Greetings!
November is traditionally the times we give thanks to all things we are grateful for. Every Thanksgiving my family, perhaps like yours, takes turns expressing our gratitude for those things most precious and dear to us. Family, friends, faith, and health top the list of things I am most grateful for. It's funny how a simple word or expression of gratitude can humble us, yet gives us such joy, warmth and happiness. It is said that grateful people are happier people. Grateful people are less likely to feel regret, loneliness, frustration, anxiety or disappointment. So then why is it so difficult to show our gratitude at times? Why is it we fail to show appreciation of the people, places, and things around us? Why don't we express our gratitude every day?

If grateful people are happier, then it would only make sense that the more habitually grateful we are, the happier we would be. We all know happy people are more fun and enjoyable to be around. We know that happiness can be contagious, and that happy people draws the curiosity out of most us. If happiness grows from gratefulness, then I say: let’s find a way to be habitually grateful! If we stop and look at all the wonderful things around us, being habitually grateful would not that difficult. Let me start by stating the five things I am grateful for every day.

- My IAIP membership - I can’t imagine where I would be without the people, the programs and the joy I get from my IAIP membership.
- MALs - This group inspires and motivates me very day. I appreciate their dedication.
- Our Meeting Expectations team - I admire our ME team for giving us the professionalism, the marketability, and the brand we want. Not to mention that after only a few years with IAIP, they are our "go to" source for facts, information and resources!
- My local association - This group has become my good friends, my coaches, my inspiration and my salvation on so many levels. I look forward to our monthly meetings.
- Our IAIP Task Forces - I don't think they realize the importance of the work they are doing for you and I, but their efforts help us grow our future. It is priceless.

Many times, it is the behind-the-scenes work, the little things others do, even the acquaintances we meet, that can make a world of difference in our lives. Don't hate the simple, ordinary, uneventful things: celebrate them! Let's all practice being habitually grateful. The happiness that will grow from it will spread, or at the very least draw some curious looks!

Grateful for my IAIP family,
Angie Sullivan, AIC, CIIP, CLP
IAIP International Vice President
The board summary from the October meeting is now available.

2017 Convention

Make plans now to attend the IAIP Annual Convention June 15-17 in Albuquerque!

Successful professionals have one thing in common, no matter what industry they are in - they invest in themselves! And so should you! Better yet - convince your employer to do the investing on your behalf with our 2017 employer justification toolkit. Review it now in time for 2016 budget deadlines.

#GivingTuesday

Support the NAIW Legacy Foundation on #GivingTuesday - November 29, 2016

#GivingTuesday is a global day of giving fueled by the power of social media and collaboration.

Celebrated on the Tuesday following Thanksgiving and the widely recognized shopping events Black Friday and Cyber Monday (see article below), #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 offers a great way to give back to the insurance industry. The NAIW International Legacy Foundation supports the growth and advancement of IAIP members by providing them professional development and career opportunities through grants and scholarships. The Legacy Foundation is dedicated to the development of educational programs for insurance professionals.

Donations will be used to:

- Develop education courses
- Fund educational seminars and workshop
- Fund keynote speakers
- Support members, local associations, councils and regions through the scholarship and grant programs - Note the scholarship application deadline is approaching on January 15!

Make a note to give back by donating to the Legacy Foundation on #GivingTuesday. Or today! You don't need to wait! Does your employer offer a company match program for charitable donations? If so, take advantage of a #GivingTuesday donation that can be matched by your company.

State of the Association

Upcoming Events

Mark your calendars for the following important upcoming events:

Nov. 9
Supercharge Your
Our industry is changing on a daily basis and there is no sign of it slowing down. New risks that we haven't seen before are constantly emerging with advanced technology, changing climates 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, Angie Sullivan, AIC, CIIP, CLP, on Wednesday, December 7th at 2pm EST/1pm CST for the IAIP State of the Association presentation. Delivered at each council and state meeting this Fall, Angie 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!

Cyber Monday

Cyber Monday sale! Following your Black Friday shopping, plan to shop with IAIP on Cyber Monday, November 28 and take 15% off your shopping cart when you order education products. Watch for more details coming soon on this one day education sale!

'It Only Takes Two' Recruitment Contest

Congratulations to Region I, our first-place winner for October! Hats off to Region V and Region VII who placed a close second and third for the month. We welcomed a total of 52 new members for the month of October!

