Greetings!
Every day is a new day... a new opportunity to make a difference and to be the best we can be. Though it’s easy to think that we are insignificant, the opposite is true; we are each very important to our families, our community, our colleagues, our customers, and our industry! We each have an impact, and we therefore have tremendous responsibility as well. So often we clearly see our responsibility to our families and our communities, and fill our non-working hours with activities focused on them. It becomes more challenging to acknowledge our impact on our customers and our industry, and fit in activities that help us to serve them. Yet, these responsibilities are intricately woven, each impacting the other. Balance becomes the key to a successful journey.

I encourage you to consider the importance of your career. A successful career provides many options and benefits, which allow us to lead a more quality life. An investment in our careers quickly becomes an investment in our personal lives as well. You and your career are worth the investment! Doing so can enrich your life in so many ways... increased income, promotions, new opportunities, widening your business network and circle of friends, and the satisfaction of greater knowledge and experiences. Your IAIP membership is one of many tools you can utilize to advance your career, expand your knowledge, learn new skills, strengthen your business network, and gain resources to better serve your customers and industry. There is a reason flight attendants instruct passengers to put their own oxygen masks on first, before assisting others!

Don't leave your professional and career development to others. It's not your employer's responsibility. Professional development is something we ALL must focus on in order to remain relevant, to enrich our lives, to remain employed when organizations downsize, to set an example for those who follow us, to provide security for ourselves and our families, and to build rewarding careers that have a positive impact on the world around us. We own this responsibility, and only we can fulfill it.

Your IAIP membership offers many resources to help you invest in yourself, because we believe each of us is worth the investment! Choose to invest in yourself and make that choice NOW. It's never too soon, it's never too late. It's always a good day to be the best you can be - let IAIP help you!

Cindy J. Prud'homme, AINS, CPIA, CIIP, CLP
International Secretary

Regional Conference Season

IAIP Regional Conferences are rapidly approaching! If you haven't already, please be sure to visit our Regional Conference web page for event registration forms, fliers and contact information for each Conference. Here is the full list of the 2017 Regional Conferences:
Region I Conference
March 30 - April 2
Princeton, NJ

Region II Conference
April 7 - 9
Blowing Rock, NC

Region III Conference
March 23 - 25
Roswell, GA

Region IV Conference
March 30 - April 2
Louisville, KY

Region V Conference
April 6 - 8
Kansas City, MO

Region VI Conference
March 23 - 25
Houston, TX

Region VII Conference
March 9 - 11
Costa Mesa, CA

2017 Convention

Employer Tools Available!
IAIP is all about connecting members and building careers. Need employer support to attend? Put together a case they can’t refuse with our Employer Justification tool kit. Do it early while rates are at their lowest!

Top 5 Reasons you Can’t Miss Albuquerque!
Don’t miss out! Register today.

Make it a family vacation! There is so much to do for the entire family! Trolley tours, ghost tours, cultural and historical museums and tours, shopping at Old Town Plaza, authentic southwestern cuisine, and more! Most of these are within walking distance of Hotel Albuquerque.

Sunshine + Shopping! Bask in the sun as you stroll Old Town plaza for hand-made, one-of-a-kind treasures. The city’s latitude and altitude combine to give it a pleasant year-round climate. Brilliant sunshine defines the region, averaging more than 300 days a year.

Hotel Albuquerque - Located walking distance to historic landmarks, restaurants, local shopping favorites, and many other attractions, Hotel Albuquerque delights travelers with a distinctive blend of historic grandeur and contemporary comfort.

Flamenco Tablao - Experience the Southwest’s first authentic Flamenco Tablao in partnership with the National Institute of Flamenco, combining local and international performers with authentic Sevilla tapas and regionally inspired fine wines and spirits.

Upcoming Events
Mark your calendars for the following important upcoming events:

March 1
Association Leadership
Local Treasures Discount Program - As if you need another excuse to shop... Enjoy a 15% discount at various local shops, restaurants and attractions, hand-picked to introduce you to the best shopping and dining Albuquerque offers.

"It Takes Two" Recruitment Campaign Winners

In October of 2016, IAIP launched the "It Takes Two" membership recruitment campaign. Thank you to everyone that participated in recruiting new members! As part of this campaign, one individual and one local association have been identified as winners for recruiting new members.

