Conferences, Convention and Connecting, Oh My! Get out the compass that Chery Blair gave us at last year's Convention to guide our IAIP journey and bring it with you to Reno! Check out the IAIP website for information about upcoming Regional Conferences, as well as the early bird registration discount for this year's Convention.

We've identified your Super Powers. Now, it's time to find out if you are in touch with your inner Nerd! Are you ready to raise the bar and fully embrace your Nerd'ism? Getting schooled is cool! This year's Convention and Conference agendas are full of opportunities for education, networking, professional development and entertainment.

My top reasons to attend your Regional Conference and the Convention:

- Inspiration and motivation
- Hang with your tribe and make new connections
- Explore industry information and products with sponsors and exhibitors
- Share your voice - speak your passion
- Someone else will make your bed and cook for you
- Get training, tools and tips to enhance and develop your career
- Give! Community Service
- Discover someplace new - adventures abound and are so much fun when shared
- Cure for FOMO - Fear Of Missing Out

See you on the Road to Reno!

In fellowship,
Lauri Oakden-Binder, RWCS, CRIS, CLP, CIIP
Vice President
International Association of Insurance Professionals

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78th Annual Convention
Take the Road to Reno!
This year's convention seeks to propel and empower insurance and risk management professionals through intensive speaker sessions, panel discussions, peer-to-peer collaboration, and networking with leaders in the industry. The 2019 IAIP Convention will bring people together to learn lessons, forge strategies and tackle today's biggest issues that professionals encounter in risk management and insurance.

- Learn strategies for transcending client complaints and objections, turning them into opportunities for improved relations, client buy-in,
higher customer retention, and increased sales

- Examine the cyber trends that are disrupting the industry
- Exchange ideas on the future of the Convention
- Use collaboration and imagination to address leadership challenges
- Network with industry leaders
- Be inspired by ideas on the recruitment, engagement and retention
  of a new generation of insurance professionals

**IAIP Convention on Facebook**

The IAIP 2019 Convention Facebook event is now live. If you haven’t ever used the ‘event’ feature in Facebook, take a look at our best practices reference sheet.

Put your Facebook friend list to work for IAIP and share and invite everyone on your friends list. It only takes a minute, and the results are amazing. Not only are you spreading the word about a great event, you will be critically increasing the brand awareness of IAIP.

The goal is to introduce IAIP to non-members, because what better introduction to IAIP than this event? Even if they aren’t interested in attending the event, they may be interesting in learning about IAIP!

**Meet the Candidate**

Join us for Meet the Candidate on Friday, March 8 at 2:00 pm EST. Register to participate in the interactive webinar where you will have an opportunity to meet our candidate for International Secretary, Diane Martell, FCLS, CIIP.

President-Elect, Cindy Prud’homme, AINS, CPIA, CIIP, CLP will interview the candidate and attendees are invited to take this opportunity to ask questions. If you have any questions that you would like the candidate to answer, please send them to Cindy Prud’homme with "Meet the Candidate" in the subject line. If you are unable to attend the webinar live, the recording will be available on the IAIP website within two days of the Meet the Candidate.

Every member in good standing has a vote in the election of the International Secretary! We encourage you to exercise your right to vote! The electronic ballot will be distributed to the membership via email in April for a two-week voting period.

Register for Meet the Candidate!

**Legacy Foundation Updates**

"Engagement" is the key to success, therefore we are constructing the "Cornerstone of Member Engagement".
Legacy Foundation Grants
The NAIW Legacy Foundation Grant supports and encourages local associations, councils and regions to create programs that effectively educate our members on a peer-to-peer basis. The deadline is March 15 and a decision announcement will be made on April 15. Apply today!

Gift Card Giving Tree
Donate to the Gift Card Giving Tree to help make this Foundation fundraiser in any denomination but please select large chains or stores that are available in every state, so that the winner, no matter where they live, can use the cards. 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.

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

Welcome Northeastern Insurance Professionals
We are excited to announce that Region I recently welcomed a new association: Northeastern Insurance Professionals. With a charter date of November 1, 2018 our newest association member of the IAIP family is based in Connecticut and consists of 17 members. The local association president is Lysa Molnar, ACSR, CIIP of J.A. Archambault & Son, Inc.

A warm welcome from the entire IAIP community!

International Voting Body - One Member One Vote
In continuation of the State of the Association discussions, a change in the composition of the International Voting Body to One Member One Vote for all matters requiring a vote was identified as a next step in the transformation of IAIP.

At your 2019 Regional Conference, the matter of the international voting body requires membership vote. Affirmative vote by the regions will bring this issue to a vote at the International Convention in Reno, NV. To ensure all members are informed and all delegates are ready
to vote, we've provided the detailed proposed amendment and Frequently
Asked Questions for this topic and information on the overall voting process.

Additionally, the voting process reviewing how our current delegate voting
system works is outlined for your information...Read the full article.

