations
- contribute to a positive, successful training experience

Content also includes a review of IAIP Instructor materials and tips for getting started as a new instructor. Material is designed as a self-study, but it can also be used in an instructor-led environment.

To become an IAIP Certified Instructor, complete this self-study course and successfully pass an online quiz with a score of 80% or higher. Learn about additional instructor criteria on the Instructor Certification Training webpage. Purchase your Train the Trainer course today!

IAIP eLearning
Save the date for May's eLearning session Putting the Lid Back on Big Pharma's Pandora's Box. The opioid crisis in the United States is at record levels and the stakes are high in confronting this situation. This webinar will give an overview of the opioid crisis, how we got there, and what insurance professionals can and should do to help stop the crisis from continuing to grow.

Date: Wednesday, May 16
Time: 2:00 PM Eastern
Presented by: Brenda McDermott, AIC, ARM, CPCU, SCLA, CIIP
IAIP eLearning Track: Industry Trends

This webinar is complimentary for IAIP members and $15 for non-members. Pre-registration is required to receive the webinar access link. No refunds are available after purchase. This webinar qualifies for IAIP Education hours for CIIP and DAE designations. Learn more and register today for this event!
IAIP member Carol Weisman, AIC, CISR, ACSR, CIIP was recently honored in Daily Journal, part of the USA Today network.

“Carol Weisman, a Claims Service Representative with Glenn Insurance which has offices in Atlantic and Cumberland counties, was awarded Claims Professional of the Year for Region 1 by the International Association of Insurance Professionals at its annual multi-state Region 1 conference...”

View the entire news story.

Is there an IAIP member you would like to honor for their accomplishments? Find out how.

Review all available IAIP Press Release templates within the Marketing Tool Kit.

Legacy Foundation

Congratulations 2017-2018 Grant Recipients

The Legacy Foundation Grants are available for local associations, councils and regions to offer educational programming for the members. We are honored to award four grants to support educational programming at each level of the organization.

Congratulations to the following organizations receiving a 2017-2018 grant:

- IAIP of Atlantic County, Region I - Local Association Education Course Grant
- SunCoast Insurance Professionals, Region III - Local Association Education Course Grant
- Michigan Council - Industry Convention Sponsorship Grant
- Region IV - 2019 Regional Conference Grants