



IAIP

Region VII



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<https://iaipregion7.org/>

“MAKE CHANGE A REALITY”

L.E.A.R.N.



Region VII RVP, Terri Brennan

Hello Region VII,

I am so excited to start my term as your new RVP. But first, I need to stop and thank Christine Chandler Tillet for her service, for being such a great leader and mentor to all of us, and for her passion for IAIP and Region VII. These are some tough shoes I have to fill, I hope I'm able to do it justice.

During her term, Christine asked us to LEAD and “Be the Change” - I want us to keep moving forward and continue that journey so that we can “Make Change a Reality”.

To Make Change a Reality – we need to **L.E.A.R.N.**

Lead – be a leader and shine some light on the IAIP path. Remember you don't need to be in the

spotlight to lead... that behind-the-scenes work is invaluable to our success. Help organize a class, a community service project, or a networking get together (in-person or virtual).

Engage – don't wait for someone to ask you to help or serve - be engaged...and stay engaged. It's so much easier to be involved when you're doing something you really

care about. What is your passion? Have you told anyone? Have you applied for an award? A scholarship or Grant? Have you taken CWC? Obtained a designation? There are so many opportunities. Be engaged and use your membership benefits.

Act – share your ideas, step up when opportunities arise, ask questions, suggest something new. We don't have to continue to do something just because we've always done it that way. Let your actions speak for you!

Recruit – Who is our next potential member... do you just need to ask someone if they would consider joining IAIP. Explain to them why you belong and how many benefits there are just by being a member. Is it a Co-worker? Your employer? Or is it a former IAIP member that is just waiting for someone to reach out and ask them to come back?

Network – when you meet colleagues, do you tell them about IAIP and why you're a member or how the association provided tools that allowed you to reach the next step in your career journey? Try it, it's not as hard as you might think!! We need to attract new people and increase our membership so that we can remain a viable association.

Congratulations to our members who have obtained a New Designation:

CLP's
Steve Peterson, CPCU, CLP
Karl Susman, CPCU, CIC, CLP

CLP-A
Marcella Reynolds Beasley, MA, CIC, CISR, AIS, ACSR, AINS, CRIS, MLIS, TRIP, AFIS, CCIP, CLIC, WCIP, CIIP, CLP-A, DAE

A Big Welcome to our newest Region VII Members:

Alaissa Balecha - Honolulu Association of Insurance Professionals

Kenzie Nicholson - Honolulu Association of Insurance Professionals

Patrick Nii, CIC- Honolulu Association of Insurance Professionals

Shannon Richards - Honolulu Association of Insurance Professionals

Karl Susman, CPCU, CIC, CLP - California Member at Large

Nicholas Young- Honolulu Association of Insurance Professionals

I'm ready - are you - Who's All In? Please feel free to reach out to me at any time with your thoughts, comments, suggestions, and new ideas. I would so love it if my inbox was overflowing with ideas from our members.

Our first "Cactus Chat" call was July 27th. We'll schedule another zoom call for August, so be on the lookout!

Let's L.E.A.R.N. and Make Change a Reality.

In fellowship,

Terri A Brennan, Region VII RVP

NAIW - Legacy Foundation Scholarship Application deadline is August 15, 2023 5pm EST.

Apply Now

[Scholarships - International Association of Insurance Professionals](https://internationalinsuranceprofessionals.org)
[\(\[internationalinsuranceprofessionals.org\]\(https://internationalinsuranceprofessionals.org\)\)](https://internationalinsuranceprofessionals.org)

EC CONNECTION



A Message from Your Board of Directors

Happy New IAIP Year! I am excited to serve as your International President for this upcoming year!

It was great to see so many of you at our Convention in Providence, Rhode Island last month! It was a great convention, and we raised a lot of money for the Legacy Foundation again this year. Thank you for your continued support. I hope to see you at our Convention next year June 7 – 9 in Scottsdale, Arizona.

Please mark your calendars now and plan on attending the conference. We will have a few Regions that will be holding their regional conferences at the HUB prior to the convention again next year on June 6th.

We have a lot planned for this upcoming year and hope that you will be part of these plans by joining one of our task forces. This is a great way to learn more about IAIP as well as providing your input on what we are working on. If you are interested in joining a task force, please complete a volunteer form so we can get you placed.

This is your association, and we want to make sure we are meeting your needs. We will continue to offer Town Hall meetings to keep you up to date on upcoming items

or topics, educational classes to help you obtain your CLP or CLP-A designations as well as working on updating some of our educational courses and the educational task force will be working on a new designation or certification program this year as well.

