



2019 Region 1 Annual Meeting

April 4 – 7, 2019

Ambassador Banquet & Conference Center,
7794 Peach Street, Erie, Pennsylvania 16509

February 4, 2019

Dear Region 1,

We hope you are as excited as we are for the Region 1 Conference in Erie, PA. Our committees have been hard at work to make it an amazing experience for each and every one of you.

As Mary mentioned in her email earlier this week, the registration cost for conference is down to \$250, a 35% reduction in price from prior years. We hope you will take advantage of these savings to put toward your trip to Erie. Our thanks to Erie Insurance for a generous donation that allowed us to meet our expenses while keeping the registration price low. The hotel price listed on page 3 of the registration form includes all taxes and fees, and we're really excited to be able to offer you a beautiful location at a reasonable price.

We have lots of education and networking planned, including two CE courses, a CLP renewal and a Selling Essentials course. We also have a Community Café full of interesting, laid-back education for those who don't need CE or CLP and don't feel like taking a formal course. Our friends from the Red Cross, a local personal trainer and a financial planner – among others – will join us to lead these stimulating 20-minute discussions.

As you might know, Mary has challenged the other RVPs to a contest for who can donate the most to the Legacy Foundation. That's why the Friday jeans days will benefit the Legacy Foundation. So will a special surprise fundraiser to take place at the Welcome Party. We won't spill the beans – you have to check out the registration form for details! All we'll say is that Mary is competitive and, in true Region 1 fashion, does NOT want to lose. Let's do what we can to help her reach her goal!

If you have any questions at any time, feel free to reach out to Michele or me. Get those registration forms submitted by March 11 and we will see YOU in Erie!

Jen & Michele

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Registration Form

First Name (As should appear on badge): _____ Last Name: _____
 Designations: _____ Employer: _____
 Mailing Address: _____ License Number (for CE): _____
 Email Address: _____ Check here if you do not want to be included in the directory.
 Preferred Phone Number: _____ Local Association: _____

Registration Options (Select ONE)

Please track expense in each section and total on page 2

Option 1 – Full Registration

Includes: ERIE TLC Tour, all meetings, classes and meals (EXCEPT for Friday Night, which is on your own).

Does not include Excursions, State CE filing fees or book fees (see page 2 for costs).

Full Registration Fee (Members):

- Early Bird Registration prior to 2/25 \$250
- Registration after 2/25 \$300
- ERIE TLC Tour (Please check if you plan to attend. Open to the first 45 registrants)

Full Registration Fee (Non-Members & Guests):

- Early Bird Registration prior to 2/25 \$300
- Registration after 2/25 \$350

Please check all items you plan to attend (Full Registration Attendees Only).

- Thursday Welcome Party
- Saturday Awards Lunch: Beef Braciola Lemon Chicken Vegetable Lasagna
- Friday – Breakfast
- Saturday Evening Banquet: Stuffed Chicken NY Steak Sicilian Cod
- Friday – Lunch w/ Vendors
- Sunday – Breakfast and Closing Session

Please let us know if you require a vegetarian, gluten free or other specialized meal in the dietary restrictions section.

Dietary Restrictions: _____

TOTAL THIS SECTION: \$

Option 2 – Education/Business Registration

**Cannot be used with any a la carte options.*

Friday Education Package – Includes Friday breakfast, AM & PM breaks, buffet lunch. Cost of classes - additional charge of \$10 per class hour as well as any State CE filing fees and book fees (see page 2 for costs).

- Friday Education package - \$190.
- Class hours - Number class hours ____ X \$10 per hour ____ = _____

Saturday Business meeting Package (Members only) Incl. Saturday breakfast, AM business mtg and awards lunch

- Saturday Business Package - \$125.

