



## SDAIP Newsletter

SPRING

April 2022

Editor: Regina Lemanowicz

### *VICE PRESIDENT'S MESSAGE*



As our current president, Mrs. Jackie Coyle, gets ready to welcome a new baby boy into their family, she will be stepping away from serving on the SDAIP board. We are so excited for her and her family and cannot wait to see baby pictures! Thank you, Jackie, for leading us through yet another year of Zoom meetings and keeping us plowing ahead into 2022! You have been an excellent example of reliability, positivity in uncertain times and a great communicator! As I step up into the president role, I am extremely grateful for your leadership example as well as our friendship. SDAIP thanks you for serving and all you have done for our organization!

The online March joint meeting with PWI, Professional Women in Insurance, was a huge success and we're looking to partner with them for future meetings &/or events. We held a 50/50 raffle with 25% of the proceeds going to Ukraine refugee humanitarian relief efforts. PWI held a St Paddy's Day themed scavenger hunt with the winner receiving a gift basket full of goodies.

Don't miss out on our next meeting! Join us online on April 19 for an educational meeting, "What You Need to Know About Cannabis Operations in the Insurance Industry" presented by Dawn Manzano, CISR, CLP, CIIP of CREST Ins. Agency.

Mark your calendar's! We have some exciting, in-person, events coming up that you won't want to miss! I-Day is May 17th and we are in need of volunteers to work the registration booth, the SDAIP booth as well as Badge Night. Please complete the form that was sent via email by Julie Brown or contact Regina Lemanowicz at [ginalem1823@gmail.com](mailto:ginalem1823@gmail.com) if you are able to volunteer.

SDAIP's 86th annual Officer Installation and Awards Banquet will be held on May 24th and will most likely be at Vittorio's Italian Trattoria. If you are interested in serving on the board or on a committee, please contact Pam Legge at [gramelax2@gmail.com](mailto:gramelax2@gmail.com).

June 9th is The Region VII Conference in Louisville KY & immediately following is the International Convention taking place from June 10-12. I will be attending, representing

SDAIP as well as competing at the Regional CWC competition! We are looking for a strong West Coast appearance from our members! We hope you all can attend as well!. The educational classes and networking opportunities are abundant and well worth the cost of the trip! For additional details please visit the Region VII website at <http://iaipregion7.org/> or [www.internationalinsuranceprofessionals.org](http://www.internationalinsuranceprofessionals.org)

Sincerely,  
Christina Hernandez, CIC  
Vice President-San Diego Association of Insurance Professionals

## I-DAY SAN DIEGO 2022

MAY 17, 2022 (9:00 – 4:00)  
at Town & Country Convention Center

**Volunteers  
Needed**

I-Day San Diego will be on May 17, 2022, and in exchange for a free booth for our association, we need our members to volunteer for the day of the event and badge night. This is a link to the sign-up sheet for volunteers. There are tabs at the bottom for I day Registration booth, Badge night, and SDAIP booth.

[Iday Volunteer list 2022.xlsx](#)

Please sign up for all that you can do! We will distribute information about our association and how they can join and the amazing benefits that membership in SDAIP offers.

The I-Day theme this year is Travel-Destination I-Day. SDAIP's I-Day and Community Action committees have joined forces and we have a fun theme planned. Our booth will focus on the local charities we support all year. Rachel's Center, Becky's House, The Royal Home, OPT and the Alzheimer's Society of San Diego. This year we will also travel to our local humane society and give them a helping hand with much needed supplies. We are working on a time when we can all go and walk the dogs, play with the kitties, rabbits and maybe clean a few cages.

A special thank you to Teresa McGilvray for donating our gift card prizes.

For more information please contact Regina Lemanowicz at [\*\*ginalem1823@gmail.com\*\*](mailto:ginalem1823@gmail.com)

### **Awards**



At our May meeting we honor and thank our hard working members with special awards and well deserved recognition.

We also recognize a deserving Employer or Executive of the Year. Has your employer supported your membership? Supported the association? You can nominate your employer or an individual. Please submit your nomination application to me at [\*\*ginalem1823@gmail.com\*\*](mailto:ginalem1823@gmail.com) prior to May 1.

**Nomination Application**

Let me know if you have any questions.

Regina Lemanowicz, CLP  
Awards Chair

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## ***Young New Professionals***



By becoming engaged in IAIP, insurance and risk management professionals are better equipped to enhance their new insurance and risk management careers.

