Greetings!
It's the start of a new era for IAIP as Regions are re-aligned. Regions V, VI and VII have combined into the new Region V and Region VI. Region VIII and IX are the new Region VII. Your RVPs are working diligently to make this a smooth transition. Meeting Expectations is working on getting all the databases and details switched over. All of IAIP gives a huge thank you to the ME staff, and especially to Amanda Hammerli, Membership Director. If you have questions on your membership, Amanda Hammerli is your contact. If you have questions on your Region, please contact your RVP.

In IAIP, leadership development is a cornerstone for our continued success. Are you starting out in a new leadership position with IAIP? Have you been in a leadership position but find yourself in an unfamiliar role? There is an entire section on the IAIP website dedicated to Leadership Tool Kits for our association leaders.

To provide you with the tools necessary to assist you in your professional leadership growth, IAIP just launched the enhanced Certified Leadership Program (CLP) in July. With not only a fresh new look, the course work includes interactive activities and exercises that will engage you in the learning process. Be sure to check out all the updated CLP information.

As Fall approaches and back-to-school is on our minds, take a moment to review your commitment to education. Have you checked out the Legacy Foundation lately? Financial contributions to the Legacy Foundation are tax-deductible as a charitable contribution.

To contribute a specific campaign via online secure donation form, choose one of the following campaigns below:

- **2016 Trendsetters Campaign** ($100 or more)
- **2016 Pacesetter Campaign** ($25 - $99)
- **Monthly Payment Fund** - set up recurring monthly payments or split a donation into a set number of monthly payments

Going All In,
Pam Haakenson, CIIP, CLP, DAE, AIS
IAIP Region V CO-RVP

**Board Summary**

**IAIP Board of Directors Summary**
The IAIP Board of Directors met in July, 2016. Please see the Board Summary outlining the highlights of the meeting.

**Education Development Request for Proposal**
A cornerstone of Insurance Professionals is the dedication to the educational development of its members. From 30-minute classes to designation programs,
we offer industry and leadership courses for members and non-members alike. To continue to enhance the educational offerings, the Education Task Force has developed a Request for Proposal (RFP) to solicit proposals from qualified education and training providers who have the capacity to edit and develop written training materials, covering a variety of technical insurance subjects. These materials must be designed to build the skills and knowledge of insurance professionals and be relevant to current industry practices.

IAIP members are welcomed and encouraged to submit a proposal for this service. If you are interested in submitting a proposal to be considered for this initiative, view the RFP. Submissions are due by September 30, 2016. Please direct any questions to the Education Task Force Chair, Kathleen M. Bianculli.

August Webinars

**Workers' Compensation**
Wednesday, August 17
2:00 PM Eastern
Presented by: Brenda McDermott, AIC, ARM, CPCU, SCLA, CIIP

This I CAN! A Step Above course will provide an overview of Workers' Compensation Insurance including its history, premium determination, covered employees, claims reporting and more. It will give you a better understanding of why it is a benefit to your insured, why it is a benefit to your insured employees and why you need to promptly report incidents/ injuries as they occur. This webinar qualifies for one hour of IAIP education for CIIP and DAE designations.

$15 for members, includes downloadable student guide
$20 for non-members, includes downloadable student guide
Register today!

**New Mentoring Course Available!**

A new mentoring course has been developed and is now available! Engaging in the Mentoring Process is a four-hour course that includes material from Mentors and Protégés plus updated information and tips to implement a mentoring program in your local association. Course guides include sample forms for planning and evaluating the mentoring process plus a welcome letter and enrollment forms to get you started! A big thank you to Region II Vice President Geraldine Plott for her time in creating this new course!

For an introduction to mentoring, the webinar recording of Cultivate Your Career and Association Through Mentoring presented by Geraldine Plott on July 13 is available in the online store!

**Legacy Foundation: New Application Deadlines**

The Legacy Foundation is pleased to continue the grant and scholarship programs for 2016-2017! In an effort to make the application timeline smoother, the deadlines have changed. Please note the new application deadlines for both the grants and scholarships.

Grant Guidelines and Application Form

**Upcoming Events**

Mark your calendars for the following important upcoming events:

**Webinars:**
Workers Compensation
Application deadline for Local Association, Council and Regional Grants is October 15. The Grant program is to reward local associations, councils and regions for creating programs that effectively educate our members on a peer-to-peer basis.