February eLearning:
Why the Need for Long-Term Care Insurance?

Wed, February 20
2:00pm ET
Presented by Polly Jones

Join us Wednesday, February 20 for Why the Need for Long-Term Care Insurance? In this eLearning session learn why you should consider Long-Term Care Insurance for yourself, family members and clients. Understand the various plans available, elimination periods, coverage and funding options and then share this information with your clients!

Polly Jones has worked as an independent producer in the insurance industry since 1996, and is licensed in the areas of life, health, property and casualty. An advocate for the senior market since 1998, she has taught numerous workshops and continuing education classes.

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 Updates

Spotlight on Education
This quarter’s IAIP Spotlight on Education features the recently updated Insurance Career Advancement Now (I CAN!) course: E&O Hotspots. New E&O risks are being created by new technology, expanded use of non-standard markets, increased mergers and acquisitions, and more complex insurance products and financial services. This 30-minute course will identify E&O "hot spots" and provide ideas to reduce your E&O exposure. With the dramatic rise in E&O claims, this course is pertinent to every agent.

Now available!
Personal Umbrella, What's Up Doc? and Conflict Resolution have all been updated by the Education Task Force and available for your next event. Tax Free Income- Roth IRAs was also recently updated with the new 2019 limits. For information on additional IAIP courses, visit our online store.

Regional Conferences
IAIP's 2019 Regional Conference season is upon us! If you haven't already, please be sure to see our Regional Conference web page for event registration forms, exhibitor information, promotional fliers and contact information for each Conference.

Region I
April 4-7
Erie, PA

Region II
Mar 29 - 30
Ocean City, MD
FIT Professionals

What Does it Take to be the Biggest Winner?
The FIT Task Force challenged IAIP members to become the biggest winner in January by participating in a month-long task of drinking more water, exercising aerobically, lifting weights, eating nutritiously, and stretching. Then, after focusing on these five components, participants were charged with reporting how their health changed. Throughout the month, task force members posted tips and benefits on the IAIP FIT Facebook page for accomplishing these goals. The following is a compilation of some of the tips offered:

Water Intake
Drinking water has the benefit of eliminating toxins, boosting immunity, kickstarting your metabolism, stimulating your digestive system, lubricating joints and cartilage and will make you look younger with plumper hydrated skin. Water is just what you need to power up your mental creativity and prevent premature aging of the major organs of your body. It's a natural energy drink, lowers cholesterol production and will reduce your risk of colon and bladder cancer. And so, drink up!

TIPS: You can increase water intake by carrying a bottle of water with you wherever you go. If you don't like the task, add fresh fruits---a lemon, orange or strawberries. A slice of cucumber will make your water refreshing and delicious. Eat water enriched foods such as tomatoes, strawberries, watermelon and cucumber and drink water with each meal.

Cardio Exercises
The benefits of cardio exercises are improved sleep, better heart health, increased bone density, improved brain function, and it alleviates depression better than medication. Other benefits are improved endurance, decreased stress, increased calorie burn, and reduced risk of chronic conditions and better overall health.

TIPS: You can incorporate cardio exercises into your routine by running, cross-country skiing, biking, step aerobics, Zumba, skipping rope, swimming, elliptical trainer, dancing, kickboxing or other martial arts, in line skating, or any activity in which you can get your heart rate up.

Weight Training
Lifting weights allows your body to burn more fat, relieve stress, fights aging, increases your mood, reduces the risk for diabetes, and allows for better sleep. Top that off with killer curves and confidence and you'll be motivated to pump iron.

TIP: Remember to warm up your muscles before lifting weights by doing a short period of aerobic exercise. Focus on form, not weight. Breathe and keep challenging your muscles. Remember to give your muscles time off. Enjoy the benefits of a toned body.
Nutrition
The latest craze is the Keto Diet, with an emphasis on meat, eggs, dairy, and oils. The diet excludes bread, pasta, sugar, milk, corn, beans, and rice. Whether you embrace popular fad diets or the more traditional food pyramid regime and eat smaller portions, the components of your food consumption is significant in maintaining a healthy weight and fighting diseases.

TIP: If you want to improve your nutrition, consume healthy fats, like omega-3 fatty acids. Reduce excess fats, sugars and refined carbs in order to stabilize blood sugar and energy levels. Eat a variety of nutrients to support your immune system. Limit saturated fats to decrease your risk of heart disease. A high fiber diet of whole grains, vegetables and fruits will aid your digestion and protect your body from illness. A diet of healthy fats and fruits will also reduce inflammation, which causes joint pain and arthritis.

Stretch
Finally, add stretching to your exercise routine by doing yoga or simply stretch before and after exercise. This will help you prevent injury and decrease muscle soreness. You will enjoy increased flexibility and joint range of motion. Your circulation will improve, you'll have better posture, and enjoy stress relief.

By Katharine M. Nohr, J.D.