As an IAIP YNP (Young New Professional) member, you will have access to others like yourself with whom you can share best practices, learn from other's experiences, and enjoy professional education, networking opportunities, mentoring and leadership development programs, and business alliances. WHO belongs: Young (age forty or younger), New (with less than five years in the industry) professionals in the insurance and risk management industry. Each IAIP region has an YNP initiative for qualifying members to meet and network at their annual regional conferences.

What they do: Recruit and engage other young and new professionals in the industry.

BENEFITS of belonging: □

Community: As a member of IAIP YNPs, you will have incredible opportunities to make business contacts with insurance professionals in all lines of insurance throughout the country from the following community opportunities: industry connections and mentoring, scholarships and awards, industry publications, an online career center, and a global community of members at the local, state (council), regional and international levels of the association. Engage in educational programs, attend networking activities, and explore professional development opportunities and more. □

Leadership: Our leadership training programs combined with opportunities to serve in leadership roles in the organization allow IAIP YNP members to successfully advance in the industry. □

Education: You will be more valuable to your company because of the benefits gained from belonging to IAIP's YNP Group. Our professional development programs cover communication and professional skills, selling techniques, mentoring, and industry-specific programs. Members have the opportunity to earn exclusive professional designations which provide tangible evidence of educational achievement, industry commitment and association involvement.

As a member you have the opportunity to join the IAIP Special Interest Community, Young New Professionals. Within this group, members will be able to share best practices and discuss industry trends, hot topics, and association-related information.

If you are interested in joining please click here: **Young and New Professional Special Interest Community**. Once logged in, simply click the "Join Group" link at the top of the group page, and also read supporting information found further down the group page.

## EMPLOYMENT



Please feel free to take advantage of this FREE Employment section of our Website to post current job openings you or your company may have open. If you would like to place an ad, please contact Julie Brown, and indicate you would like to post a job on the SDAIP Website at: **julie@sdistaffing.com** or call 888-528-8367.

Click here to view current job postings **Job Openings**.

FREE Career Center on-line at: **www.ProactiveCareerSearch.com**. Sign-up and get free access to: "How to Write a Resume", "Interviewing Tips", "Review of Your Current Resume", "Personality Profile Tests", "Job Searches", and much more.

In Fellowship,  
Julie Brown



### Calendar of Events

- April 5 - Board Meeting
- April 19 - Business Meeting
- May 3 - Board Meeting
- May 16-22 - IAIP Week
- May 17 - I-Day
- May 24- Installation & Awards Banquet
- June 9 - Region VII Conference
- June 10-12 - International Convention
- June 23 - Business Meeting



### RACHEL'S HOUSE

Thank you to everyone who continues to support Rachel's House by picking up lunch from Father Joe's, and delivering it to Rachel's House on Saturdays. Your generosity of time gives the staff one less thing to have to plan, and they really appreciate our consistency.

During the last couple of years, Rachel's House has seen many of their regular volunteers disappear, as everyone has struggled to figure out what to do about Covid. Individuals and groups used to make lunches and serve them at the day shelter on Sundays, and that disappeared a long with the volunteers. Over the last year, members of SDAIP and our Insurance Community have volunteered to help with some of the Sunday lunches. We speak with Rachel's House regularly to determine their needs, and always find a way to help them. A special thank you to Pam Legge and Phyllis Estrada, as they have generously provided lunch to Rachel's House at least once a month over the last year. Wow!

If you would like to get involved with supporting Rachel's House, please contact **Nancy.Trejo@safeco.com**

In fellowship.

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## *Community Action*



SDAIP Community Action will be supporting the Rancho Coastal

Humane Society, at I-Day, on May 17. Be sure to come by and visit the SDAIP booth. If you would like to drop off a donated item, we will be collecting for them. Some of the requests include:

- Flea medication for our small dog friends (4-20 lbs)
- 12” bully sticks for our large dog friends
- Cat treats for our feline friends
- Rabbit toys for our fluffy friends
- Cleaning supplies to ensure a clean home for all of them (sponges, detergent, trash bags, paper towels, etc.)
- Any other pet item

If you have any questions, please contact **Nancy.Trejo@safeco.com**

If you have a charity that you would like to see us support, please let us know how we can help.



