



# IAIP Region VII



Spring 2023  
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<https://iaipregion7.org/>

**L**EADERSHIP\_ **E**DUICATION\_ **A**CHIEVEMENT\_ **D**EVELOPMENT

Thank you, Region VII, for a wonderful two-year ride!



## *Conversations with Christine*

**Region VII RVP, Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP**

Greetings Region VII.

This is the 4th and final newsletter that you will receive from your current Region VII team and me as your RVP. As I write my message for this newsletter, I couldn't believe how fast two years went by. It felt like we had just got started, and now it is coming to an end.

As I write April's message, it became a time of reflection. Reflection of the past two years and the changes that have been made. I hope each member felt informed and engaged. I hope that my

commitment to communicate and be available for all members rang true. This was a bittersweet time for me as we had some accolades and some woes. As I reflected, I

noted we had several associations fold which was disheartening for me as your RVP as my goal was to grow the Region. They say there is light in the dark and my light moment was that those associations that disbanded, many of the members didn't walk away from IAIP, they remain Members at Large (MALS).

During my two years as your RVP, my mottos were "L.E.A.D." and "Be the Change". Many of

you took on my challenge and was the "Change" and did L.E.A.D. You developed your skills, obtained designations, volunteered for committees, took on leadership roles, applied for awards, instructed classes, and got outside your comfort zone. You submitted scholarships and

grants applications, and Region VII members, local associations and Councils were recognized by the Legacy Foundation. Region VII members were also International Award winners during my two-year term. Again, I am so proud.

We also held our first HUB conference, and I must give another shout out to Mitula Patel, CLP and Terri Brennan for a job well done. As if this wasn't enough- members of Region VII met the challenge of Campaign 2.0 and met our goals. With all regions coming together, the IAIP website was enhanced, an online blog created, and the Insurance Professionals magazine became in "real time" blog with wonderful articles some of which were submitted by Region VII members. During my time on the Board, a new designation came out- Advanced Certified Leadership Professional (CLP-A). At this writing, two members successfully completed the CLP- A course and obtained their new designation, they are Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP-A, DAE, CRIS and Marcella Reynolds Beasley, MA, CIC, CISR, AIS, ACSR, AINS, CRIS, MLIS, TRIP, AFIS, CCIP, CLIC, WCIP, CIIP, CLP-A, DAE. Then the Learning Management System (LMS) platform was launched as well and the fact that conversion of our educational programs being On-Demand was huge win for IAIP. It was tedious and time consuming and Region VII had several members dedicate their time and energy to converting these programs. You know who you are, so thank you.

When you read this message, we will be in Honolulu, Hawaii for the Region VII Conference. The host association, Honolulu Association of Insurance Professionals (HAIP) did an awesome job putting this conference together in less than 2 years.

I am very grateful to HAIP for hosting my last conference. It is so meaningful to me. I will speak about more successes at the conference but for those not attending, I just wanted to thank you now.

For my Region VII team. Thank you. You made me look good and I could not be a prouder RVP. I believe our footprints are everywhere in IAIP and Region VII and this team will be remembered. The Directors and their liaisons were committed to their positions and did everything I asked of them. For that, I am truly grateful. Please check out their handy work by going to the social media pages, the Region VII website, read the blogs, read the educational emails, and notice the amount of non-renewed members MAL/Local that renewed their membership and came back to IAIP and our region. That is CHANGE.

I know the next RVP will grab the baton and continue to ensure that Region VII moves forward.

I am not going anywhere just yet. I will assist the RVP in any way I can.

Thank you, Region VII, for a wonderful two-year ride.

In fellowship,

Christine

Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP

Region VII Vice President

Leadership Education Achievement Development

*Thank  
You*

## EC CONNECTION



### A Message from Your Board of Directors

Happy Spring!!

Being from Wisconsin I say that with a little bit of hesitation as there's always the chance of a late spring snowfall, but the forecast looks favorable for warm temperatures for the rest of the month.

