



Embrace the Possibilities Learning Session Schedule

72nd Annual
Region IV Conference

March 30 – April 2nd
Galt House Hotel, Louisville KY

Thursday, March 30th				
	CERTIFIED LEADERSHIP PROGRAM	CAREER DEVELOPMENT	INDUSTRY TRENDS	
1 PM	Adapting Your Leadership Style [2 Hours CLP]	Navigating Difficult Conversations [4 Hours Career Development] CLP Renewal Course	Trending Topics: Cyber & Drones [CE 2 Hours- MI & OH Approved IN & KY Pending]	Ethics [CE 3 Hours- IN/KY]
2 PM				
3 PM	Employee Engagement [2 Hours CLP]		Medicare 101 [1 Hour Learning]	
4 PM			Medicare Secondary Payer- Who Pays First? [1 Hour-Learning]	
Friday, March 31st				
	CERTIFIED LEADERSHIP PROGRAM	CAREER DEVELOPMENT	ASSOCIATIONAL LEADERSHIP	
8 AM	How to Make Yourself Indispensable [2 Hours CLP]	Talk Like a Leader [4 Hours Career Development] CLP Renewal Course	Embrace Solutions for IAIP	
9 AM				
10 AM	The Exceptional Manager [2 Hours CLP]		Embrace MAL-Staying Active & Involved in IAIP	
11 AM			Embrace IAIP Leadership Tools	

All Courses included in Regional Conference Registration

Make selections using Learning Session Registration Form



Embrace the Possibilities- Learning Session Registration

Thursday, March 30th	
1 PM - 3 PM <input type="checkbox"/> Attending	ADAPTING YOUR LEADERSHIP STYLE [2 Hours CLP] Presenter: Susan L Holbrook, AAM, CPIW- Insurance Association of Metropolitan Detroit <i>Identify the qualities of an effective leader and recognize style differences in others to build rapport and develop individual motivation approaches.</i>
1 PM - 5 PM <input type="checkbox"/> Attending	NAVIGATING DIFFICULT CONVERSATIONS [4 Hours Career Development- CLP Renewal Course] Presenter: Cindy J Prud'homme, AINS, CPIA, CIIP, CLP- International Secretary <i>This course introduces you to a process for taking control of difficult conversations and minimizing the negative backlash to effect an environment of reduced stress, increased trust, improved relationships, and higher productivity.</i>
1 PM - 3 PM <input type="checkbox"/> Attending	CYBER LIABILITY- COVERAGES, CARRIERS, CLAIMS [2 Hours CE- MI & OH Approved- IN & KY Pending] DRONES- THE WHO, WHAT, AND WHY IT MATTERS TO YOUR CLIENTS Presentors: Nick Carozza and Brian Riehl RPS- Risk Placement Services/Technology & Cyber
1 PM - 4 PM <input type="checkbox"/> Attending	ETHICS: DECISION MAKING TOOLS FOR THE INSURANCE PROFESSIONAL [3 Hours CE- Kentucky, Indiana] Presenter: Kevin Wharton, Content Division Manager- Paul Davis Restoration of Louisville, KY <i>Participants will engage in multiple opportunities to discuss ethical and non-ethical behavior. The course will end with participants utilizing these decision-making tools while determining possible resolutions to real-life scenarios.</i>
3 PM - 5 PM <input type="checkbox"/> Attending	EMPLOYEE ENGAGEMENT [2 Hours CLP] Presenter: Angie Sullivan, AIC, CIIP, CLP- International Vice President <i>Cultivate an environment of engagement where you recognize employees as individuals, show you support them, give feedback to develop their skills and acknowledge all employees for their contributions.</i>
3 PM - 4 PM <input type="checkbox"/> Attending	MEDICARE 101 [1 Hour Learning Session- non CE] Presenter: Lisa A Frazetta-Manning, Indiana Council Director
4 PM - 5 PM <input type="checkbox"/> Attending	MEDICARE SECONDARY PAYER- WHO PAYS FIRST? [1 Hour Learning Session- non CE] Presenter: Lisa A Frazetta-Manning, Indiana Council Director
Friday, March 31st	
8 AM - 10 AM <input type="checkbox"/> Attending	HOW TO MAKE YOURSELF INDISPENSABLE [2 Hours CLP] Presenter: Penny J Duer, API, CPCU, AINS, CPIW- Buckeye Insurance Professionals <i>Develop a team-driven culture by better understanding the purpose of delegating, preparing for and applying the steps to delegate effectively and learning to recover from inevitable mistakes or disappointments.</i>
8 AM - Noon <input type="checkbox"/> Attending	TALK LIKE A LEADER [4 Hours Career Development- CLP Renewal Course] Presenter: Cheryl D Blair, CPIW- Indiana Member at Large <i>Successful leaders know there's a significant difference between bring a big talker and being an effective communicator. This course will focus on four key areas of leadership communication.</i>
8 AM - 10 AM <input type="checkbox"/> Attending	EMBRACE SOLUTIONS FOR IAIP [1 Hour Association Leadership/Development] Presenter: Kathleen M Bianculli, CIC, CIIP, DAE, CLP- Insurance Association of Metropolitan Detroit <i>Engaging session on tackling IAIP questions and challenges in a collaborative environment</i>
10 AM - Noon <input type="checkbox"/> Attending	THE EXCEPTIONAL MANAGER [2 Hours CLP] Presenter: Angie Sullivan, AIC, CIIP, CLP- International Vice President <i>Study how to balance the qualities of an exceptional manager- developing self-awareness, demonstrating consistency, displaying humility and confidence- to increase employee engagement and satisfaction.</i>
10 AM - 11 AM <input type="checkbox"/> Attending	EMBRACE MAL (MEMBERS AT LARGE)- STAYING ACTIVE AND INVOLVED IN IAIP [1 Hour Association Leadership/Development] Presenter: Vikki Angelo, AIC, ITP, CLP- Ohio Council Director <i>Making the most of MAL membership for both MALs and Associations/Councils</i>
11 AM - Noon <input type="checkbox"/> Attending	EMBRACE IAIP LEADERSHIP TOOLS [1 Hour Association Leadership/Development] Presenter: Cherri L Harris, MSBA, CPIA, CIIP, CLP- Michigan Council Director <i>Overview of the vast array of tools available though the IAIP website including Leader Resources & Toolkits</i>

Attendee Name: _____ **Email:** _____

Include with Registration Form and/or email to Angelia Poyner apoyner@vzecins.com