I've always thought April was a wonderful time of the year; a time of growth, sunshine and flowers. It's like the earth wakes up from its winter nap. The buds come into bloom to brighten our days, the sun to warm our souls, the showers to wash away our worries and the fresh air brings smiles and laughter.

April is also the national month of hope, lending a hand in lifting the spirits of many. But that is what we (IAIP) are all about; giving to others, to our community and to our industry. We are about contributing wisdom, leadership and time in an effort to lift ourselves and our communities. We donate to charities, to community service, to education and support to each other.

Everyone needs hope, encouragement and caring - it only takes a minute to share a kind word, a gesture or a bright smile. My hope is that we, IAIP, remain that constant supplier of hope, encouragement and caring; that our wonderful organization is always there to supply wisdom and leadership to ourselves, our communities and our industry. We've seen many changes and we will see many more, but my hope is we remain strong in our dedication and support to our organization.

Our journey forward may not always be easy, it may involve difficult changes, but my hope remains constant that we always consider the good of the whole association - that we come together as one strong force to build and grow IAIP!

"Alone we can do so little; together we can do so much." - Helen Keller

In fellowship,
Geraldine Plott, CPCU, FCLA, SCLA, AIC, ARM, AIS, AINS, CIIP, DAE, CLP
IAIP International Secretary

Find Your Dream Job
Fifth Third Bank - Insurance Producer
Commercial Insurance Broker - Be Wiser Insurance

78th Annual Convention

Convention Education
Immerse yourself in insurance industry trends, grow your leadership skills, get inspired with association tips and ideas! Covering everything from hoarding to cyber risk, developing delegation skills, and strategic planning; you will be amazed at the variety of educational opportunities that are included with your convention registration. Mix and match the learning tracks to create the customized education you’re looking for.
Learning Track #1 - Industry Trends and Continuing Education
- The Fundamentals of Ethics
- Hoarding and Insurance Claims
- Trauma Recovery Services
- Your Prescription to Understanding and Managing Cyber Risk

Learning Track #2 - Career Development
- Talk Like a Leader (CLP Renewal)
- Fundamentals of Strategic Planning (CLP)
- Delegating for Growth (CLP)

Learning Track #3 - Association Leadership
- Solutions Room
- Regional Leadership: An Insiders' Guide
- Time to Up Our Gather Game
- Explore Cool Tools Created for IAIP Nerds
- Ins and Outs and Upside of Engagement
- Ignition Spark: Super Heroes

Electronic versions of all available handouts are accessible online 45 days before convention as well as during and after the event. If you prefer hard copies - you must print your handouts and support material to bring with you to Reno. Review this information - and more - any time with our two online IAIP Convention portals:

Full registration attendee portal
Business session only attendee portal

International Secretary Election

Save the Date: Monday, April 8

Watch your inbox for the electronic ballot to participate in the election of the 2019-2020 International Secretary. The ballot will remain active for a two-week voting period. Corporate Centre staff and a Teller's Committee appointed by the International President will regularly monitor the response rate during the voting period and ensure that all votes are cast by current, active members in good standing. A minimum of 10% of the total membership qualifies as a quorum. Following the voting period and confirmation of the results, the 2019-2020 International Secretary will be announced via email to the membership on Wednesday, May 1.

More information regarding the election process.

Board Summary
The IAIP Board of Directors met in March 2019. Please see the Board Summary outlining the highlights of the meeting.

**Education Scholarships**

Apply today for one of the many continuing education scholarships available from our amazing industry partners! Applications must be received by May 1, 2019.

**The National Alliance** for Insurance Education & Research will award professional continuing education scholarships to deserving IAIP members for the CIC and CISR online courses.

**International Risk Management Institute**, Inc. (IRMI) and **WebCE** are pleased to award full professional development scholarships to deserving IAIP members.

**The Institutes** will award scholarships toward The Institutes' Accredited Customer Service Representative Designation (ACSR) for IAIP members.

Scholarships will be awarded at the IAIP Annual Convention in Reno, Nevada on June 6-8, 2019. These scholarships are a great member benefit through our partnerships with The National Alliance, IRMI and The Institutes. Take advantage of this benefit and apply today! Applications must be received by May 1, 2019.