The On Demand learning system was launched at the end of March. We worked hard to bring this updated approach to self-study online. Gone are the pdf courses!!! Now we need your feedback. Let us know if you've taken an On Demand course and what you liked (or didn't like) about it.

Looking forward, have you registered for the IAIP International Convention in Providence yet? More importantly, have you made your hotel reservations? There are overflow hotels available for the days before the conference. Check the convention website for more information.

We have an exciting agenda planned. We'll again feature the Regional Hubs on Thursday June 22 with Regions I, II, V & VI participating. If you went to your own Regional Conference in Regions III, IV or VII, consider signing up for one of the HUBs. It's always nice to see how someone else does it, and you may get some new ideas for your next Regional.

The International Convention is jammed packeted with education and networking opportunities.

We'll have CLP and CLP-A class offerings along with CE offered by Paul Davis Systems, Service Master and HSB. The Community Café is back again by popular demand with a wide range of topics in 20-minute bite-sized pieces. Friday will feature the CWC Speak-Off, our Keynote Speaker Jan Spence, and the 20's Themed Welcome Party. Get your flapper dresses and feather boas ready. Saturday we'll network with all our sponsors and celebrate our award winners along with more education opportunities.

During Sunday Brunch we'll hear from International President Diane Martel and install the 2023-2024 Board.

Don't worry, there's down time to check out the Providence area. Check the Today's Insurance Professional blog for past posts on things to do in Providence and the surrounding area.

Looking forward to welcoming all of you to Providence in June.

In Fellowship,

Lisa R Hardin, CPCU, CPIW, AIC, AIS, ACS, AINS, SCLA, DAE, CLP

IAIP International Secretary

# WELCOME

## NEW & RETURNING MEMBERS!

Lizzy Adkins, CLMP  
 Scott Babb, AIM, AIC  
 Paul Beard, AINS, AIC  
 Ruth Castulo  
 Michael Cofran  
 Jeremy Duncan, ChFC  
 Frederick Fisher, J.D., CCP  
 Susie Gibadlo, MBA  
 Sam Higgins  
 Josh LaRiccia  
 Faith Ortiz  
 Steve Peterson, CPCU  
 Trinity Tuttle  
 Ronda Vinson, RWCS, CISR

# LINKS

[Int'l Association of Insurance Professionals](#)

<http://iaipregion7.org>

<https://www.facebook.com/IAIPRegion7>



## NEW DESIGNATIONS

**CLP-A:** Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP-A, DAE, CRIS  
 Marcella Reynolds Beasley, MA, CIC, CISR, AIS, ACSR, AINS, CRIS, MLIS, TRIP, AFIS, CCIP, CLIC, WCIP, CIIP, CLP-A, DAE

## Regional Directors & Council Directors

**Education:** Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP-A, DAE, CRIS

**Marketing:** Regina Lemanowicz, CLP

**Membership:** Sarah Jane Jara, CLP

**Members at Large:** Terri Brennan

**CA Council Director:** Dawn Manzano, CISR, CLP, CIIP

**HI Council Director:** Hawaii Council Director - Martin Beardeaux, AIDA, ARM-E, AINS

## IAIP Education & Events Calendar

5/1 >> 5/2, 2023	Region I – Virtual CLP = Ethics in the Workplace
5/2 >> 5/3, 2023	Advanced CLP – Developing Your Direct Reports
5/17 >> 5/18, 2023	Advanced CLP-Virtual-Managing Remote Teams
5/23, 2023	Region V – I CAN-A Step Above-Inland Marine-Builders Risk
6/23>>6/25, 2023	International Convention – Providence, Rhode Island
7/18 » 7/19, 2023	Advanced CLP Virtual – Systems Thinking

### Meeting Expectations is now Etherio

Our association management company, Meeting Expectations, has a new name – **Etherio**. Meeting Expectations was acquired by Etherio in December 2021. Through this acquisition, we have the same trusted team and support from our partner. Our management team has joined forces with other remarkable brands bringing an unmatched level of expertise to produce best-in-class experiences for clients through three distinct divisions: Association Management, Meetings & Events, and Incentives. While our team is an extension of IAIP, you will hear us reference Meeting Expectations. Moving forward, it's Etherio. Same team, same services, new look and expanded opportunities. Congratulations to our partner as they embark on this new chapter fueled by growth.



