Greetings!

It's the beginning of a new term filled with new energy, new ideas and organizational changes.

"They always say time changes things, but you actually have to change them yourself." ~ Andy Warhol

The members of IAIP decided it was time for change and they did it themselves by overwhelmingly approving three motions at the International Convention; One Member One Vote - Election of the International Secretary, Regional Realignment, and One MAL Vote per Council/State/Province. Effective July 1, 2016:

- Every member in good standing will have a vote in the election of the International Secretary.
- Each state/council/province will be entitled to one MAL voting delegate at regional conferences and international conventions.
- The states previously comprising Region VII will become part of Region V (except New Mexico which will join Region VI) and the states/provinces of Regions VIII and IX will combine to become the new Region VII.

These are substantial changes and the IAIP staff and Board of Directors will be doing everything they can to make these transitions as smooth as possible. Many thanks to the task force and ad-hoc committee members for all their efforts to make the wishes of the membership reality. As William Pollard said, "Without change there is no innovation, creativity, or incentive for improvement. Those who initiate change will have a better opportunity to manage the change that is inevitable."

If you have any questions or concerns about implementing these changes, or have suggestions for other innovations or improvements, please reach out to your RVP.

On behalf of your 2016-17 Board of Directors
Tish Riley, CIIP, DAE, CLP
International President

Announcing the Enhanced CLP

Leadership development expands the capacity of individuals to perform in leadership roles in the workplace, association and personal lives. For this reason, IAIP continually strives to provide you the tools necessary to assist you in that growth.

As of July 1, the Certified Leadership Program (CLP) has a new look with newly enhanced course materials that will take the place of the original CLP materials. The new materials include interactive activities and exercises that will engage you in the learning process. Many of you are in the process of working towards the CLP designation. To assist you with this transition to the new materials, we...
have developed a few resources:

- Frequently Asked Questions (FAQ) Reference sheet
- CLP comparison chart to see which of the enhanced course titles will take the place of the original courses
- Updated CLP and Course Offerings webpages with the new course information

The original CLP courses have been archived effective June 30 and we have extended the availability of the original course quizzes until Sept 1, 2016 for those who have purchased self-study bundles or who have recently purchased individual courses.

Should you have questions, please contact Rebecca Clusserath, IAIP Education Director at education@iaip-ins.org or 800-766-6249 ext. 3.

2016-2017 Task Force Overview

The IAIP Task Forces help keep the momentum moving forward for all of our initiatives. Thank you to the members that have volunteered to chair or serve on our 2016-2017 Task Forces!

Association Revitalization

**Chairs:** Natalie Sells (Reg I) and Sandy Joslin (Reg VII)
Concentrate on understanding the areas of success and areas of need within the local associations that would lead to the development of additional resources and programming necessary to assist in the growth and strengthening of all local associations.

Convention

**Chairs:** Lauri Oakden (Reg VII) and Lori Meyers (Reg V)
Assist in the planning of the 2017 International Convention to provide visionary programming in a high-quality adult learning environment and numerous networking opportunities.

Education

**Chair:** Kathleen Bianculli (Reg IV)
Support the overall direction of education for IAIP through the management of the current course catalog, methods of delivery, and future programming.

FIT Insurance Professionals

**Chair:** Diane Martel (Reg II)
Provide fitness information via The Connections e-Newsletter and Social Media Outlets as well as encourage fitness breaks at Council, Regional and International meetings.

Legacy Foundation

**Chairs:** Margaret Wildi (Reg III) and Victoria Rivas (Reg VII)
Support promotional efforts of the Foundation, to increase awareness, determine
promotions to assist in the solicitation of donations and help to grow the Foundation funds.

Members-At-Large
Chair: Jolene Gilbert (Reg VII)
Determine options for best supporting the Member-At-Large membership category and encourage greater communication to this membership segment.

Publications
Chair: Sue Adams Quimby (Reg I)
Support the development for each issue of the quarterly magazine Today's Insurance Professionals, monthly eNewsletter The Connections, and overall online presence via the website and social media.

Student Members
Chair: Mary Corvaia (Reg I)
Determine methods to engage GIS student members and attract other students outside of GIS to join IAIP. Assist in the development of marketing IAIP to the student members and provide a workshop and manage the IAIP booth at the GIS annual convention.

