March is one of my favorite times of year! Not only is Spring around the corner, but it is the month that we kickoff of our regional conferences. I'm even more geared up this year as I've been listening to the other RVPs’ plans and every Region has something amazing happening. I wish I could attend each and every conference, but as that is not a possibility, I look forward to living vicariously through your social media posts. So, please share your experiences.

Have you never attended a regional conference? Make this your time. Regional is a great starting point to build upon your membership experience and truly take ownership of your IAIP membership. You will be able to learn the workings of the association in the business sessions and have access to many educational opportunities such as continuing education and courses needed for designations like CLP. Not to mention there will be lots of networking and fun opportunities that will broaden your connections with other members. Members have met lifelong friends and amazing mentors through the regional conferences.

Plus, this year, you will have even more opportunities to share your ideas and do your part to shape the future of IAIP! Your board is dedicated to hearing the voice of every member and are giving those attending some special opportunities at the regional conferences to not only get your ideas to the executive committee, but also in front of members at International conference in Reno.

Take a look at the list of conferences and start your "Road to Reno" today!

Jessica Pruitt
Region II Vice President

78th Annual Convention

Non-member Attendee Offer
Did you know? Non-members who register and pay the non-member rate will receive a complimentary one-year IAIP international membership. What a deal! This is your chance to share the benefits of belonging! What better place to introduce a non-member to all that IAIP has to offer than at the International Convention? Be sure to share this promotion in your newsletters and on social media.

Awards Luncheon

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Find Your Dream Job

Insurance Defense Associate - Ramey & Kampf, P.A.

Eastern Illinois University - Medical Insurance Specialist
New this year - We are looking forward to the opportunity to celebrate our award winners during a luncheon dedicated specifically to these hard-working members – yet another reason you don’t want to miss the 2019 IAIP International Convention. Award winners will be announced at the Awards Luncheon on Friday, June 7.

The Importance of Delegate Attendance
The Association Management track was developed specifically with association leaders in mind to give them the tools, resources and education they need for a successful year. It’s a great chance to meet with other IAIP leaders, connect, and learn more about how everything fits together in the IAIP community.

Delegates should be sharing highlights from the convention with their local association; including connections made with other association leaders, exhibitors, sponsors, award winners and education sessions they attended. Ideally, each delegate should return from Reno energized, refreshed, and empowered - with at least one new idea to implement in their local association.

We look forward to celebrating our amazing award winners and yet another year of connecting members and building careers with you in Reno!

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
Congratulations 2018-2019 Scholarship Recipients

The Legacy Foundation scholarship are awarded to individual members for various educational opportunities, to enhance their insurance knowledge, obtain designations or insurance related degrees or to attend IAIP conventions or conferences. We are honored to award the following scholarships to support educational opportunities for IAIP members.

Congratulations to the following 2018-2019 scholarship recipients:

- Marcella Beasley, Insurance Associates of Fresno, Region VII
- Lyndsay Colbert, Insurance Professionals of Mobile, Region III
- Sheila Eskue, Kentucky MAL, Region IV
- Linda Grayless, Insurance Association of the Ozarks, Region V
- Katy Green, Insurance Professionals of Greater New Orleans, Region VI
- Keri Herlong, Las Vegas Insurance Professionals, Region VII
- Bobby Shields, Charlotte Association of Insurance Professionals, Region II
- Rachel Shubert, Missouri MAL, Region V

Collegiate Scholarship Recipient:

- Myranda Joseph, Gamma Iota Sigma Student Member, Region IV

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.

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. Application coming soon.

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.

International Voting Body - One Member One Vote

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.

March eLearning: What's Mine is Yours

Wed, March 20
2:00pm ET
Presented by Penny Duer, API, CPCU, AINS, CPIW

The Sharing Economy - Home and Auto. In this presentation you will learn the advantages and disadvantages of peer-to-peer home rental such as Airbnb and HomeAway. Find out if there are any coverage gaps or peer-to-peer car sharing or ride-sharing exposures and if there are any exclusions and available ISO endorsements.

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!
**Conflict Resolution**

We all have relationships with other people in business, our associations, and in our personal lives. Anytime we interact with others we can create an environment for conflict. Conflict exists because we see things differently. We each have a different frame of reference. We interpret our world around us based on our family, culture, education, politics, generational gaps, etc. Our usual way to address these differences is to argue our point of view over and over again in an attempt to make the other person see things the way we do. Often the person who argues best gets what they want, but not necessarily what they need, or what is best for the situation.

Conflict is not all bad. Through conflict and the discussion that it can generate, there can be growth and innovation, new ways of thinking and additional options found. In our Career Development course, Conflict Resolution, you will learn how to manage conflict starting with understanding yourself and managing negative feelings. You will have insight into the words to avoid and those to use in a conflict situation. As important as the words are, you will understand why listening is so important. All of it will help you fight clean with positive results.

The reality of today is that professional and personal relationships are very important, even more than how smart a person is about business. Improve your relationships by learning how to successfully deal with conflict, in and outside of business. Order the course **Conflict Resolution** today for your next event!

**FIT Professionals**

Why is core strength important?

- improve your balance and stability
- Strong core muscles make it easier to do most physical activities.
- Core exercises can help tone your abs. Who doesn't want more-defined abdominal muscles?

And there is more good news: core exercises don't require specialized equipment or a gym membership. Planks - either on the knees or full body - are one of the best core strengthening exercises.

Here is the FIT Task Force **30-Day Plank Challenge**.

Why follow the IAIP FIT Task Force Facebook page? You could be a winner! Fitness testimonials deadline is March 8th - three testimonials will be drawn at random to win a free IAIP "Road to Reno" branded water bottle at the International Convention in June - enter your testimonial on our Facebook Page today! Don't forget to follow our page!

**Membership Engagement**

Communication goes both ways. By definition, communication is a process by which information is exchanged between individuals; to give and receive reciprocally, is the key to this delineation. Without give and take, the message may as well fall on deaf ears.

How many of you, as leaders, have reached out to the members of your association with information, invitations or inquiries and received no
feedback, RSVPs or response?

How many of you, as members, feel like you have communicated your concerns, questions or feedback and feel as if your message was not answered, understood or taken into consideration?

How many of you, as MALs, feel out of the loop, uninformed and underappreciated?

I believe each of us can raise our hand in answer to at least one of those questions. I also believe we could all agree that if those disconnections could be mitigated, our efforts would be more fruitful. We are all extremely skilled at customer service; not one of us would consider leaving a client hanging without an answer. How can we extend that same support to our fellow members in this association? At what point did the rush of life's demands bestow validation that to devalue our relationships, by not giving our peers the mutual respect of clear, effective and focused communication, is copacetic?

Communication should be an effortless act performed by two or more people with the conclusion leading to mutual contentment. The challenge to each of us, is to individually create effortless, effective communication and eliminate that disconnect.

The Member Engagement Task Force is committed to helping connect the dots of communication, to help leaders navigate the resources available, to help members understand where information can be gathered, and to help each of us become more skilled in effective communication.