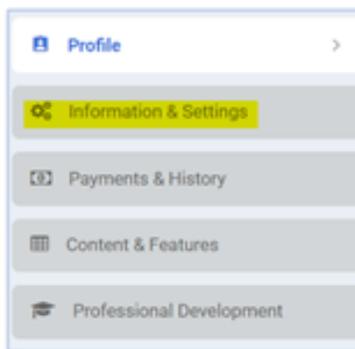
[www.etherio.com](http://www.etherio.com)

**IAIP Online Community Pro Tip:** Did you know you can update the types of notifications you get from the IAIP Online Community? Check out how below or with the Online Community Guide here: [iaip\\_online\\_community\\_guide .pdf \(ymaws.com\)](#)

### MANAGE NOTIFICATIONS/COMMUNITY DIGESTS

Settings can be updated within your account to change preferences on how you get updates from the online community.

1. Click the **Welcome, (your name)** area at the top right of your screen.
2. Click **Account + Settings**.
3. Click **Information & Settings**.
4. Update any general notification settings as preferred by selecting or deselecting on/off boxes next to the setting.
5. Scroll to the bottom of the page.
6. Update your time zone.
7. Select or deselect the boxes to represent your digest email preferences.
  - a. **Forum Digest** = An email of any recent activity of Forums you are subscribed to.
  - b. **Daily Updates** = A daily email of the latest community activity. If you have logged into your account in the past 24 hours, the daily digest will not be sent.
  - c. **Weekly Updates** = A weekly email with the latest activities in the community will be sent on Mondays.
8. Click **Save My Settings**.



## IRMI Scholarship

Apply today for a continuing education scholarship available from our amazing industry partner, IRMI! Applications must be received by May 1.



International Risk Management Institute, Inc. (IRMI) together with WebCE is pleased to award full professional development scholarships to deserving IAIP members. The scholarship will be awarded at the IAIP Annual Convention in Providence, RI on June 25. Take advantage of this member benefit and apply today!

Apply Now:

<https://www.internationalinsuranceprofessionals.org/page/scholarships>



## ON DEMAND COURSES

Sponsored by  
the Legacy Foundation



Welcome to IAIP's online **Learning Management System** sponsored by the NAIW Legacy Foundation. The IAIP education catalog includes what we previously referred to as our "self study" courses. To register for any course, simply click on the title for more details.

Registration is required for all courses. Questions? [Contact our support team.](#)

[Login to the LMS/On Demand Course Catalog for the first time \(2 min.\)](#)

[LMS 101 Tutorial \(3 min.\)](#)

[How to navigate an IAIP on demand course. \(7 min.\)](#)

[Where is my student guide? \(3 min.\)](#)

[Visit us on the IAIP web site!](#)

This on demand education platform has been made available to IAIP members thanks to the generosity of the NAIW Legacy Foundation and your support of the foundation.



## LEARN. On Your Schedule.

Tired of **missing out** on great IAIP course offerings because you can't get away from your desk at the day or time they are offered?

Want the **flexibility** to absorb course material over a longer or shorter period of time?

Prefer a more **individual** style of learning?

We have your solution!

IAIP has recently launched our new, online, interactive learning management system which includes most of our CLP and Advanced CLP courses ON DEMAND to access and complete - on your schedule!



[Browse the On Demand catalog](#)

## Let's Set Sail!

2023 IAIP Convention  
June 23-25

Providence, RI

Convince your employer to support your attendance at the Convention - just customize these [employer justification tools](#) to help them understand how your attendance will benefit the entire company. [Register now!](#)

# REGISTER NOW!

2023 IAIP CONVENTION  
OMNI PROVIDENCE HOTEL  
JUNE 23-25  
PROVIDENCE, RI



**Convention microsite: <https://iaipconvention.com/>**



## ***POOLSIDE CHAT WITH THE RVP & TEAM***

***June 15, 2023***

Join Zoom Meeting

<https://us02web.zoom.us/j/89088403126>

Meeting ID: 890 8840 3126

Join us for important updates, regional news and time to chat with members.

