The lighting of the Olympic flame for the 2018 Pyeong Chang Games happened recently in Olympia, Greece, the birthplace of the ancient Olympics. Symbolic of unity and using the power of fire, it will pass from person to person leading to the event. I want to share the reasons why IAIP is better than the Olympic Torch.

First, we've both grown older and therefore wiser. The modern-day use of the Olympic Torch and the relay to the games began in 1936. In 1938, Elise B. Mayer and C. Bertha Rachofsky joined with nine other Denver women to form an organization for educational purposes. The first meetings were devoted to insurance education and discussion of a national organization. We have grown wiser and stronger as evidenced by what IAIP has accomplished through the years.

Second, we help to unify our communities by providing our clients with the insurance protection needed for them to build back their lives when hardships occur. As a natural result of our work, we lift community spirit as we help others to strengthen the communities where we live. Better than the Torch, we really share ourselves, our knowledge, and our skills. I am proud of all our members have accomplished through the knowledge and experience they have gained through IAIP.

Third, the Torch moves from person to person and is lit during the games, then extinguished. We are better in that we stay on the move, and are more like an eternal flame. With teamwork, our members share in our strategic plan to keep things going and growing. Our leadership passes the responsibilities to the next group of members. Together we are strong, our light shines brighter, and it will continue to grow brighter and stronger!

Lastly, please remember our fellow members of Puerto Rico Council. As of October 24th, electricity is available for only 12% of the island. Our members are safe, however, all of Puerto Rico is in a crisis. Region III has established a Go Fund Me account to ship generators to Puerto Rico. Please share our plea with your co-workers, clients; it's a long road ahead for those members.

Nanci E. Futrell, CIC, CPIW, PIAM, DAE
IAIP Region III RVP

Board Summary

The board summary from the October meeting is now available, including the overview of the new 2017-2020 Strategic Plan.

State of the Association

State of the Association Webinar will be presented on Wednesday, December 6 at 1:30pm ET. Our industry is changing on a daily basis and there is no sign of it slowing down. Risks that we haven't seen before are constantly emerging with advanced technology, changing climate and new ways of doing business.
As Insurance Professionals, we are helping our members excel in their careers and prepare for an ever-changing landscape. Join International Vice President, Cindy Prud'homme, AINS, CPIA, CIIP, CLP, on Wednesday, December 6th for the IAIP State of the Association presentation. Delivered at each council and state meeting this Fall, Cindy will share updates on the association and our progress towards achieving the goals for our strategic initiatives.

If you are unable to join the live webinar, the presentation will be recorded and shared for later viewing. Register today!

2018 Convention

Save the Date
Plans for the 2018 Annual Convention June 7-9 in St. Louis are well underway. We are pleased to announce that our Convention website is now live, so check it out!

IAIP’s 2018 convention host city, St. Louis, is packed with historical sites, shopping, sports venues, tours and culture! We listened to your feedback, and *NEW* this year we have added into the agenda - over three hours of free time to explore St. Louis - on Friday afternoon.

So, bring the kids, bring a friend, and make a vacation out of it! Here is just a quick highlight of some of the many things, most of them kid-friendly, to see and do while you are there:

- Gateway Arch
- Famous brewery tours
- St. Louis Science Center
- Ballpark Village
- St. Louis French Heritage Tours
- Grand Center Arts & Entertainment Center
- St. Louis Zoo
- Art Museum
- Forest Park
- History Museum

Invest in Yourself
Regardless if you are a first timer, or a gold timer- successful professionals have one thing in common: they invest in themselves! Better yet - take advantage of our 2018 employer justification toolkit and convince your employer to do the investing on your behalf! Submit it now - in time for 2018 budget deadlines.

Corporate Partner Recruitment Incentive

You know the benefits of membership with IAIP, but do you know all the ways IAIP can help Build a Business?

The thousands of IAIP insurance and risk management industry professional members represent an abundance of new business opportunities for a business. Becoming engaged as a partner will allow a business to maximize its exposure to industry leaders throughout the year. With IAIP as their marketing partner they will benefit from unique program offerings designed to accomplish specific marketing goals based on a wide range of budgets.

Think about all of the companies you work with - service providers like restoration, legal or accounting services, or products such as software or

Upcoming Events

Mark your calendars for the following important upcoming events:

November 15, 2017
Training Employees to be a Human Firewall
professional development solutions. Research suggests that a company is 10 times more likely to consider an offer if a business relationship already exists. Lucky you - you already have those existing relationships!

We need your help - by reaching out to vendors, businesses and other networking acquaintances - you can help propel IAIP's success and ensure our growth into the future.

Submit a referral for a new corporate partner. If the company does partner with IAIP, you will receive the choice of a $100 discount off your next upcoming International Convention registration, or a $50 VISA gift card. All we need is the contact information - we will do the rest!

Examples of Potential IAIP Corporate Partners:
- Insurance Education Resources/Training/Professional Development
- Software/Automation Services
- Workers Compensation
- Safety Services/Loss Control
- Accounting/Premium Finance Services
- Restoration Services
- Legal Services
- Environmental Services
- Claims Services
- Document Imaging
- Printers
- Reinsurance
- Actuarial
- Appraisal/Valuation
- Compliance/Regulatory

#GivingTuesday

Support the NAIW Legacy Foundation on #GivingTuesday - November 28, 2017

#GivingTuesday is a 24-hour fundraising event bringing together donors, volunteers and communities around a common cause. It is a global day of giving fueled by generosity combined with the power of social media and collaboration.

Celebrated on the Tuesday following Thanksgiving, #GivingTuesday is the day where charities, families, businesses, community centers, and students around the world will come together for ONE common purpose: To celebrate generosity and to give.

