Anyone who pursues a profession wants to be successful. Success may appear to be easy, however, many people may find themselves in this position only temporarily because the rules of success are not written in stone. If our members want continued, ongoing success, they should consider a mentor or mentee relationship with IAIP to help insure success.

Mentoring is a process that has been used widely in the workplace as well as academia to encourage success. The concept of mentoring is simply the willingness to share knowledge.

First the mentor must know, through personal assessment, that he/she possesses the needed characteristics, skills, and knowledge. Once confirmed, then this aspect of the mentoring relationship has great potential for success. Next the mentee must assess why a mentor is needed and what the mentee hopes to gain from the mentor.

The Regional Membership Directors assess and identify the match. What makes a successful relationship is what the mentor and mentee bring to and do in the relationship. Success of mentoring relationships can primarily be determined if the needs of the mentee are being met and the goals are accomplished.

Take advantage of this IAIP member benefit. The IAIP Mentoring program can help with sharing our wealth of knowledge and developing meaningful connections. Your first step is to complete the online Mentor or Mentee application on the Mentoring page of the IAIP web site.

You can grow with this program as a mentor, mentee or both! Continue your path to GO ALL IN with IAIP!

Nanci E Futrell, CIC, PIAM, CPIW, DAE
IAIP Region III RVP

State of the Association

The IAIP State of the Association presentation was broadcast live on Wednesday, October 3rd at 1pm EST. Due to the number of participants, the board members were unable to address all questions and comments during the live event. Q&A questions received during the State of the Association were documented. Answers will be addressed by the Board of Directors and available soon for all members to review.

Watch the State of the Association presentation.
Award Applications Available

**November 15 Deadline**
Don't underestimate the value of IAIP awards! Are you excelling in your career? Are you ready to be recognized for your success? Are you new to IAIP and have gone all in? If so, submit your application for an IAIP award today! Award categories include:

- Insurance Professional of the Year
- Claims Professional of the Year
- Client Service Professional of the Year
- Risk Management Professional of the Year
- Professional Underwriter of the Year
- Rookie of the Year
- Young New Professional of the Year

Apply for an award today!

Last Call for Proposals

The deadline for 2019 Convention Call for Proposals is October 12, 2018. Submit your education session proposal today.

ELearning Call for Presenters

The Education Task Force is hard at work creating the 2019 eLearning calendar. They are seeking experts inside and outside of IAIP who are knowledgeable and willing to give a 30-45 minute presentation on any of the following topics:

- Sharing Economy hazards and exposures with sharing autos and homes.
- Personal Disaster Preparedness & Reviewing coverages
- How to Make the most of scholarships and grants
- IoT - Internet of Things, how our world is connected
- Any of the I CAN! Series courses

Please send by Friday, October 19 the presenter name, company, email and phone information to education@iaip-ins.org and use eLearning 2019 in the subject line. Take this opportunity to share your knowledge or connect us with an expert for the 2019 eLearning calendar.

Legacy Foundation Grant Deadline

Legacy Foundation grants are designed to support education programs and keynote speakers at local associations, Council Meetings and Regional Conferences. Apply today as the deadline for the Grant Application is approaching.

Grant Guidelines and Application Form
Application deadline: October 15
IAIP eLearning

Join us on Wednesday, October 17 for the webinar **Tax Free Income: Roth IRA** presented by Marcia Tepp, AINS, ARM, AIAF, ARP, CPCU, CPIW.

The Roth IRA is a retirement account that offers valuable tax benefits and comes with eligibility requirements. In this *I CAN!* 30-minute webinar current information on the Roth IRA will be reviewed, qualifying factors discussed, and the differences and advantages examined. Be informed so you can discuss this topic with your client!

This webinar is only $10 for IAIP members and $20 for non-members and includes the downloadable student guide. Pre-registration is required to receive the webinar access link. No refunds after purchase. Webinar qualifies for IAIP Education hour for CIIP and DAE designations.

**Register today!**

The IAIP Career Café

**Upload or Update Your Resume and Win Big!**

As part of the launch of this new focus on career development, we have created a contest. Starting on October 1st every member that uploads their resume to the IAIP Career Center will be entered to win a $50 VISA Gift Card. Already have a resume uploaded to the Career Center? No problem - all you need to do is upload an updated resume. The contest will remain open until December 31st, and the winner will be announced in the January issue of the Connections. Good luck!

FIT Professionals

**October Step Challenge**

October is here and so is the FIT Task Force step challenge! The goal is for you to take 10,000 steps per day, so keep track of those daily steps and submit them to Nachole Gillis at the end of the month.
If you’re feeling competitive, feel free to go to our FIT Task Force Facebook page and post your current results!

Road to Reno: How are You Getting There?
Join us on October 15th as we begin our virtual journey from St Louis, MO to Reno, NV - the location of the 2019 IAIP International Convention!

You can do it alone, or get a team together. What a great team building project for a local association or council!

The driving distance from Saint Louis, Missouri to Reno, Nevada is approximately: 1,836 miles or 2,955 km. You have from October 15th until the Convention (June 6th, 2019) to travel this distance via your daily exercise routine. There are 234 days from October 15, 2018 to June 6, 2019 (the end of the competition). That equals roughly 8 miles a day of activity (walking, running, swimming, biking, and/or skating) for you alone, or less with you working as a team. Keep track of your activity with an exercise log or your FIT device.

On your Mark, Get Set, Let’s Go to Reno!

IAIP Student Members

IAIP recently attended the Gamma Iota Sigma (GIS) International Convention in Chicago, Illinois where we shared with the students our educational session, Bridging the Communication Gap. Since last fall we have had many students join IAIP as a student member. In fact, we are seeing a record number of about 1,800 student members so far for 2018 and we hope that continues.

The Student Member Task Force would like to encourage you to find opportunities to invite the next generation to your meetings, or sign up to speak at a GIS event in your area. The students are eager to spend time with industry leaders like you and gain firsthand knowledge who can give real life examples about what it truly means to serve our clients. It's our job to set up our student members for success and lead the way. When it's time to step aside, we can take pride in knowing we left the industry better than we found it.

If you’d like to find out more about contacting a GIS local chapter at a university near you, please contact the Student Member Task Force Co-Chairs, Chelle Carey or Brooke Lesniak.