## **IAIP FIT INSURANCE PROFESSIONAL**

We would like to invite you to like and follow the IAIP Fit Task Force Facebook Page, where we will be posting the competitions, recipes, workouts and all things FIT:

<https://www.facebook.com/profile.php?id=100064911455700&mibextid=LQQJ4d>.



## Education Director

We have several breaking news announcements for Education!

First, the Certified Leadership Professional - Advanced designation has seen its first designees. Region VII is proud to have two members who have earned this designation as of 4/12/2023. Keri Herlong and Marcella Reynolds Beasley!

Second, the Learning Management System (LMS) is now live and active! We have just a few courses remaining in order to have all of our primary designation classes in the system. If you are interested in recording a class for the LMS, please reach out to Keri Herlong at [keri\\_michelle@hotmail.com](mailto:keri_michelle@hotmail.com) or Betsey Blimline at [education@iaip-ins.org](mailto:education@iaip-ins.org).

Another exciting development is the first Confidence While Communicating Essentials class. After refining the 10-hour CWC, at the request of one of our company partners, we created CWC Essentials - a condensed version of the original course, offered in only 4 hours with an emphasis on speaking and presentation skills rather than competing in a Speak-Off. We have already started presenting the class with more waiting in the wings!

As you know from reading our monthly emails, the opportunities for education continue to grow. We have live classes at the Region VII conference as we Return to Paradise, as well as virtual classes taught live and, of course, the LMS. We encourage you to take advantage of the many opportunities IAIP offers for designations and professional development.

Your Region VII Education Team,

Region VII Education Director: Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP-A, DAE, CRIS

Region VII Education Liaison : Martha Nobriga, CPIW, CPSR

Region VII Education Liaison : Gina Thomas Patterson, CISR-Elite, CPIW, CLP, DAE



## Marketing Director

**Marketing** is the activity and processes for creating, communicating, delivering, and exchanging offerings that have value for members.

As your IAIP marketing director, my goal is to ensure you are taking full advantage of all the networking, education and leadership opportunities IAIP has to offer. The Regional Marketing Directors meet on a regular basis to bring you a list of the top three hot topics for the month. If you are not receiving my

email with the hot topics, please make sure your contact email is correct in your IAIP profile.

Has your association started having in person meetings? Virtual meetings? Are you planning special events? Let us know so we can help with marketing these events throughout the region.



## Membership Director

My team and I have worked hard during our term to do the best we can at gaining more membership in this challenging climate.

I am happy to report that Region VII was able to bring aboard 16 new members since the first of the year!

I'd suggest local associations get engagement with their contacts by reaching out and directing them to check out the IAIP website, especially now that the new Learning Management System (LMS) is up and running. Of course, we always want to engage our non-renewed members to find out if they just forgot to renew or their reasoning for leaving our wonderful association.

Reporting back to the Membership Team on why someone decides to non-renew can help us to try new directives to keep members.

Let's keep the momentum going! Especially as it feels like we are getting back out in person more and more! If you know of any potential member on the fence, reach out to me and my team, so we can try to help reel them in. Let's continue to GO ALL IN and make Region VII stronger than ever and continue talking about IAIP whenever and wherever you can!

I look forward to seeing everyone in Hawaii!

In fellowship,

Sarah Jane Jara, CLP- Membership Director

In fellowship,

Region VII Marketing Director: Regina Lemanowicz, CLP

Region VII Marketing Liaison: Chenise Blalock

Membership Team

Sandy Malone, CLP, CISR, ACSR, DTM, CWC,  
Membership Liaison

Annette Ing-Firmeza, Membership Liaison

Mark Coberly, Membership Liaison

### Action Item: Local Dues & Officers

If you haven't already, submit your [Local dues declaration for 2023-2024](#) and contact information for the member(s) who are to receive the local dues distribution notices. Also submit your [Local Association Leadership](#) contact information. If you have any questions, please [contact us](#).