TOTAL THIS SECTION: \$

Option 3 – A La Carte Registration

Please check which you will be attending (each option paid for individually):

- Thursday Bus Trip to ERIE Tech Lrng Ctr \$50
- Saturday Breakfast - \$45
- Thursday Welcome Party w/Sponsors \$75
- Saturday Awards Lunch - \$60 (Choose meal in Option 1 above)
- Friday Breakfast - \$45
- Saturday Banquet - \$80 (Choose meal in Option 1 above)
- Friday Buffet Lunch - \$50
- Sunday Breakfast & Closing Session -\$45

Dietary Restrictions: _____

TOTAL THIS SECTION: \$



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Ribbons (please select all that apply)

- | | | |
|--|--|---|
| <input type="checkbox"/> Delegate | <input type="checkbox"/> Alternate Delegate | <input type="checkbox"/> Local President |
| <input type="checkbox"/> Past Council Director | <input type="checkbox"/> Council Director | <input type="checkbox"/> Council Director-Elect |
| <input type="checkbox"/> National Officer | <input type="checkbox"/> Past National Officer | <input type="checkbox"/> Past Regional Officer (PRO)+ |
| <input type="checkbox"/> Regional Vice Pres. | <input type="checkbox"/> RVP Assistant | <input type="checkbox"/> Member-at-Large |
| <input type="checkbox"/> CPIW/CPIM/CIIP (circle one) | <input type="checkbox"/> DAE | <input type="checkbox"/> CLP |
| <input type="checkbox"/> First Timer* | <input type="checkbox"/> 25+ Year Member | <input type="checkbox"/> CWC Contestant |
| <input type="checkbox"/> Young New Prof. (YNP)** | <input type="checkbox"/> Exhibitor | <input type="checkbox"/> Legacy Foundation Donor |

* First Timers are those attending Regional Conference for the first time. **YNP is 40 years old and under or < 5 years in the industry.
+ PRO's will be contacted by Kim Fitzgerald regarding the PRO's luncheon via email.

Education – Friday, April 5 – See full class descriptions on p. 3.

Please check which you will be attending (price includes book/materials/filing/certificate fees if applicable):

Note: We are currently attempting to find sponsors for the CE Courses. If we do, your money will be refunded at conference.

- | | |
|---|--------------|
| <input type="checkbox"/> 8 am – 10 am : 2 hour CE – TBD (Potential Topics: Identity Recovery, Mgmt Liability, D&O and EPL) | \$ <u>20</u> |
| <input type="checkbox"/> 9 am – 12 pm: 3 hour CE– Distracted Driving to Focused Claims Handling | \$ <u>20</u> |
| <input type="checkbox"/> 8 am – 12 pm: Selling Essentials – Developing Clients for Life. | \$ <u>40</u> |
| <input type="checkbox"/> 9 am – 12 pm: CLP Renewal – Talk Like a Leader. | \$ <u>40</u> |
| <input type="checkbox"/> 10:30 am – 12 pm: Infotainment & Telematics Presentation | \$ <u>0</u> |

TOTAL THIS SECTION: \$ _____

Saturday Excursions – See full details on p. 4

Please check which you will be attending:

- | | |
|---|--------------|
| <input type="checkbox"/> Lake Erie Wine Trail (open to first 45 registrants) | \$ <u>25</u> |
| <input type="checkbox"/> Taste of Erie Walking Food Tour (open to first 45 registrants) | \$ <u>25</u> |

TOTAL THIS SECTION: \$ _____

Jeans Days to Benefit the NAIW Legacy Foundation – Cost: \$5

\$ _____

AMOUNT DUE (GRAND TOTAL OF ALL SECTIONS): \$ _____

Please **complete pages 1 and 2** and return with payment.
Checks should be made payable to **2019 Region 1 Conference**.

Mail to: Insurance Professionals of NW PA
2019 Region 1 Conference
PO Box 1980
Erie, PA 16507

Please contact Cyndy Crosby at 814-870-4068 or
cynthia.crosby@erieinsurance.com with questions.

