2018 has been an inspiring, challenging, fun and always interesting year in IAIP.

We identified our inner Super Powers during the 2018 Regional Conferences.

We began guiding our new members on a New Member Pathway to better navigate their way through the plethora of opportunities available within IAIP.

We learned "The Art of Being Unexpected" with Judi Holler, Opening Keynote Speaker at the 2018 International Convention and how to be "Today's Driving Force" with Cheryl Blair, Closing Keynote Speaker.

We listened to the requests of the membership and launched the new Mentoring Program.

We were guided throughout the year by Today's Insurance Professionals with tips for going green, managing risk and bringing us back to the basics on key aspects of the insurance industry.

We were enlightened by the results from our Membership Satisfaction Survey showcasing that what members value the most in IAIP is the local association experience, professional development education and networking opportunities.

From the IAIP International Executive Committee we learned - during the State of the Association presentation - more details on the progress we're making towards achieving our strategic goals and the work the Board of Directors is doing to advance our association.

Hundreds of volunteers gave their passion and commitment to IAIP in supporting the many task forces, leadership positions and ad hoc committees throughout the year. The driving force behind IAIP is an impressive array of members with different backgrounds, different areas of expertise, and different skill sets all contributing towards one goal of ensuring IAIP is your association of choice.

Happy Holidays to our members, colleagues, partners and friends in this vibrant, resolute and strong-willed community. We thank you for your membership and support of IAIP!

Beth Chitnis, CAE
IAIP Executive Director
Invest in Yourself
All successful professionals have one thing in common: they invest in themselves. Additional points if you take advantage of our 2019 employer justification toolkit.

The countdown is on! There are six short months until the big event: June 6-8, 2019 in Reno, NV.

Welcome Back to the Community Café
For 2019 we are excited to bring back The Community Café, by popular demand. This year's café will feature networking discussions led by industry thought leaders who will share their insight, expertise and energy with attendees.

The informal and highly interactive format of The Community Café lends itself to unique learning experiences. These bite-sized information exchanges provide attendees the perfect opportunity to combine networking and education without missing a thing.

Taking the formality out of the education process and allowing attendees to be more open in sharing their thoughts and questions, these micro sessions lend themselves to be a seamless follow-up to full length education sessions. They are also a way to engage attendees in a more communicative environment. Facilitators of Community Café sessions are industry experts selected for their related experience and knowledge in the topics will be announced soon.

Get Rewarded!
In addition to The Community Café, also returning this year is our Sponsor/Exhibitor referral reward program. Even if you are unable to attend this year, you can still receive your reward! Submit a referral for a new convention exhibitor or sponsor, and if the company does sponsor or exhibit (before May 24th), the referring member gets to choose whether they would prefer a free year of international membership or a $100 discount off 2019 convention registration. All we need from you is the contact information - we will do the rest! Any business you work with is a potential sponsor or exhibitor!

Legacy Foundation Updates
#GivingTuesday
Thank you to everyone that donated to the NAIW Legacy Foundation this year during #GivingTuesday. The campaign this year was a great success with individual donations for the Foundation totaling $1,540. These funds help support the grants, scholarships and development of educational programs to benefit insurance professionals.

Scholarship Deadline: January 15
Scholarships are offered 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. The Legacy Foundation is just another source of funds to
assist our own members with their educational goals. Scholarship Applications are due by January 15, 2019.

**2019 Fundraiser: Gift Card Giving Tree**

If it's successful, if it's popular, if it works: keep it going! This year's Legacy Foundation Task Force is again offering the fun Gift Card Giving Tree fundraiser for 2019. We need your help. Your donations of gift cards are what make this Foundation fundraiser successful. Gift cards can be 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.

Leadership Deadlines

**Regional Vice President:** The Regional Vice President positions that are available for election at the 2019 Regional Conferences are for Regions I, III, V and VII with a two-year term. The Candidate Form is due to the Regional Vice President of your region by January 15.

Education Updates

The Education Task Force is busy reviewing many of our education courses. Facilitation 101 and the I CAN! course E&O Hotspots are two courses recently reviewed and now available in the online store. Consider these courses for an upcoming local meeting!

Watch for more course updates to be announced in future Connections.

Student Task Force visits Cal State Fullerton

In November, IAIP Student Task Force co-chair Brooke Lesniak accepted the challenged from the GIS Grand Chapter to participate in Boots on the Ground Month, a grassroots movement created by GIS that encourages anyone in the insurance industry to get on campus and talk about their insurance career. To make this opportunity a reality, she contacted the GIS chapter leadership at Cal State Fullerton to arrange a speaking engagement.

Sharing with the students her personal pathway to insurance and her involvement with IAIP, Brooke focused on IAIP educational offerings including designations and the value she has personal received from the CWC. She also shared that she proudly displays her IAIP awards, including her most recent addition - the 2018 IAIP Young Professional of the Year, at her desk. Something as simple as talking about awards was an eye-opening conversation for the students, and Brooke happily explained why displaying awards at her desk is important. What Brooke
was able to accomplish was simple but effective - leaving a lasting impression on the students and faculty at Cal State Fullerton.

The IAIP Student Task Force is blazing the trail to create exciting engagement opportunities and build relationships with students. Working diligently to create more student engagement tool kits for local associations, councils and regions, the task force will continue to provide opportunities for all members of IAIP to focus on the next generation of insurance. The most recent addition to the Membership tool kit is the Job Shadow opportunity highlighted in the Fall/Winter issue of the Today’s Insurance Professionals magazine. If you have questions about Brooke's experience, please feel free to contact her.

Mentoring

The response to our mentoring program has been tremendous! We have members interested in becoming mentors, or being mentored, in all seven regions. This is just a quick reminder that if you have expressed interest in Mentoring, but not yet completed an application, please go to the IAIP website>For Members> Mentoring Program and then scroll down to IAIP Mentoring Resources. Then, simply click the link for the appropriate application and complete it.

FIT Professionals

The Biggest Winner Challenge

January is a great month to kick-start your personal health goals for 2019. The FIT Task Force has just the challenge to get you on the right track for the new year. It's called The Biggest Winner Challenge and is open to all IAIP members.

How's it Work?
Each week will focus on one Health Challenge Topic. It will include education, motivation and encouragement to challenge you to incorporate the highlighted topic into your everyday life.

What's in the Lineup?
- Week One (January 1-5) Water Intake
- Week Two (January 6-12) Cardio
- Week Three (January 13-19) Nutrition
- Week Four (January 20-26) Strength Training and Core
- Week Five (January 27-31) Stretching and Yoga

What's the Challenge?
After the conclusion of January, we would like participants to submit a testimonial on what they gained from the challenge. This could include weight loss, better nutrition habits, consistent exercise plan, or just moving more. The FIT Task Force will review all testimonials and select the 2019 Biggest Winner!

What do I need to Do?
All information will be provided on the FIT Task Force Facebook page so be sure to Like our page. If you don't have Facebook, please email jenniferchris18@gmail.com and we will ensure that you receive all the weekly information. We will end the Biggest Winner Challenge with a request for your testimonials. It is that easy.

**Road to Reno: How are You Getting There?**
Join us on 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! Keep track of your activity with an exercise log or your FIT device. On your Mark, Get Set, Let’s Go to Reno!

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