Local Association Dues Declaration

<https://www.internationalinsuranceprofessionals.org/page/ladd>

Local Officer Contact Information

<https://www.internationalinsuranceprofessionals.org/page/locif>



## Members at Large Director

Happy Spring everyone!

How is it possible we're approaching the end of April already.

I hope to see a large number of MALs in Hawaii next week. There will be lots of education and networking opportunities as well as conducting the business for the Region - like proposed changes to By-Laws and Recommendations including discussion on One Member/One Vote.

Also, for those MALs attending our International Convention in Providence, RI there will be a special 'getting to know you' MAL activity with the opportunity to win one of 3 /\$25 Gift cards. More info to come!

It's been a busy season for Legacy Foundation - they have provided multiple scholarships and grants for IAIP members, associations, councils and regions. Don't forget to review the requirements as well as the different options available to us to help us with

educational courses, designations and convention registrations as well as helping fund speakers at meetings or conferences that can be held virtual or in-person! Utilize all the benefits of your membership. If you're able, please be sure to make your contribution to the NAIW Legacy Regional Challenge!

Lastly, don't forget to call in for the next Poolside chat with our RVP.

In fellowship,

Terri Brennan, Reg VII MAL Director  
Micheal Bonham, MAL Liaison

## Membership Dues Change

The membership dues for IAIP are reviewed annually and adjusted per the Consumer Price Index (CPI). The CPI for 2022 was 7.9%. As a result, the international dues will increase for the 2023-2024 membership year effective July 1, 2023, through June 30, 2024 as follows:

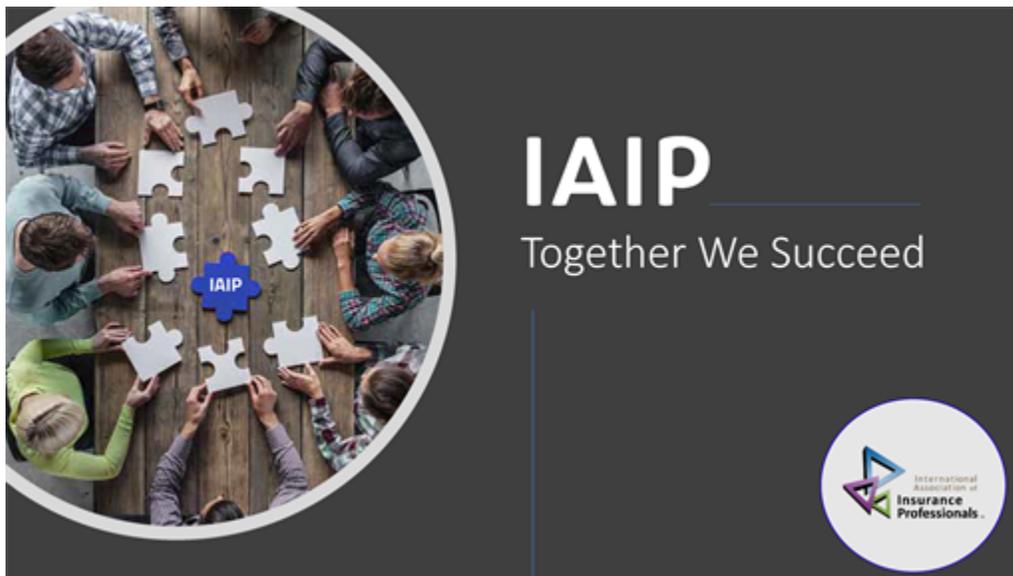
Active Member and Member-at-Large: \$120.50  
Retired Member: \$60.25  
Student Member: \$90.50  
Retired Lifetime Member: \$422.00

Members will receive renewal notices reflecting the change to international dues for the 2023-2024 membership year.

## Membership Dues



## **IAIP Membership Campaign**



How does a new iPad or Chromebook sound? It could be yours!