Hotel Information

Group Name: 2019 IAIP Region 1

Courtyard by Marriott
7792 Peach Street,
Erie, Pennsylvania 16509
Reservations: 814-860-8300

Hilton Garden Inn
2225 Downs Drive, Erie PA 16509
Reservations: 814-866-1390

\$157.07 per night
(Includes Taxes & fees)



Note that both hotels are connected to our meeting space despite the different addresses /phone #s. Deadline to reserve hotel at this rate is March 3, 2019.

Thursday Welcome Party – Purse & Gift Card Bingo



Join us to mingle and have a bit of fun as we play purse & gift card bingo while enjoying heavy hors d'oeuvres! Bingo cards will be provided and **additional cards will be available for purchase to benefit the Legacy Foundation.**

A cash bar will also be available!

Friday Classes & Workshops

2-hour CE: To Be Determined (8 – 10 am). *Filed for CE Credits in CT, RI, VT, ME, NH, PA and NJ.* Will be one of two topics: Identity Recovery or Management Liability, D&O and EPL. Class decision and information will be emailed to all who sign up for this course.

3-hour CE: Distracted Driving to Focused Claims Handling (9 am – 12 pm) *Filed for CE Credits in CT, RI, VT, ME, NH, PA and NJ.* A primer on trends in automobile law, accident investigation and best practices for risk managers, business owners and claims handlers.

Selling Essentials: Developing Clients for Life (8 am – 12 pm) Whether you are new or a seasoned sales pro, there may be gaps between where you are in your development and where you should be. It's a good idea to assess skill levels from time to time to establish a baseline and to have an action plan for improvement. *Developing Clients for Life* focuses on the skills sales people need to cultivate relationships based on mutual trust and loyalty. *4 credit hours - \$40*

CLP renewal: Talk Like a Leader (9 am – 12 pm) Successful leaders know there's a significant difference between being a big talker and being an effective communicator. This course will focus on four key areas of leadership communication: Vision, Competence, Relationships, and Support. This course will empower leaders with the skills and confidence to encourage enthusiasm, increase productivity, minimize miscommunication, and improve working relationships. *4 credit hours - \$40*

Infotainment and Telematics Systems in Passenger Vehicles (10:30 am – 12 pm). Have you ever wondered what that fancy screen in your newer model car could tell investigators if you were in an accident? It turns out – it's a LOT more than you thought. Our instructors will walk us through what vehicles can provide info, what type of info they provide and what you can do.

Registrations must be postmarked by March 11. Forms will not be accepted after that date.

Friday Community Café

Community Café conversations are 20-minute sessions taught by those experienced in these fields, including financial planners, the American Red Cross and IAIP leadership. The Café is offered Friday from 8 am – noon (during Friday educational sessions). Exact times will be in the conference program.

Fitness as you Age	Retirement Planning	Paying Down Loans	Investing as You Age	Disaster Preparation
Hands-Only CPR	CWC Overview/ Q&A	Succession Planning	Contributing to IAIP	Awards & Applying

Friday Jeans Day Donation



Pay \$5 to wear jeans during Friday’s education sessions to benefit the **NAIW Legacy Foundation**.

The NAIW International Legacy Foundation supports the growth and advancement of IAIP members by providing them professional development and career opportunities through grants and scholarships. The Legacy Foundation is dedicated to the development of educational programs for insurance professionals.

Excursion Information

**Note: To keep excursion costs down, all trips will be on First Student School Buses.*

Thursday, April 4 - Departs at 2:00 pm. Returns at 4:30 pm.

Erie Insurance Technical Learning Center

Round trip travel to downtown and a tour of the Technical Learning Center (TLC). Opened in 2015, the 52,000 square foot TLC features a variety of tools to educate adjusters, claims personnel, etc.

- A 2,000 foot, three-story model house incorporating nearly 400 different building materials.
- A multi-bay garage and paint spray area for training focused on automotive claims....and more!



Price included in registration. Registration will be limited to the first 45 registrants.