We continue to bring on corporate partners, but we need your help as well. If you know of a business, insurance carrier or agency that could benefit from being a corporate partner, please let Amanda Hammerli know, and she will reach out to them. We have some great leadership courses with the CLP and CLP-A designations that they can take advantage of.

Please feel free to reach out to me if you have any questions, concerns, or suggestions. This is your IAIP and the board is here to help make this the best association in the insurance industry. Thank you for your continued support and I look forward to serving as your President this year.

Yours in fellowship,

Tammy Wascher CIC, CIIP, CPIA, CLP, DAE

International President 2023-2024

LINKS

[Int'l Association of Insurance Professionals](http://iaipregion7.org)

<http://iaipregion7.org>

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



WELCOME

NEW & RETURNING MEMBERS!

Alaissa Balecha
 Kenzie Nicholson
 Patrick Nii, CIC
 Shannon Richards
 Karl Susman, CPCU, CIC, CLP
 Nicholas Young

NEW DESIGNATIONS

CLP

Steve Peterson, CPCU, CLP
 Karl Susman, CPCU, CIC, CLP

Regional & Council Directors

Education: Sherry Gamble, AU, CPIW

Marketing: Regina Lemanowicz, CLP

Membership: Alison Holmes, AINS, AIS, CISR, CPIW, DAE, CLP

Members at Large: Sandy Malone, CIC, CIIP, CISR, ACSR, CLP, CWC, DTM

CA Council Director: Dawn Joseph, CISR, CLP, CIIP

HI Council Director: Jodi Keliinoi Smith

JOIN OR
RENEW
 TODAY

www.internationalinsuranceprofessionals.org

IAIP Education & Events Calendar

8/22/2023 » 8/23/2023	Advanced CLP Virtual: Resilience
10/20/2023 » 10/21/2023	California Council Meeting - Fresno
11/09/2023	Hawaii Council Meeting - Honolulu

Coming Soon: Train the Trainer Sale

Even if you have already taken the TTT, it may be time for a refresher. Updates to the program include a new presentation and the addition of a virtual section in the Instructor and Student guides.

For the month of **August**, the Train the Trainer Instructor and Student/Self-Study guide will be on sale at a 50% discount! That's a steal!

In August, use the code **TTTAug23** at checkout to receive your 50% discount. This discount applies to downloadable course material only and cannot be applied to any additional discount. To learn more about becoming a Certified Trainer, go to the IAIP Instructor Certification Training webpage.



[All Categories - International Association of Insurance Professionals
\(internationalinsuranceprofessionals.org\)](http://internationalinsuranceprofessionals.org)

[Instructor Certification Training - International Association of Insurance
Professionals\(internationalinsuranceprofessionals.org\)](http://internationalinsuranceprofessionals.org)



Sherry Gamble, AU, CPIW

Education Director

“The more that you learn, the more places you’ll go.” Dr. Seuss

IAIP serves its members by providing professional education. You can find these words on the IAIP’s website. It is one of the pillars of this organization and a driving reason many members join IAIP. Our director’s message, **L. E. A. R. N.** embodies the founding principle

of our organization – education. Her message highlights all the valuable opportunities IAIP offers its members through membership and education.

As the Education Director I look forward to informing our region on all things education and continuing Region VII’s growth through education.

Sherry Gamble, AU, CPIW

Education Director

Liaisons: Leslie Door, MBGM, CLP, CIC, CISR, BSBA and Keri Herlong, CPCU, CRM, CISR. ACSR, AIM, CIIP, CLP-A, DAE, CRIS



Regina Lemanowicz, CLP

Marketing Director

I am excited and honored to continue as the Marketing Director and serve with Terri Brennan and the entire Region VII team. A special welcome to Lorey Ortez, AFIS, CIC, SCLA. Lorey is a member of the Insurance Associates of Fresno and will be the marketing liaison.

As your Region VII Marketing team our goal is to make sure we are communicating all the networking, education

and leadership opportunities IAIP and Region VII have to offer. If there have been any changes in your contact information, please take a few moments to update your IAIP profile. It is going to be a great year and we don’t want you to miss a thing.

In fellowship,

Regina Lemanowicz, CLP
Marketing Director

Liaison: Lorey Ortez, AFIS, CIC, SCLA



**Alison Holmes, AINS, AIS,
CISR, CPIW, DAE, CLP
Membership Director**

Let's GO ALL IN and make Region VII membership grow. I am pleased to be your Membership Director and welcome any suggestions you may have to help us grow our membership this year.

