Greetings!
Who is watching and waiting to be asked? Maybe they’ve heard stories about conferences, maybe they’ve seen you apply for awards and win! Maybe they just want to be asked. Who asked you? It's time to pay it forward and ask someone you know to join this great organization and advance their career, gain knowledge and friendship. Don't keep it to yourself. Share! Membership eligibility includes, but is not limited to:

- Employees of insurance companies, agencies and those handling insurance/risk management functions (i.e. health benefit coordinators at public utility, risk manager at restaurant, etc.)
- Employees of Third Party Administrators (TPA) and adjusting organizations
- Employees of trade associations, rating, auditing, salvage, engineering, investigative, reporting, statistical and advisory boards, bureaus and companies
- Members of editorial staffs of publications which cover the insurance and risk management industry
- Attorneys at law regularly handling insurance and/or risk management functions
- Employees of premium finance companies
- Professors and other educators who teach/author courses in the insurance and risk management industry
- Accountants regularly employed in the insurance and risk management industry
- Employees of companies providing repair, restoration and/or replacement of property following an insured loss, medical rehabilitation, auditing and structured settlements

As you begin your Fall meetings, reach out to that quiet person, reach out to a team member, someone in another department, supervisors, and managers too. Ask if you can have an introductory meeting during lunch, either onsite or offsite. Bring along enthusiasm and fun to help explain IAIP and watch your membership GROW!

Linda Luka, CPCU, CIIP, AAI, AINS, CLP, DAE, CISR
IAIP International President-Elect

Board Summary

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

2017 International Convention

Call for Session Proposals
Make an impact on insurance professionals by presenting at the 2017 IAIP Convention! As a speaker, you'll have an opportunity to share fresh ideas and
collaborate on new ways to attain career and association goals. We invite you to submit your ideas for consideration by our convention team.

The convention is scheduled for June 15-17, 2017 in Albuquerque, New Mexico. Proposals will be accepted through October 7, 2016. We hope you’ll consider sharing your expertise in insurance, association management and leadership with our audience in 2017! Learn more about submission guidelines and access the online proposal form.

If you have any questions, please don’t hesitate to please contact Rebecca Clusserath, IAIP Director of Education at education@iaip-ins.org or 800-766-6249 ext. 3.

Education Updates

**CLP Enhanced Materials**
As you plan your Fall events, be sure to include the enhanced CLP course materials! 2016 Convention attendees shared with us their thoughts on the enhanced CLP materials:

"Love the exercises!"

"The updated CLP courses are outstanding!"

"Love, love, love the new CLP courses!"

"Updated material is great - more participation and better PowerPoint!"

The enhanced CLP materials include interactive activities and exercises that will engage you in the learning process. ...Read the full article.

**IAIP eLearning**

Webinar Wednesday and Business Skills webinars are now IAIP eLearning. IAIP eLearning consists of three tracks:
1. Industry Trends
2. Association Leadership
3. Career Development

Our online calendars will remain under their former names for the upcoming months, but be on the lookout for the new IAIP eLearning calendar in 2017!

**What it Means to be a Leader:** Local President, Council Director, Regional Vice President and International Officer

**Upcoming Events**

Mark your calendars for the following important upcoming events:

IAIP eLearning:
Are you interested in taking on a leadership role within IAIP? There are leadership positions available at the Local, Council, Regional and International levels. Join us for this Association Leadership webinar where we will dissect the roles and responsibilities of the leadership positions at the different levels within the association. Presented by members of the Member Engagement Task Force, we will cover the responsibilities, time commitments, available resources, application procedures and the benefits you will gain from stepping into these leadership roles. This webinar is complimentary for IAIP members. Pre-registration is required for webinar access link and call in information. Register today!

**Listening Skills**

Date: Wednesday, September 21  
Time: 2:00 PM Eastern  
Presented by: Linda Luka  
Track: Career Development

Without effective listening skills, projects and conversations do not have the potential to be really successful. This webinar will explore how to be a more active listener which will improve communication skills, maximize productivity and build relationships. This webinar qualifies for one hour of IAIP education CIIP and DAE designations and is complimentary for members, and only $15 for non-members. Register today!

**Life Insurance Awareness Month**

September is the month that those of us in the Life Insurance Industry wait for. We wait for the inquisitive minds of our fellow Americans to seek us out for answers to their burning life insurance questions. Ok, so that doesn't really happen, but what does happen is that this is the time we seek you out in order to help educate you personally and professionally about this valuable and life changing investment. ...Read the full article.

**Legacy Foundation Convention Fundraiser**

We were thrilled with the participation in our fundraiser to benefit the Legacy Foundation and wanted to share who all our lucky winners were with everyone.

Congratulations to all our winners and a huge Thank You to our members for their generosity, not only for providing these items, but also for their participation. The proceeds will be used to support the development of educational courses, keynote speakers at Conventions and provide financial assistance to membership via our Grant and Scholarship Programs.
In the *Pick Your Prize* Drawing:

- Forest Painting - Marie Berger, Region V
- Knitted Shawl - Victoria Rivas, Region VII (former Region VIII)
- Quilted Hot Pads, Wine, Holder - Deanne Ermson, Region III
- Quilted Table Runner - Marcia Tepp, Region V

Drum Roll Please. The **Grand Prize** of a South Carolina Condo-Vacation Package with $550 Cash went to Suzanne Wolfe from Region III.

Please check the Legacy Foundation website for more information about this very worthwhile organization which qualifies for IRS 501(c)3 status.

---

**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?**

**Did you know about....**

**Board Topics**
- All properly submitted Board Topics are reviewed by the board for discussion or for action, as deemed necessary. Items to be included on the board meeting agenda should be submitted on the Board Topic form. For topics with a financial or operational impact, work with the Executive Director for assistance on providing supporting documentation. [Read the full article.](#)

---

**FIT Insurance Professionals**
Make Every Minute Count for your Personal Fitness

Everyone tries to fill their days with a lot of activities - family, friends, work, shopping, education and fitness. Most of the time we put our fitness last. Your personal fitness needs to come first, because without your fitness and a healthy foundation, all of your activities would be very difficult to complete. ...Read the full article.

YNP Spotlight

Spotlighted YNP Member:
Helen Jang, CLP
Region: VII
IAIP Local Association:
Insurance Association of Los Angeles

What keeps you renewing your IAIP Membership?
When I first joined my local association, the seasoned members were so welcoming and willing - willing to mentor, to teach and to help me grow professionally and within the organization. ...Read the full article.