Recruitment Results
Total Members Recruited - 118
Total Recruiters - 61
Total Local Associations Meeting Goal - 41

Winners
Individual Winner - Paula Clark, Vermont Association of Insurance Professionals
Local Association Winner - San Francisco Insurance Professionals

Congratulations to all of our recruiters and thank you to every IAIP member that is ALL IN!

Meet the Candidate

Join us for Meet the Candidate on Tuesday, March 7 at 2:00pm EST. Register to participate in interactive webinar where you will have an opportunity to meet our candidate for International Secretary: Lauri Oakden, RWCS, CLP, CIIP.

President-Elect, Linda Luka will interview the candidate 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 Linda Luka, 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.

As approved at the 2016 International Convention, every member in good standing will have a vote in the election of the International Secretary this year. The electronic ballot will be distributed to the membership in April for a two-week voting period. Over the next two months, multiple announcements will be shared regarding the election process as this is the first time every member in IAIP is encouraged to participate in the voting process.

Register today for Meet the Candidate.

Continuing Education Scholarships

Apply today for one of the many continuing education scholarships available from our amazing industry partners!
The National Alliance for Insurance Education & Research will award 26 professional continuing education scholarships to deserving IAIP members. Submit your completed National Alliance Scholarship application to Theresa Scott with The National Alliance.

International Risk Management Institute, Inc. (IRMI), and WebCE are pleased to award full professional development scholarships to deserving IAIP members. Submit your IRMI Scholarship application to IAIP at president@iaip-ins.org.

The Institutes Griffith Foundation will award scholarships toward The Institutes' Accredited Customer Service Representative Designation (ACSR) for IAIP members. Submit your Institutes Scholarship application online.

Scholarships will be awarded at the IAIP Annual Convention in Albuquerque, NM on June 15-17, 2017. These scholarships are a great member benefit through our partnerships with The National Alliance, The Institutes and IRMI. Take advantage of this benefit and apply today! Applications must be received by May 1, 2017.

FIT Insurance Professionals

Dead Butt Syndrome
Tips from Kevin Olson
Your glutes can be considered the most important muscles the body has. They are the most powerful hip muscles and are extremely important when it comes to movement. When they are not working correctly, other muscles must work harder to accomplish whatever movement is being done. Over time, chronic injury such as low back pain is likely to occur. This is referred to Dead Butt Syndrome.

Dead Butt Syndrome can be caused by too much sitting. How many hours a day do you sit? Many of us sit at a desk job all day and then go home to sit with family. All that sitting adds up and causes your hips and knees to flex while putting the glutes in an elongated and relaxed position. Over time, the hip flexors become tight and weak... and before you know it the brain has forgotten how to contract the glutes, and they become "dead".

Dead Butt Syndrome can be prevented or reversed. The solution: lengthen the hip flexors and strengthen the glutes. When a muscle is stretched, it allows the brain to cut off stimulation to that muscle and stimulates the opposite muscle to contract.

Before Exercise: foam roll your hip flexor and quads and then stretch them out - do simple exercises such as hip extensions, reverse lunges and squats

During Exercise: pay attention to what muscles are being used - always move from the hips first when doing multi-joint movements (lunges and squats) and think about rotating your pelvis backwards to better engage glutes and abdominal muscles.

After Exercise: stretch your hip flexor and quads again.

Helpful Everyday Tips: Stand on a regular basis (too much sitting weakens glutes) - walk more (walk with the hips, not the knees) & practice squeezing the butt muscles regularly.
Member: Abhishek Mangipudi
Local association: Insurance Professionals of Central New Jersey
Region: I

What keeps you renewing your IAIP Membership?
All my friends here.

What offices have you served, are serving, or are interested in serving?
I’ve been in IT mostly, on quality side, on the requirements side and now on the business side. I’m interested in volunteering, writing and photography in general.

What is a day in the office like for you?
A typical week in the office for me: as a hunter, I am on the road, up in the air, in the office, on the road, and back in the office.

What fictional character would you want to spend a day with and why?
Sherlock Holmes - to understand what shaped his mindset.