With associations ever changing it is now more than ever the time to dig in deep and focus on gaining new members and making sure we reach out to each current member who may be on the fence about rejoining. I need your help to accomplish this however, please, if you hear anyone who may be on the fence about rejoining, please share with them all the wonderful networking,

educational and benefits that come with being an IAIP member.

I look forward to making Region VII stronger than ever.

In fellowship,

Alison Holmes, AINS, AIS, CISR, CPIW, DAE, CLP
Membership Director

Liaisons: Kim Cameron, CPIW, DAE and
Sarah Jane Jara, CLP



**Sandy Malone, CIC, CIIP, CISR,
ACSR, CLP, CWC, DTM
Members at Large Director**

I'm honored to be your MAL Director, and excited to be part of Terri's team for 2023-2024. My past experience with IAIP, and Region VII has provided me with many opportunities for leadership, friendship, and personal growth for which I'm grateful. I look forward to being a positive, enthusiastic, and engaged team member. My door is always open, please reach out with suggestions, questions, or simply to say hello. Together we can make this an awesome year.

Sandy Malone, CIC CIIP CISR ACSR CLP CWC DTM
Members at Large Director

Liaisons: Jolene Galvan, ACSR, CPIW, CISR-Elite, AIS, CPSR,
AINS, DAE, CLP, MLIS and
Sandy Holmes. CIC, CRM, CRIS, TRIP. CPIW, DAE

Council Director Reports



California Council Director- Dawn Joseph, CISR, CLP, CIIP

Greetings,

A lot has happened in the last year. I was unable to attend the International Convention this year as I had other things that were going on, but I am already planning on attending the convention next year in Scottsdale Arizona. I hope that many of you are also planning on attending and we will be able to show the other states and regions how strong that we are.

This year I am planning on finding ways to connect with each one of you. What do you need from me, what are you craving, what can I do to help to assist. I am here for each one of you members, if there is something that is missing, please reach out to me and let me know. I want to be the best Council Director that I can be and the only way I can do that is with communication and feedback from all the members.



Hawaii Council Director – Jody Keliinoi Smith

Thank you all for being here tonight. I am honored and humbled to stand before you as the newly elected president of our esteemed organization. I am grateful to be entrusted with this important role. As insurance professionals, each of you plays a critical role in protecting the people and businesses of Hawaii. Your job is not just a job, it is a calling. To serve your community and make a positive impact on people’s lives is a privilege

The California Council Meeting is coming up in October in Fresno and I hope that you are all planning on attending. Please be on the lookout for communication on the upcoming meeting and please reach out to Christina Hernandez if you are planning on attending, we are actively working on filing in spaces for volunteers as you all know these council meetings do not run by themselves, we need volunteers to make these meetings happen.

Please remember to share your experiences and tell your friends and colleagues about the association, we are always actively looking for new members. I hope to be able to have a sponsor for the membership contest this year as well look out for details soon.

Public Relations this year I want to focus a lot on this let’s get our names out there and let’s share what everyone is doing so that we can all benefit from what everyone is doing. You all have amazing ideas, amazing plans and lets get the rest of the state of California as energized and excited about insurance as we are.

Please reach out to me at any time,

In Fellowship,

Dawn Joseph (Formerly Manzano)

and I remind you of the incredible impact that you have. Every day, you help individuals, families, and businesses protect their assets, plan for the future and mitigate risk. No matter your role in an organization, we are all working together and are the guardians of people’s dreams and protectors of their hard-earned assets. Let us always remember that at the center of it all, is a human being.

Insurance is challenging and demanding in many ways, yet it’s not all just policies and procedures. We are building lifelong partnerships and are the go-to resource when clients need help navigating life’s unexpected twists and turns.

To remind us of both our uniqueness as well as the strength we have when we are united, I have chosen the flower lei as my theme for the upcoming year. Flowers,

like people, are unique and beautiful in their own way. When I was younger, my grandmother used to remind me that flowers bloom when they are ready as a way to remind me to demonstrate patience in a situation. Lei are a symbol of Hawaii’s cultural heritage and are worn or given as a gesture of aloha and respect. Lei symbolize special occasions as well. Tonight I have asked everyone to help make a lei for tonight’s event. This lei is now a part of HAIP’s 76 year old legacy, as we move forward into the future.

As we embark on a new year together, let us remember those insurance professionals who have paved the way for us. Many of you have helped to create an organization and a long and proud history. HAIP provides opportunities for education, networking, community

events and strong friendships. I am committed to this history of excellence yet also know that I cannot do it alone. I need your help. A survey will be going out shortly, to provide you an opportunity to influence the year to come. I welcome your input, your support and your active participation in events, programs and initiatives.