**Scholarship Guidelines and Application Form**

Application deadline for individual Scholarships is January 15. Individual scholarships can be applied towards various educational opportunities to obtain designations or insurance related degrees or to attend IAIP conventions or conferences.

Learn more about [scholarship and grant opportunities](#) from the Legacy Foundation on the IAIP web site.

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**Today's Insurance Professionals Updates**

We need your help! Please submit your news for [The Last Line](#) today for the Fall issue of Today's Insurance Professionals! We did not receive any entries as of our July deadline so we are extending the deadline until Friday, August 12. Have you had a recent job promotion? Do you have news from your local association you want to share? Do you want to discuss new insurance industry trends? Do you have a great photo from your local association meeting that you want to share? We want to hear from you!

Visit [The Last Line submission form](#) to submit your news for consideration. Thank you!

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**Your Ad Here**

Did you know... for as little as $500 your company’s ad could appear in *The Connections* e-newsletter that is distributed to thousands of leaders in the insurance industry? Our member newsletter has an open rate of 28% - the national average is 7% for this industry! You will find it difficult to find that level of target audience reach for such a low price elsewhere. Check out all of our plentiful [advertising opportunities](#) on our web site.

You don't make advertising decisions for your company? Don't be shy! Forward this information to the appropriate contact within your company today. They may thank you for it.

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**FIT Insurance Professionals**

**Mobility Difficulties Are Not Only a Problem of Old**
I notice that more and more of my family, friends and colleagues suffer from mobility difficulties so I wanted to learn more about this topic. The Journal of General Internal Medicine provided me with interesting information.

Lower extremity mobility difficulties often result from common medical conditions and can disrupt both physical and emotional well-being. For most people, walking barely requires conscious thought. For others, difficulty walking compromises not only physical safety but also emotional well-being. Moving physically around the home and community is central to daily life—going to work or school, doing errands, visiting family and friends. Without assistance or mobility aids, difficulty walking can lead to increasing isolation, anxiety, and depression. Often people seek care from primary care physicians for their underlying medical conditions, but physicians frequently fail to fully recognize patients’ functional problems.

The National Center for Health Statistics used responses to three questions pertinent to moving unassisted around communities:

- difficulty walking a quarter of a mile—about three city blocks
- difficulty walking up 10 steps without resting
- difficulty standing for about 20 minutes

Approximately 10% of non-institutionalized U.S. residents reported at least some mobility difficulty, with approximately 3% noting major problems. Mobility difficulties increased with increasing age although people aged 18 to 69 reported at least some difficulty. Of those reporting minor and moderate difficulties, many advised their problems began at age 50 years or younger.

New treatments for chronic conditions will reduce mobility impairments. Changing personal behaviors, such as increasing exercise and decreasing smoking will also help. One positive perspective is that concerned primary care doctors are uniquely placed to help. Recognizing and listening to patients who have difficulty walking will become a public health priority with our aging population. These discussions must balance physical realities with recognition of the options for assisting people to move freely and independently about their communities and beyond. In many instances, addressing mobility difficulties could truly improve patients’ quality of life.

Diane Martell, FCLS, CIIP
FIT Professionals Task Force
Spotlighted YNP Member:
Julie Neuburger

Region: V

IAIP Local Association:
Insurance Association of the Ozarks

What keeps you renewing your IAIP Membership?
This is my first year with IAIP. I am excited to learn more about the different ways to connect with other insurance professionals locally, regionally, and even nationally. I am also looking forward to learning more about the educational opportunities available through IAIP.

What offices have you served, are serving, or are interested in serving?
I was recently sworn in to serve as a board member of my local association, Insurance Association of the Ozarks, and anticipate it will be a great learning experience!

What is a day in the office like for you?
I am one of five trainer/auditors in our department, and specialize in the commercial and agricultural side of the business we service for our agents. I audit calls of our team members, write and update procedures, develop training sessions, and train team members - sometimes all in the course of one day! My job is never boring, and always keeps me on my toes.

What fictional character would you want to spend a day with and why?
There are so many to choose from! Probably Olaf from Frozen - even though I have seen the movie quite a few times with my daughter, I still laugh every single time.