Greetings, IAIP Members!
Each of us makes decisions every day in the way we invest our personal time and resources. Members in Regions II and VII who attended their 2018 regional conferences may recall me sharing the words of my very wise mother, "If you don't believe in yourself, why would anybody else?" Those words have proven true these many years later, as a decades long commitment to professional development and education has rewarded me with a satisfying career and many new opportunities!

If you've ever flown on an airplane, you know there's a good reason that flight attendants tell you to cover your own mouth with the oxygen mask before assisting others. We need to keep ourselves strong and healthy to be of value to others, but we also need to keep ourselves educated and relevant, to be prepared for the many opportunities our professional lives will present over the years.

It's never too late to benefit from the many educational and development opportunities that your IAIP membership offers. The IAIP educational arsenal is filled with valuable education that is just waiting for you! Maybe, like me, that investment may take years before the big payout... but it WILL pay dividends!

Visit the IAIP website today, take a look at the many educational courses that are available, like the newest: Selling Essentials or perhaps start the Certified Leadership Program or try one of the new or updated I Can! courses. Make yourself the most valuable investment!

In Fellowship,
Cindy J. Prud'homme, AINS, CPIA, CIIP, CLP
IAIP President-Elect

Board Summary
The board summary from the August 2018 Board of Directors meeting is now available.
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 *NEW* Career Café**

The IAIP Career Café is a new monthly source of career advancement resources, free to you as a member of IAIP. Be on the lookout for your first Career Café email to arrive in your inbox very soon. It will deliver some exciting information and access to career resources and job search tips and tools.

**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!

**Employer of the Month**

As a part of the Career Café initiative we will be highlighting one deserving employer each month. This month’s Employer of the Month is Work At Home Vintage Experts - WAHVE.

WAHVE redefines retirement. WAHVE’s one-of-a-kind approach to bringing together pre-retiring vintage professionals and businesses creates a win-win: companies get highly skilled workers with the exact talent they need and retiring workers get to continue their career working from home.

WAHVE pairs companies looking for specific skills with the veteran talent who have them. WAHVE disrupts the idea that all work must be done in the
office. WAHVE is proving every day that older workers who have critical business skills, knowledge and expertise are able to deliver a high level of productivity and do so from their home offices.

WAHVE keeps our valued talent within the industry while helping people phase into retirement - or - pretirement. WAHVE fills the gap when you want to retire but still want to work. Research shows that those who continue to work after retirement stay healthier, live longer and have greater financial freedom. Insurance firms are facing a critical shortage of experienced professionals and the industry's retiring vintage talent can fill their staffing needs working from home.

Experience has its privileges. Bring your experience to WAHVE and retire your way. Find your balance and phase into retirement working from home with the schedule and workload you want. Ready for your new reality? Get started and become a work-at-home vintage expert - a wahve.

WAHVE has multiple current job openings in the IAIP Career Center, including: Commercial Lines Customer Service - Account Manager.

Spotlight on Education: CWC

This quarter IAIP’s new Spotlight on Education is the Confidence While Communicating (CWC) course.

70% of employed Americans who give presentations agree that presentation skills are critical to their success at work, according to a Prezi survey. ~ Forbes.com

Great presentation skills require organization and confidence. Develop your presentation skills by completing the CWC and see the many ways strong presentation skills will impact your career:

- At meetings, face to face or in a conference call
- At networking functions
- Speaking to colleagues and staff
- Delivering a presentation to clients detailing a technical topic or selling a product
- Presenting at conferences
- Speaking at work meetings
- Speaking at Chamber of Commerce or Rotary promoting your business
- Speaking with suppliers and clients
- Presenting training

Obtaining these new skills not only affect you but also managers, who will notice your new confidence as these skills translate into other parts of your role. For managers, having strong communication and presentation skills will elevate their team’s level of professionalism, foster stronger customer relationships and produce effective leaders. Find your voice and complete the CWC course at your local association. Read testimonials of how the CWC has made an impact on others.

To compete at your 2019 Regional Conference, you must complete the CWC Speak-Off Application by December 10, 2018.

FIT Professionals
October Step Challenge

It is time to kick up our heels and step lively for our 2nd Annual October Step Challenge!

We are having a step challenge that will run from October 1-31, 2018. Keep track of how many steps you are taking every day during the challenge. We would like to see everyone aim for 10,000 steps daily. There are numerous benefits: reducing stress, improving mood, increased energy, better sleep, and positive effect on bones and joints.

Some days we are busier than others, however there are always ways to sneak in a few extra steps. Park farther away - more steps and safer for your car (less door dings)! Take the stairs whenever possible. Take a walk on your break or during lunch. Take your dog for a walk. Turn on some music and dance around the house!

At the end of the month, email your results to Nachole Gillis including your name, local association, region, email, phone number, your daily step totals and how you recorded your steps. It will be fun to see who has the most steps and also to see how many people have at least 10,000 steps every day.

Follow Us on Facebook

Also, we are so excited to announce our IAIP Fit Task Force page on Facebook! We want to stay in touch throughout the year and share with each other our trials and triumphs, recipes and inspiration - please like and follow us on Facebook!

Legacy Foundation Grants & Scholarships

Legacy Foundation grants previously awarded have been used to support education programs and keynote speakers at local associations, Council Meetings and Regional Conferences. The Legacy Foundation will continue to offer grant and scholarship programs for 2018-2019:

- Grant Guidelines and Application Form
  Application deadline: October 15

- Scholarship Guidelines and Application Form
  Application deadline: January 15.
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!

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

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