

CA COUNCIL of IAIP LEADERSHIP SUMMIT 2019 Are you L.I.N.K.E.D. with EDUCATION

Presented:

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CISR Elite CPIW DAE CLP

Education Chair

Southern California CA Council Membership Liaison Member of Insurance Professionals of Orange County

CONNECTING MEMBERS. BUILDING CAREERS.

Housekeeping

- Please mute your cellphones, pagers, beepers. Place that hot date on hold for the next 30 minutes.
- · If you have to take a bathroom break please leave quietly
- Remember, what happens in "Vegas", stays in Vegas





Why "Real" Continuing Education?

Once licensed, always licensed – right?

- World is constantly changing
- Technology is constantly changing
- "Old Dogs, New Tricks"
- State-mandated



OBJECTIVES and BENEFITS

The objective of this presentation is to make attendees aware of the importance of quality continuing education after initial licensing and the educational and professional developmental course offerings through their membership with International Association of Insurance Professionals on the local, Council, Regional and International levels along with enhanced educational opportunities throughout the insurance and risk management industries.



IAIP COURSE LOCATIONS

- Annual International Convention generally held in June of each year (various locations)
- Annual Regional Conference generally held in Feb-April of each year (various locations per region)
- Annual CA Council Meeting generally held in Sept/Oct each year in the State of California
- Your local association
- · Webinars as offered/available
- Other IAIP association meetings, Council Meetings or Regional Conferences are open to you as long as you are a member in good standing and are able/willing to pay whatever registration costs are required for that event



IAIP COURSE OFFERINGS

- DESIGNATION COURSES
- CONFIDENCE WHILE COMMUNICATING (CWC)
- IAIP eLEARNING
- CAREER DEVELOPMENT
- CONTINUING EDUCATION



DESIGNATION PROGRAMS

CERTIFIED LEADERSHIP PROFESSIONAL (CLP)

52 Course Study Hours

- IAIP Membership not mandatory
- 17 CLP Courses & Quizzes
- renewable every 2 years

- Self-Study or Live Classes 8 Course Study Hours/Renewal

CERTIFIED INSURANCE INDUSTRY PROFESSIONAL (CIIP)

- Non-IAIP Industry Designation Prerequisite IAIP Membership of 3 years
- Industry occupied for 5 years renewable every 3 years

16 IAIP EDU credits

- 2 IAIP/4 Industry Hrs EDU

DIVERSIFIED ADVANCED EDUCATION (DAE)

- Held CPIW/CPIM/CIIP 3 yrs member minimum 5 yrs
- IAIP Event participation w/in 5 yrs IAIP
- 12 IAIP EDU Hrs w/in 5 yrs
- Current Ethics Program met
- IAIP Member in good standing



CONFIDENCE WHILE COMMUNICATING

ESSENTIAL TO YOUR CAREER Phis Skills yare both the confidently and clearly to clients, leaders, and co-workers. Learn and practice the necessary skills to make you stand out!

Speak with clarity

Gain confidence in your speaking style

Sharpen listening skills

Impact others with your words

Connect with your audience

3 Ways to Participate

- Traditional classroom style
- Online virtual platform
- Combination of online and classroom for a hybrid format

VALUABLE TO EMPLOYERS

Develop a cohesive & effective business team

Elevate level of professionalism

Foster stronger customer relationships

Increase retention through professional development

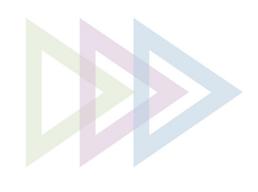
Produce effective leaders



IAIP eLEARNING

- Webinar Wednesdays
- Generally free to IAIP Members
- Conveniently held at your desktop
- Previous webinars recorded & available online for limited time
- Count as IAIP education credits unless otherwise noted at time of registration
- Course materials are generally provided at no charge unless advised at time of registration







CAREER DEVELOPMENT



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TITLE	HRS	TITLE	HRS
30 Minutes to More Successful Negotiations	0.5	Leadership Savvy	6
Advanced Communication Skills	6	Listening Leads to Learning	2
Business Etiquette	0.5	Making a Difference	1
Business Writing	2	Making Change Work for You	2
Confidence While Communicating	10	Managing Stress	0.5
Conflict Resolution	2	Mentoring: Engaging in the Mentoring Process	4
Customer Service	6	Tips & Traps: Time Management	0.5
Facilitation 101	2		







TITLE	HRS	TITLE	HRS
Understanding the Sales Cycle	4	What to Ask and How to Listen	4
Prospecting and Territory Management	4	Presenting Solutions, Overcoming Objections and Closing the Sale	4
Opening the Sales Call	4	Developing Clients for Life	4



INSURANCE CAREER ADVANCEMENT NOW

(I CAN!) SERIES (30 minutes)

TITLE	HRS	TITLE	HRS
Basic Surety	0.5	LTC: 101 (Long Term Care)	0.5
Business as Un-Usual	0.5	Personal Umbrella	0.5
E&O Hotspots	0.5	Risk Management Process	0.5
Ethics: Shades of Black and White	0.5	Tax—Free Income: Roth IRA\$	0.5
Facts of "Life"	0.5	What's Up DOC? Drive Other Car Coverage	0.5
Fraud: Detection & Prevention	0.5	Wheels of Misconception	0.5
How Much Do I Need?	0.5		





INSURANCE CAREER ADVANCEMENT NOW

(I CAN!) A Step Above SERIES (1 Hour)

TITLE	HRS	TITLE	HRS
Basic Homeowners HO-3	1.0	Commercial Umbrella	1.0
CGL: Claims Made VS Occurrence Triggers	1.0	Inland Marine – Builder's Risk	1.0
Commercial Auto	1.0	Insurance Claims: A Basic Overview	1.0
Commercial General Liability	1.0	Life and Health Insurance Basics	1.0
Commercial Liability Deconstructed	1.0	Personal Auto	1.0
Commercial Property	1.0	Workers' Compensation	1.0
care de la			



CONTINUING EDUCATION *

TITLE	HRS	TITLE	HRS
Homeowner Coverage	4	Professional Ethics – Not Just For Agents	4
Life and Health Insurance Basics	4	Three Steps to E&O Risk Management	4
Long Term Care: A Complete Picture	3	Underwriting for Non-Underwriters	7



^{*} Permission from IAIP Corporate Office must be first obtained to submit to your state, then course must be submitted to your State Department of Insurance for accreditation. IAIP is not responsible for licensing in your state.

IAIP COURSE EVALUATIONS & CERTIFICATES

- All Course Evaluations will be completed online unless instructed otherwise
- Certificates of Completion are automated and created by the member for the member. Instructions can be found online by logging in under your profile, proceeding to MANAGE PROFILE, scroll to PROFESSIONAL DEVELOPMENT, click on CERTIFICATIONS/PROGRAMS TAB, locate the course completed and click on the CERTIFICATE icon to the far left – a screen will pop-up with your printable/downloadable certificate