The Legacy Foundation is dedicated to the development of educational programs for insurance professionals. Giving to the Foundation is an investment in the strength of the insurance community, and in securing the future success of our great industry. Through the generous funding and support of our donors, the Legacy Foundation helps individuals within the IAIP community by creating access to scholarships and grants and the continued development of relevant educational programs.

Donations to the Legacy Foundation will be used to support the development of educational courses, fund educational seminars and workshops, fund keynote speakers, and provide financial assistance to members, local associations, councils and regions through the scholarship and grant programs. Note: the scholarship application deadline is approaching on January 15, 2018!

Please make a note to give back by donating to the Legacy Foundation on #GivingTuesday. Remember, education is essential in our ever-changing vibrant...
industry. Education can help open doors to awesome career opportunities. PLEASE GIVE BACK to our amazing Legacy Foundation on #GivingTuesday, or today! No need to wait!

Cyber Monday

Following your Black Friday shopping, plan to shop with IAIP on Cyber Monday, November 27 and take 15% off your shopping cart when you order education products. Watch for more details coming soon on this one day education sale!

This is My IAIP

"In 1994, I was stuck in an entry-level position as a commercial lines rater. For three years, I applied for positions in claims and underwriting and I received the occasional interview, but no offers. I knew I needed something else to make me stand out from the crowd. Soon after, an underwriter I worked with invited me to a local IAIP association meeting. I listened with excitement as she told me what IAIP had to offer.

What she shared with me was exactly what I needed. Within three months of joining IAIP, I was offered a job as a claims technician. Three months after that, I was promoted to a claims representative. My IAIP membership became my road map to a better career and I wouldn’t be where I am today without it."

Lisa Hardin, CPCU, CPIW, AIC, AIS, ACS, DAE
Sentry Insurance

"Since joining IAIP, I have grown as an individual - both personally and professionally. It has helped me tremendously to get involved in committees, the board, and to be part of a great team! It has given me purpose, and I have met so many wonderful people. The best thing that I have done was to take the CWC course. It has given me confidence in myself, and has helped me feel more confident speaking with our policyholders. I encourage everyone to take classes and to learn as much as you can every day; fill out those applications for the Awards, celebrate your accomplishments, and be the best you can be. It's empowering!"

Barb Chintala, AIS, AINS, API, CIIP
New Jersey Manufacturers Insurance Company

Please join us as we celebrate our fellow members’ commitment to investing in their careers, and insuring their futures. Share your own reasons why This is My IAIP!

MAL Scavenger Hunt
The MAL Task Force has created an exciting engagement opportunity for our active Member-at-Large (MAL). A fun scavenger hunt has been created for MAL members to become more familiar with the website and to encourage exploration of the opportunities available. In the next few days, we will officially launch the scavenger hunt but we would like to encourage you our leaders to reach out and share the opportunity as well. If you need a list of MALs from your region, state or council, please let Amanda Hammerli, Director of Membership know and she will supply the list. It is our goal to create a more engaged, informed and energized segment of this growing group of the IAIP membership. Please spread the word and encourage our MALs to Go All In! Let's play!

Membership Meetings: A Success Story

Susan Holbrook recently submitted this membership meeting success story:

Insurance Associates of Metropolitan Detroit held our meeting at Burns & Wilcox last night featuring the Corporate VP of Personal Insurance at Burns. He was very impressed by our association and sent an email to his employees encouraging them to join IAIP! We are extremely excited, and wanted to share. Big shout out to Melanie Elias, Burns members, and IAMD for Going ALL IN! Read the entire story here.

Education Updates

November eLearning: Training Employees to be a Human Firewall
Employees need to understand good IT security practices, and companies need to have an easy, economical way to train them to do so. In this webinar you will receive cyber risk management tips plus there will be discussion regarding online IT security training for employees to assist you in offering a full range of cyber risk management services to your clients.

Date: Wednesday, November 15
Time: 2:00 PM Eastern
Presented by: Adam Hewitt, Senior VP of Operations and Marketing at INSUREtrust.
IAIP eLearning: Industry Trends

This webinar is complimentary for IAIP members/ $15 non-members. Pre-registration is required to receive the webinar access link. Participants will receive IAIP education credit for DAE and CIIP designations. Register now.

Award Application Deadline: Final Reminder

Award applications are due on November 15 to your Regional Vice President. Award applications are first reviewed at the Regional level. The regional winners compete for the International award to be announced at the 2018 International Convention in St. Louis, Missouri June 7-9, 2018.

Leadership and Volunteer Opportunities
International Nominating Committee: The International Nominating Committee presents the candidate(s) for International Secretary along with the proposed slate for the Legacy Foundation Directors. The Nominating Committee Application is due to the IAIP President by November 15.

International Secretary: The International Secretary will be elected via an electronic vote prior to the 2018 Convention and serve during the 2018-2019 membership year culminating as President in 2022. The Candidate Form is due to the IAIP President by December 1.

Legacy Foundation Directors-At-Large: Two Legacy Foundation Directors-At-Large will be appointed to serve a two year term for the 2018-2020 membership years. The Candidate Form is due to the IAIP President by December 1.

Regional Nominating Committee: The Nominating Committee Application is due to the Regional Vice President of your Region by December 1.

Regional Vice President: 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.

FIT Insurance Professionals

Recipe Roundup
For the month of December, we are asking that you email us your favorite healthy holiday recipe. With the holidays coming up quickly upon us, we thought this would be fun. We are not judging the recipes and we are not asking for the calories in each serving to be indicated. We are only asking that you submit a "healthy" version of a recipe. Please email it to Deb Oldfield anytime between now and December 15th.