Saturday, April 6 - Depart at 2:30 pm. Return at 6 p.m.



Lake Erie Wine Trail

Round trip travel to North East, PA, home of beautiful vineyards and delicious wine. The trip will visit [Courtyard Winery](#), [Penn Shore Winery](#) and [Arundel Cellars Winery & Brewery](#). Limited to the first 45 reservations.

\$25 per person

Includes transportation and tasting fees.

Savoring Erie Walking Food Tour

Enjoy stops at the sweetest places in Erie as part of this walking food tour designed especially for the Region 1 Conference. The trip will visit eight of Erie’s best restaurants, coffee shops and historic landmarks – all while enjoying sweet snacks. Limited to the first 45 reservations.

www.eriefoodtours.com

\$25 per person

Includes transportation, snacks on the tour and tour fees.

Please note: The tour is not able to accommodate gluten-free or vegan dietary restrictions. Please list on your registration form if you are a vegetarian.



On Your Own

Presque Isle Downs & Casino

Located less than 10 minutes away (one exit down I90), the [Presque Isle Downs & Casino](#) offers gaming, racing, restaurants, entertainment and much more. There is a free shuttle from the hotel to the casino. The team is working to secure some free game play for the casino, so stay tuned.

Millcreek Mall

Open 10 am – 9 pm Mon – Sat. Open 11-6 on Sundays.

Located north on Peach Street (less than 10 minutes away), the Millcreek Mall features a variety of stores including Macy's, JCPenney, Boscov's and more. Did we mention that you don't pay sales tax on clothes in PA? The team is working on some great discount booklets for the mall, so stay tuned!

Arts & Culture

A fan of art and culture? Visit <http://www.erieartsandculture.org/> for a list of goings-on in the area!

Tom Ridge Environmental Center

Open daily 9 am – 5 pm

Itching to explore the Presque Isle State Park area? Stop by the Tom Ridge Environmental Center (TREC) - <http://trepci.org/>. TREC is an educational center, dedicated to teaching visitors about the unique 3,200 acres of Presque Isle and the different forms of life that inhabit the area. While you're there, enjoy shopping at Presque Isle Gallery and Gifts or catch a movie on the [Big Green Screen](#). Admission to TREC is free.

While the weather doesn't allow much of an outdoors look at Presque Isle, it's a beautiful drive to look at the snow and nature. With any luck, the lake will be frozen. Bundle up and have fun!!

Need additional ideas? Take a look at <https://www.visiterie.com/> for events and activities close to the conference site!

Know Before you Go

Hotel – Our conference is at the Ambassador Conference center, which is located in the center of both of the hotels listed above. Both are attached to the conference areas, offer the same amenities and are beautiful. There is no good or bad choice! There is a restaurant on site and there are many stores and restaurants within a mile of the hotel.

Great For Families – Across the street is one of the country's largest indoor waterparks, [Splash Lagoon](#), with a free shuttle running throughout the day. Bring the family and while you're at the conference, they can have fun in the 82 degree park!

FIT Insurance Professionals – FIT classes will be offered Friday and Saturday mornings, so bring your fitness gear. The hotel has a pool, so don't forget your swim suit! Friday's class is chair yoga and Saturday's class is self-defense so bring comfortable clothes.

You Can Get Here From Everywhere

- **By Plane:** Fly into Erie International Airport (with a free 20-minute shuttle ride to the hotel) or we are 1 ½-2 hour drive from Pittsburgh, Buffalo and Cleveland airports.
- **By Car:** From the east, take Interstate 90 to exit 24 north (Peach Street). From the south take Interstate 79 north to Interstate 90 East, then take exit 24 (Peach Street) north.
- **By Train:** We do have train service but have limited schedules. Visit Lake Shore Limited for more information: <https://www.amtrak.com/lake-shore-limited-train>

Need an idea for where to hold your state dinner?
Contact Jen or Michele for local restaurants!!