Young and New Professionals (YNP)
Chair: Jennifer Kubiak (Reg I)
Support the marketing endeavors of IAIP to young and new professionals in the insurance industry with the goal of recruiting and engaging them.

July Webinars

Cultivate Your Career and Association through Mentoring
Business Skills Training series
Wednesday, July 13
2:00 PM Eastern
Presented by: Geraldine Plott

It has been said that in the next ten years more and more institutional knowledge will be lost from the insurance industry due to the large number of individuals retiring. Today mentoring programs are a strategic plan involving recruitment, retention and development within the industry. This webinar is designed to give you an introduction to mentoring, the mentoring process and tips on how to implement a mentoring program to help develop the talent pool within the insurance industry as well as leaders within IAIP.

This webinar is complimentary for IAIP members. Pre-registration is required for webinar access link and call in information. Register today!

Determining the Need for Investigation in Claims
Insurance Education (Webinar Wednesdays series)
Wednesday, July 20
2:00 PM Eastern
Presented by: Sandra Leonhard, CWFI, CFE
and Jennifer Tremaine, CWFI, CSI

Fraud occurs when a claimant attempts to obtain some benefit or advantage for which they are not entitled. This webinar will cover an update of fraud statistics as reflected in the insurance industry and the basic questions that you should ask yourself on every claim to determine if fraud is occurring. The presentation
will include the common indicators that throw red flags as fraud warnings during your claim process and a review of what to look for and where you can go for public information to support your suspicion of fraud in the claim.

This webinar qualifies for education hours for CIIP and DAE designations, and is complimentary for members; $20 for non-members. Learn more and register today!

Member News Submission Contest Winners

An online member news submission feature was recently added to the IAIP web site. All new submissions that were chosen to be shared on the IAIP Facebook page in the first six months after the launch of our news submission feature were entered to win the member news submission contest. Entries were judged based on the total organic reach of the post (the cumulative total of “likes” and “shares”).

We are pleased to announce the top three winners of the Member News Submission contest:

**Third place**: Professionals of Greater Knoxville - Margaret Wildi
news submission: Ben Atchley Tennessee State Veterans Home-Knoxville prize: $25 Starbucks gift card

**Second place**: Nicole Broch
news submission: member testimony
prize: $15 Starbucks gift card

**First place**: Margaret Wildi
news submission: Grassy Forks Elementary Community Service
prize: $10 Starbucks gift card

Congratulations to our winners and don't forget to submit your IAIP member news online. It's quick and easy!

Membership Updates

**In a Hurry?**

Did you know... you can expedite your membership renewal by utilizing our online renewal service. It's the simplest, quickest way of renewing your membership and ensuring your future. So... when you Go All In, be sure to go paperless!

Renew online today and save time!

FIT Insurance Professionals

**FIT Insurance Professionals Take Richmond!**

Twelve energetic insurance professionals crawled out of bed before dawn to take
part in our welcome walk on the first day of the IAIP Convention in Richmond, Virginia. We walked from the Marriott Hotel downhill to the James River, where we stopped for a group photograph. The walkers broke a sweat walking back up the steep hill and participants were delighted to log steps on their Fit Bits. FIT Task Force Members Diane Martell and Katharine Nohr led the walk.

Danny Douglas is not only a talented public speaker, dancer, actor and leader, but he's also a skilled yoga instructor. He directed about ten eager members in pretzel like twists and bends during the FIT yoga session on Thursday morning. The Marriott swimming pool was a bit cold and shallow, but six hearty souls managed to dip into the waters for an early morning Saturday water aerobics session led by member Sandy Malone. Katharine Nohr led a short stretch session during the Saturday business meeting in order to get everyone's blood flowing and body moving.

Now that summer's here, we hope you'll keep up daily exercise. The benefits of regular exercise include the following:

1. Controls weight
2. Combats health conditions and diseases
3. Improves mood
4. Boosts energy
5. Promotes better sleep
6. Can be fun, especially if done with other IAIP members!

We hope the FIT Insurance Professional program has helped motivate you to exercise. Please consider incorporating exercise activities in your regional conferences and state meetings.

Katharine M. Nohr
FIT Professionals Task Force