I will be sharing my vision and the calendar of events at the July meeting and look forward to seeing you there. For now, let’s celebrate the achievements of this past year together as we look forward to what’s next.

Aloha,

Jodi Keliinoi Smith

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>

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> .

Welcome New Leaders

This monthly e-Newsletter is sent to all officers at every level of IAIP to share important news, updates, deadlines and reminders. Share this newsletter with any leaders that may not be on the distribution list.

You have a dedicated, full-time support team that is excited to get to know our new leaders and ready to help with any questions or projects you may have:

Amanda Hammerli, CMP
Executive Director

ahammerli@iaip-ins.org
 800-766-6249 x4

Amanda is your resource for help with: leadership administration, Comprehensive Manual (bylaws, policies and procedures), task forces and committees, board reports and summaries, awards, convention business meeting, Legacy Foundation – general information, scholarships and grants, corporate partners and members, convention sponsorships, industry partner relations, local association dues, forming/disbanding local associations, local association 990-N tax filing.

Betsey Blimline, CLP-A
Director of Marketing & Education

marketing@iaip-ins.org
education@iaip-ins.org
 800-766-6249 x3

Betsey is your resource for help with: web content, IAIP web site groups, local and regional marketing campaigns, logo requests, advertising, *Connections* newsletters, Leadership Newsletter, *Today's Insurance Professionals* blog, member news stories, LMS (On Demand) education planning and development, social media management, and local and regional marketing or education questions.

Ashley Vander Wyk, CLP-A
Membership Manager

membership@iaip-ins.org
 800-766-6249 x2

Ashley is your resource for help with: joining IAIP, membership renewal, online account access, password reset, rosters and directories, convention registration, online store orders, products (ribbons, plaques), designations, designation applications, registration for courses, and webinars.



*Thank
 You*

It Takes a Village

IAIP has many volunteers leading various important initiatives within our association. Meet your village:



Board of Directors

President – Tammy Wascher
 President Elect – Vickie Harmon
 Vice President – Lisa Hardin
 Secretary – Jonel Thames Leake
 RVP I – Lori Meagher
 RVP II – Donna Whited
 RVP III – Cherri Harris
 RVP IV – Vikki Angelo
 RVP V – Linda Grayless
 RVP VI – Brenda Hornyak
 RVP VII – Terri Brennan

Regional Directors

Region I

Region II

Region III

Region IV

Region V

Region VI

Region VII

Task Forces

Convention – Nancy Kramer and Sharon Rice
 Education – Sue Quimby and Kimberly Snavelly
 Marketing & Publications – Brenda McDermott and Sylvia Robinson
 Member Engagement – Regina Lemanowicz and Sue Shaw
 Sponsors & Partners – Linda McCann and Kimberly Hayes

Special Interest Communities

Young New Professionals – Cathy Parlberg and Chelsea-Lynn Brotzki
 Technology – Shauna Lieberman and Rae Lynn Zachary
 Property & Casualty – open (interested in leading this community?)
 Retired – Betty Smith and Mary Ann St. Marie
 Life & Health – open (interested in leading this community?)

Board of Directors

Regional Directors – Region I, Region II, Region III, Region IV, Region V, Region VI, Region VII

Task Forces

Special Interest Communities



Your foundation is beginning the new term with some new faces. Please welcome Audrey Macie, Margaret Wildi, Lisa Hardin and a return performance by Donna Whited, also welcome back June Taylor and Kathleen Bianculli. We also owe a BIG thank you to those departing, Terri Brennan, Linda Grayless, Jonel Leake and their phenomenal leader roz horton! What an amazing year!!!! We would not have been able to have such a great year without you, thank you to all that donated, held fundraisers, and nudged fellow members to contribute!!!!

Our new board has some big shoes to fill and we're going to give it all we have to make this term just as large. We're planning another online auction for your entertainment, as well as some 'regional competition'. We may even have something a little new---more to come on that one.

We will of course have our grants and scholarships to enrich your careers and enhance your education and leadership skills.

The deadline on our first scholarship is just around the corner, have you completed your application? Please don't wait until the last minute just in case something is missing or left off---leave some time to get it back to make any revisions. Give yourself a little cushion but get those applications in.

Remember the foundation is dedicated to the development of educational programs for insurance professionals and is funded through generous tax-deductible financial contributions.

It's never too early or too late to make that donation!

Geraldine Plott, CPCU, FCLA, SCLA, AIC, ARM, AIS, AINS, CIIP, DAE, CLP-A

Chair, Board of Directors

NAIW Legacy Foundation