Your Community Action Committee:  
Betsy Johnson, Mark McDonald and Nancy Trejo

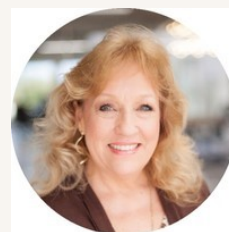
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## *Membership Report*

**Regina Lemanowicz, CLP**



**Cindy Lou Smith**



During your membership, your role will shift and the industry will change. The one constant is the SDAIP community will continue to strengthen and support you. Invoices for June renewals will be sent from International starting in April. If you have already renewed your membership, thank you for your continued support of SDAIP.

If you have not yet renewed, we are hopeful that this past year brought you much success

and you have been connecting with members and building your career through your membership in SDAIP. If you've been an active and engaged member, we are confident you've experienced the many benefits of membership, are planning to renew and can say "I'm All In" with IAIP.

Attend events, stay connected and join a committee; there are a myriad of ways for you to maximize your investment in our insurance industry community. We look forward to seeing you at an event soon.

Are you ready to say "I'm All In"? Renew your membership today.

## CONNECT—LEARN—ENGAGE—GROW with SDAIP

In fellowship,  
Regina Lemanowicz, CLP  
Cindy Lou Smith  
Membership Chairs

You can reach us at [ginalem1823@gmail.com](mailto:ginalem1823@gmail.com) and [cindylou2smith@gmail.com](mailto:cindylou2smith@gmail.com)

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### *Legislation Report*



#### ***PAIN AT THE PUMP***

On March 23rd, Governor Gavin Newsom proposed a gas rebate for the State of California. With the average price at \$5.88 per gallon (and climbing) according to AAA, which is \$2.00 higher than last year. California has the second highest gas tax in the country at \$ .51 per gallon. Proposed is \$523 million to halt a scheduled increase in the state's gas tax this summer.

Newsom's plan is similar to a separate proposal floated last week by moderate Democrats in the State Assembly that would give every tax payer \$400 per vehicle, up to two vehicles per person, (including electric cars) regardless of income. Eligibility is based on vehicle registration, not tax records, in the form of a debit card. Legislators are negotiating the details and if approved, the first debit card payments could be issued by July.

For those without cars, Governor Newsom wants the state to pay for their bus or train fare for three months. This proposition would give \$750 million to transit and rail agencies, which Newsom said would be enough to give three rides to three million people per day.

Another \$2 billion is designated to go toward other things such as free public transportation for three months, a pause on inflation adjustments to gas and diesel excise tax rates and incentives for bike and walking projects throughout the state.

Pamela Legge, RHU, CIIP, DAE, LPRT, CHRS - Legislation Chair

## Vote for International Secretary

On the week of Monday, April 11 watch your inbox for the electronic ballot to participate in the election of the 2022-2023 International Secretary.

The pre-recorded [Meet the Candidate webinar](#) is available for the opportunity to meet our candidate for International Secretary: Lisa Hardin. President-Elect, Diane Martell interviewed the candidate and attendees were invited to ask questions.

For more information regarding the election process, please reference the [Election Process Overview](#).



Election Process Overview:

<https://www.internationalinsuranceprofessionals.org/general/custom.asp?page=election22>



## International Legacy Foundation-Regional Competition KNOCK IT OUT OF THE PARK 2022 FUNDRAISING CHALLENGE

The competition starts Wednesday, January 26 and runs through the start of the 2022 International Convention in Louisville, KY on Friday, June 10. The region with the greatest total donations based on the total number of members per region by the start of Convention will be deemed the winner. Louisville is known for iconic baseball bats so join us in a friendly game of baseball with this year's fundraising competition

**Region VII Donations- Click here:**

<https://www.internationalinsuranceprofessionals.org/donations/donate.asp?id=21558>

**Join fellow insurance professionals at the 2022 Region VII Conference & International Convention. Registration fee increases June 1, 2022. Register Now!**  
<https://iaipconvention.com/>



Region VII Regional Conference  
June 9, 2022 - Louisville, KY



International Convention  
June 10-12, 2022 - Louisville, KY

### IAIP LINKS

[SDAIP website](#)  
[IAIP International](#)  
[California Council of IAIP](#)  
[Region VII of IAIP](#)  
[Region VII Facebook Page](#)

### SPONSORS



If you are interested in sponsoring SDAIP please

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