

## Bullet Points from Regional Vice President Report for Council Meetings

- Enterprise Leasing aka Enterprise Rent-A-Car one of our newest Corporate Partners has formed an alliance with us offering and instructing a “Rental Reimbursement” class for 2 hours of continuing education. This class is for IAIP members, employees of Enterprise and anyone else who needs continuing education credits. Each of their textbooks will include IAIP and Enterprise as co-sponsors even if the class is being taught by someone other than IAIP instructors.
- The Council on Litigation Management has offered us an alliance which includes free sponsorship to any of their events located near our local associations. A member of IAIP can register as a “fellow” member on their website. The membership is free but does contain some restrictions. There are certain vendors that are not allowed and defense attorneys must become a member but for the most part our members are eligible. Once you are registered you can attend their events for free and enjoy the networking, and educational opportunities.
- Another IAIP partner is the Professional Career Institute. Past National President, Diana Fink and her staff have developed programs leading to two new industry designations. PIAM, Professional Insurance Agency Management and CPII, Certified Profession in Insurance. With this partnership, each of their textbooks will include information on IAIP membership. It will not matter if the class is being taught at IAIP local, state or regional levels, the partnership will be advertised in all textbooks at no cost to IAIP. The Professional Career Institute is a well established organization and their classes are approved for CE in all 50 states. Both courses have been approved as CPIW/M, CIIP qualifiers by the IAIP Board of Directors.
- We are bringing the Pacesetter campaign back for the period of September 1, through December 31<sup>st</sup>. A donation of \$25 to \$99 to the Legacy Foundation will publish your name in the Connections newsletter. For a donation of \$100 or more you will be a “Trendsetter” and will have your name published in the Today’s Insurance Professional magazine. Donations can be made online at: [www.internationalinsuranceprofessionals.org](http://www.internationalinsuranceprofessionals.org).
- Our marketing campaign is under way and the committee set up by the International President is very diverse and very savvy to what is well received by Employers, potential sponsors and members. We expect to have more information soon, but in the meantime we have something very special to tell you about. We have set aside marketing funds in our annual budget to be used nationally to help local associations and councils for advertising, membership drives, etc. There is a marketing funds request form that is located in the resource section of the regional website for use in requesting funds of this nature. Be very specific on what the funds will be used for, such as a booth at an IBA convention or newspaper advertising of a membership drive. Since there are over 270 local associations that will be competing for the funds, the more specific you are the faster the form will be processed. Please note the form will need to be sent to the President Elect at least 30 days in advance of your need.
- We have also set aside funds in the Legacy Foundation for use by local associations for education purposes. The request form is also located in the resource section of the regional website, and again, be very specific on the use of the funds. The completed form must be sent to the Vice President at least 30-days in advance of your need date.
- In an effort to reduce the cost of the National Convention the board voted, in June, to amend standing Rule 6 B iii- that only the CWC Speak off winner from each region would be given a complimentary registration. The complementary registration for the Regional Vice President Assistants will no longer be available either.
- We are very excited to announce that the International website will soon offer each local association their own page or site on the website. This will be at no cost to each local association and will give you a place to post your coming events, officer information, etc.
- There are two new industry designations that have been approved as designation qualifiers; they are the Certified Professional in Insurance offered by the Professional Career Institute as well as the CLTC which is offered by the Corporation of Long Term Care. As a reminder, the deadline of the CPIW/CPIWM/CIIP/DAE, recognition at the International Convention is April 30, 2012.
- There is also an individual member’s reward program that has quarterly drawings for those members who turn in their completed score sheets. This is a fun way to challenge each of you- especially since you get your name in the drawing for each 10 point score you have. 10 points is pretty easy to get- so every member should be in the drawing each quarter.