Simply tell non-members and former IAIP members why they should join (or re-join) IAIP. Tell your story! What has your IAIP journey been? How has IAIP helped you grow as a leader? Tell them about all of the amazing new initiatives that IAIP has recently implemented. The contest ends June 30 and the winners will be announced in July.



This membership drive is sponsored by KnK Compliance.

**<https://www.internationalinsuranceprofessionals.org/general/custom.asp?page=2023Membershipdrive>**

**JOIN OR  
RENEW  
TODAY**

**[www.internationalinsuranceprofessionals.org](http://www.internationalinsuranceprofessionals.org)**



## DID YOU KNOW?

The NAIW Legacy Foundation is dedicated to the

development of educational programs for insurance professionals and is funded through generous, tax-deductible financial contributions primarily for you, the IAIP Member.

The history of our scholarship foundation dates back to 1993 and has continued to evolve into the current 501 C 3 Foundation dedicated to support the growth and advancement of IAIP members by funding professional development and career opportunities.

In 2023 the Foundation has so much to offer that you may not know about.

DID YOU KNOW? Any donation that you will give to the foundation will:

- Provide for the development of education courses.
- Provide funding for Local, Council Regional education seminars and workshops.
- Keynote speakers
- Support of members pursuing insurance education

DID YOU KNOW? – there are many ways to donate funds; use this link

<https://www.internationalinsuranceprofessionals.org/donations/>

From the Board of Directors of NAIW International Legacy Foundation, Thank you for your continued support.

June Taylor, Director

DID YOU KNOW? - The 2023 Regional Campaign is “Sailing the Seven Seas with Legacy in 2023 Support your Region in the NAIW Legacy Foundation regional campaign. Providence is known for its many miles of pristine coastline and gorgeous ocean views, so join us as we race our sail boats across the seas in this year’s fundraising competition. The game officially begins on January 1, 2023, but this year, all donations to the foundation starting July 1, 2022, will be counted towards your region’s goal. The region with the greatest total donations based on the total number of members per region by the beginning of the Welcome Party on Friday, June 23 will be deemed the winner. Help your region win the sailboat race and achieve a win for the Foundation. Try to be the first to finish sailing the seas!

DID YOU KNOW? Grant Application’s due by March 15th.

DID YOU KNOW? In the spring of 2023, The Legacy Foundation will host another online auction. Look for Dates to be announced.

DID YOU KNOW? The 2023 Keynote speaker at International Convention is sponsored by NAIW Legacy Foundation

DID YOU KNOW? NAIW Legacy Foundation is the official sponsor of IAIP’s LMS on demand learning system. (2022- 2023)

DID YOU KNOW? The Legacy Foundation has budgeted \$12,000 for Scholarships and Grants for the 2022-2023 Fiscal Year.

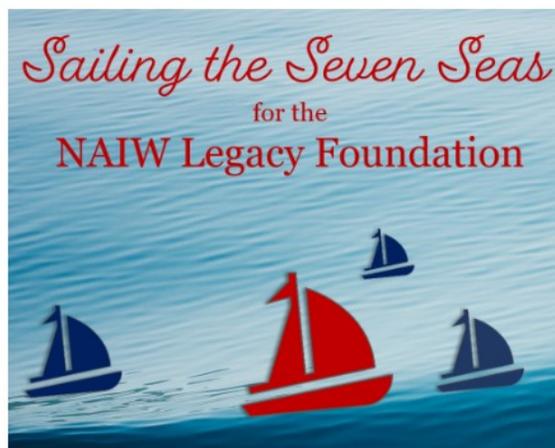
# REGION VII - 2023 REGIONAL CAMPAIGN

## Legacy Foundation Update

In the Legacy Foundation's Sailing the Seven Seas regional competition, each region is represented by a sailboat.

Once the sailboat has sailed to the end of the race, this represents that the region has raised 100% (or more) of its fundraising goal.

[Find out more details and see who is in the lead!](#)



## [DONATE ONLINE](#)

<https://naiwlegacyfoundation.org/fundraising-events/2023-regional-campaign/>