Region I - 13
Region II - 2
Region III - 8
Region IV - 8
Region V - 10
Region VI - 2
Region VII - 9

As just one aspect of our international initiative to drive membership, we recently completed a 4-week campaign targeting non-renewed members. The Comeback Campaign was just one tool we have implemented on a broad scale in an effort to realize our goal of 400 new members by 2017!

THE CONTEST: For each local association, council, RVP and international officer to recruit two new members between October 1, 2016 and December 31, 2016.

THE PRIZES: Two grand prizes will be awarded: one to the winning individual member and one to the winning local association. Find out the prize details.

YOUR TOOLS: Every member is an ambassador for IAIP. Who better to share our campaign message? You know best the benefits of belonging to IAIP!

You still have time to win a prize! View all of the resources and tools you need.

Are you covered with the latest industry news and current events?

Property Casualty 360
Insurance Journal
Insurance News Net
Daily Finance
Claims Journal
Insurance Information Institute
Life Health Pro
A.M Best
American Marketing Association
Supercharge Your Fundraising: 30 Ideas in 30 Minutes

Does your local association, council or region need help with its fundraising efforts? Want to try new ideas and make your initiatives fun? Join us as we countdown 30 ideas to help meet your fundraising goals. We're confident you'll take away new ideas that you can implement this year.

Date: Wednesday, 11/9
Time: 2:00 PM Eastern
Presented by: Kim Fitzgerald
IAIP eLearning Track: Association Management
This webinar is complimentary as an IAIP member-only benefit. Pre-registration is required to receive the webinar access link and call-in information.
Register today!

Insurers Embrace the Digital Age

As new technologies emerge, from self-driving cars to smartwatches, insurers have been devising ways to cover the risks, sometimes drastic ones, that they entail. The opportunities and risks of these developments will be discussed. Opportunities discussed include how insurers are devising policies for new technological breakthroughs such as telematics, self-driving cars, drones and smart watches. Risks addressed include how new technology creates disruption for the industry, as well as new threats for the consumer, such as cyber risk, and how have insurers respond to this.

Date: Wednesday, 11/16
Time: 2:00 PM Eastern
Presented by: Thomas Mason, Senior Industry Analyst at S&P Global Market Intelligence
IAIP eLearning Track: Industry Trends
This webinar is complimentary for IAIP members and only $15 for non-members. Participants will receive IAIP education credit for DAE and CIIP designations. Pre-registration is required for webinar access link and call in information.
Register today!

Dates to Remember

November
Council Meetings

November 15, 2016
Award Application due to RVP
International Nominating Committee Application (due to International President Tish Riley)

December 1, 2016
Candidate Application due for the following positions:

- International Secretary (submit to International President Tish Riley)
- Legacy Foundation Directors-At-Large (submit to International President Tish Riley)
Regional Nominating Committee Application due to RVP

December 10, 2016
Regional CWC Applications due

January 15, 2017
Candidate Application due for Regional Vice President (submit to current RVP)
Legacy Foundation Scholarship Application due

Did You Know?

Did you know that you can access every Board Summary online, anytime?

The IAIP board of directors meets regularly - sometimes virtually, sometimes in person - to discuss board topics, strategic initiatives and other agenda items. You can find a comprehensive summary of each meeting (going back several years) on the IAIP web site or simply going to the navigation bar on any page and choosing:

FOR MEMBERS > ADMINISTRATION > BOARD SUMMARIES

Volunteerism

Volunteers are an essential resource for IAIP. There are legions of volunteers across our organization working to advance our mission and improve our community.

The following lessons learned about volunteering was published on social media by IAIP member Chris Bell.

Things I have learned as a volunteer:
If you are fighting the battle alone, you have already lost. Volunteering without community is not sustainable... Read the full article.

FIT Insurance Professionals

30-Day Healthy Habit Contest
The IAIP FIT Insurance Professionals 30-Day Healthy Habit Contest runs October 15, 2016 until November 15, 2016. Please send your results to Diane Martell by November 15, 2016. Participants will be entered in a drawing to win a $25 gift card. Please share your new healthy habits with us!

November is American Diabetes Month
Diabetes is one of the leading causes of disability and death in the United States. It can cause blindness, nerve damage, kidney disease, and other health problems if it's not controlled. One in 11 Americans has diabetes "But I’m a busy mom...I don't have time to eat right and exercise!" Yes, making lifestyle changes may seem hard. It doesn't have to be. In fact, some of them can even be fun. ...Read the full article.