Greetings!
Welcome to Fall!

Fall is a time when many of us will be attending State Councils. These meetings give us an opportunity to talk about the state of our association, discuss the changes that came from the recent International convention and offers great opportunities for networking. Most importantly, in my book, is the opportunity for our membership to come together and build on existing relationships and forge new ones.

These relationships are important to our association. What draws us to the association are the educational and leadership opportunities. But it's our relationships that keep us engaged. I've seen it time and again; those members without strong relationships lose interest.

Just like team building in your offices, the better the relationship you have with your co-workers the better your team works, the more you engage, the more likely you will stay with your job.

Those of you who have been fortunate enough to attend a Council, Regional or International conference know that it brings a new level of understanding and appreciation to our association. Allowing you to create relationships that last a lifetime. Once you have found these relationships, you're more likely to return to those conferences. If you have a Council in your state I strongly urge you to attend. Allow the conference to reinvest your interest in our association.

We have several states that have chosen to disband their Councils giving many of our members a vast desert between July and Spring Regionals without a chance to work on those near but far relationships with our fellow state members. My state of Kansas is one of them.

For those states that may not have a Council, there is no reason you can't have a yearly state event. I strongly urge you to organize a weekend event and place as much importance on the gathering as you would a council meeting. Your options are completely open to time, place and events!

I have found these yearly meet-ups to be valuable time well spent. If you would like to continue the conversation with me, please reach out, I'd love to hear from you.

In Fellowship,

Martha Elliott, CIC, CISR, CIIP
Regional Vice President, Region V

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Does your employer realize that IAIP can help build their business?

Does your employer know IAIP members represent an abundance of new business opportunities?

IAIP is not only an investment in the professional development of employees in the insurance and risk management industry, but it is also an opportunity for your employer to grow their business by connecting with thousands of IAIP members, who represent leaders in the industry.

IAIP partnership is a valuable opportunity for targeted brand awareness and direct marketing within the insurance and risk management industry.

Help educate your employer on the value of a partnership with IAIP by simply emailing them an IAIP Corporate Partnership Proposal. We even have a sample email created to help you get started:

Dear <employer/manager contact name>,

As an active and engaged member of the International Association of Insurance Professionals (IAIP), I wanted to make you aware of a mutually beneficial program that we offer.

Our corporate partnership program provides unique opportunities for businesses to connect with thousands of industry leaders. Our members represent an abundance of new business opportunities.

Not only is our partnership program an opportunity for brand awareness and direct marketing, a partnership with IAIP is an investment in the professional development of your employees and in the insurance and risk management industry.

Please review the Corporate Partnership proposal and I will be in touch next week to follow up with you. If you have any questions or want to hear about our 76th Annual Convention in 2017, please don’t hesitate to let me know.

Thank you for supporting my membership in IAIP and the opportunities this has allowed me for my own professional development.

Thanks,

<yourn name>

<yourn contact info>

Social Media Comeback Campaign

Have you seen our #TBT posts on Facebook and Twitter? IAIP is using member-submitted photos and memories to share our story. The goal of this targeted membership campaign is to encourage members to rejoin and gain new members.

The IAIP #TBT posts highlight IAIP past memories of friendship, fun, networking, and educational experiences as a member. These posts are designed to highlight the good times and remind people of what they’re missing. Watch for our posts on Thursday and "share" or "retweet" the photos and memories.

Upcoming Events

Mark your calendars for the following important upcoming events:

IAIP eLearning:
Questions? Contact Amanda or Betsey. In addition to the human resources you have at Corporate Centre, we have also created the following resources available to use: How to share a social media post and How to Create a social media post.

Follow IAIP on Facebook and Twitter:
Facebook: https://www.facebook.com/theinsuranceprofessionals
Twitter: https://twitter.com/IAIPInsPros

'It Only Takes Two' Recruitment Contest

The Social Media Comeback Campaign is one part of our international initiative to drive membership. The goal is for each local association, council, regional vice president and international officer to recruit just two new members. If this happens, we would have 400 new members!

In addition to the inherent benefits of growing our organization, we have created an incentive contest to encourage you to GO ALL IN with your membership recruitment efforts!

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!

In addition to the #TBT Social Media Comeback Campaign. You have all of the resources and tools needed to successfully implement the campaign at the local level highlighted here.

Go All In with your recruitment efforts and win big. Get Started Today!

IAIP eLearning

Commercial Property
Any organization, whether for profit or non-profit, is exposed to potential loss of property - real property or personal property. Events such as fires and hurricanes, vandalism or theft can result in significant financial loss to the organization so Commercial Property Insurance is needed to protect against these and other potential losses.

Date: Wednesday, 10/19
Time: 2:00 PM Eastern
Presented by: Terri Lyn Obrock
IAIP eLearning Track: Industry Trends
This webinar qualifies for education hours for CIIP and DAE designations. The cost for this webinar is only $15 for members, and $20 for non-members. This cost includes the downloadable student guide. Pre-registration is required for webinar access link and call in information.

Register today!

Are You LinkedIn to IAIP?

IAIP’s original LinkedIn account will be closed at the end of this year. Our new group account will replace it.

Please stay connected with us on our [new LinkedIn group](https://www.linkedin.com/group?trk=group Hub).‘

Dates to Remember

**August - November**
- **Council Meetings**

**October 15, 2016**
- Legacy Foundation Grant Application due

**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?
MALs may now hold a Dual Membership in a Local Association

Are you a Member-At-Large (MAL)? Are you a MAL because you moved and there is no association anywhere close to you? Or are you a MAL but still interested in supporting a local association? If you answered yes, you now have the opportunity to join a local association as a dual member.

After over 25 years as a member of my local Florida association, I made the move to west Texas and chose to become a MAL as there is not a local association here. I missed being in the loop with what was happening with my local Florida association and found I couldn't be a dual member as a MAL. At the most recent Board meeting a motion for the ability to allow dual membership for MALs was presented and approved. I now am thrilled that I can be a part of my local association by just paying the local dues.

The policy on dual member privileges has not changed. The dual member is ineligible to hold elected office or vote in the local association. They can only compete in a council or regional contest as a MAL, not as a dual member of their local association. The difference is that a MAL may now choose to be a dual member of a local association.

Please contact membership@iaip-ins.org if you would like to reconnect with a dual membership.

Betty Curry CPIA, CPIW, DAE, CLP

FIT Insurance Professionals

Healthy Habit Challenge
FIT Insurance Professionals is celebrating Fall with its first ever 30-day Healthy Habit contest. The contest starts October 15, 2016.

Mindfulness Exercises
If you've heard of or read about mindfulness - a form of meditation - you might be curious about how to practice it. ...Read the complete article.

YNP Spotlight
Spotlighted YNP Member:
Paige D. Stiefel, MBA, CIC, CIIP, CLP

Region: III

IAIP Local Association:
Nashville Insurance Professionals

What keeps you renewing your IAIP Membership? IAIP has offered me leadership and growth opportunities throughout my membership. I also enjoy the friendships and networking at the various events and through the committees I have served on. The mentoring, especially at the very beginning of my career, has been invaluable. I look forward to providing beneficial mentoring for others in the future. Read the complete article.