**April eLearning: IAIP Treasurer Processes and Tips for Local Association Leaders**

Wed, April 17
2:00pm ET
Presented by Tammy Wascher, CIC, CIIP, CPIA, CLP, DAE
Are you preparing to be the treasurer or custodian of the funds for your IAIP local, council or region? This webinar will provide you with tips to take on this new position within IAIP. Participants will learn the responsibilities of a treasurer, proper accounting procedures and other responsibilities of a treasurer.

This webinar is complimentary for IAIP members and only $15 for non-members. Pre-registration is required to receive the webinar access link. This webinar qualifies for IAIP Education hours for CIIP and DAE designations. Register today!

**Education Update**

**Business Etiquette**
Every time we meet a new customer, participate in a business meeting, send an email or attend a business dinner, we are representing ourselves and our organization. These activities provide us with the opportunity to enhance our image,
improve our workplace relationships and open doors for professional advancement. Knowing proper business etiquette is a key component for taking advantage of those opportunities. You can have all the skills in the world but if you don't know how to conduct yourself in a meeting or which fork to use, you are potentially hampering your career. Whether it is on the phone, through email or face-to-face, you want to get off on the right foot. In just 30 minutes, the Business Etiquette course will help you understand better ways to meet and work with people in order to leave a lasting, positive impression. Add this course to your next local association meeting!

Legacy Foundation

IAIP is pleased to introduce the 2019-2020 NAIW Legacy Foundation Board of Directors.

Legacy Foundation Officers

Chair
(filled by the IAIP President Elect)
Lauri Oakden-Binder, RWCS, CRIS, CLP, CIIP

Secretary-Treasurer
(filled by the IAIP Vice President)
Geraldine Plott, CPCU, CPD, FCLA, SCLA, AIC, ARM, AIS, AINS, CIIP, DAE, CLP

Legacy Foundation Directors

Directors-At-Large (2018-2020 term)
Jane Densch, CPCU AIC ARe ARP AIS CPIW
Member-At-Large Colorado
Region V

Carol McManus, CPIA, CISR, CRIS, MLIS, CLP, CIIP, DAE
SunCoast Insurance Professionals
Region III

Directors-At-Large (2019-2021 term)
Terri Brennan
Member-At-Large Arizona
Region VII

Mary Corvaia, AU, CPIW
AC IAIP
Region I

Regional Vice President Director (2019-2020 term)
Penny Duer, API, CPCU, AINS, CPIW
Buckeye Insurance Professionals
Region IV

Regional Conference Fundraisers

With Regional Conferences in full swing, your generosity of donations supporting the NAIW Legacy Foundation are appreciated! The RVPs have challenged each other for who can raise the most in Foundation donations at each Regional Conference based on the total number of members per region. The RVP from the winning region gets to have a little fun at the expense of the other RVPs at Convention. Watch for the results after the conferences wrap up this weekend.

There is still time to donate to the Gift Card Giving Tree. Gift cards or monetary donations should be sent to Beth Chitnis at IAIP Corporate Center by April 15th. The Gift Card Giving Tree will serve as our prize and will be awarded at Convention.
Member Survey

This year at Regional Conferences, each region led a group project session to engage the audience, unify thought and promote the upcoming convention. Each question was designed to provoke future thought about goals for, and the future of IAIP. Members were asked to identify unified solutions to the questions presented. After completion of the session, answers were consolidated, and the findings will be presented at the National Convention.

Couldn't make it to your Regional Conference this year, but still want your voice heard? Take a few minutes to answer this short, four-question IAIP member survey.

Mentoring

The IAIP Mentoring Program is off and flying! We are excited that so many new mentoring relationships have been established, and several more are still in the works. Mentoring is available for topics related to IAIP, local association involvement, career and professional development, education, association leadership, and technology. If you can think of it - there is probably an IAIP member who can help you learn more about it. Learn more about the IAIP Mentoring Program, or complete an application to become a mentor or mentee today.

International Association of Insurance Professionals
3525 Piedmont Road, Building Five, Suite 300 Atlanta, GA 30305
Toll Free: 800.766.6249   Local: 404.789.3153   Fax: 404.240.0998
insuranceprofessionals.org