



International Association of Insurance Professionals

IAIP History 1940 – 2016

Authors:

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1940s

General NAIW & Industry Facts

- An organizational meeting was held June 21-23, 1940, resulting in the formation of the National Association of Insurance Women
- Chartering groups were 17, representing 2,000 individual members
- Constitution and bylaws were adopted, as well as a national creed: Fellowship, Loyalty, Education
- The first annual convention site was Nashville, Tennessee
- As the Second World War grew in strength, women suddenly found themselves in positions of unprecedented responsibility in all industries, including insurance. Competent management of these new responsibilities would require more and better training in insurance skills and techniques. It was to provide a forum for this professional education that NAIW was formed
- 1942 marked the first appearance of *The Bulletin*, the association's official publication; and, except for a brief hiatus during the last year of World War II, the association has consistently published at least a quarterly magazine since 1942
- One of the reasons for NAIW's growth was its concentration on education as well as some sort of welfare work as a group and individuals were encouraged to support the war effort in their own way. Local associations did their part by conducting war bond sales drives. By 1944, it was estimated that more than a million dollars in war bonds were bought and/or sold by NAIW members
- Employment committees were formed on a local basis, to help employers find qualified workers and to help NAIW members find employment. By 1944, the number of requests had increased to 2,458, as 783 women were placed in permanent and 418 in temporary positions. By the end of the decade, there were relatively few employment committees still operating. State laws prohibited their activities, and for most, the demand for trained, qualified insurance women was simply too overwhelming
- By 1944, NAIW had grown large enough and active enough that a new structure was deemed necessary for its efficient management. The association was divided into eight regions, each headed by a regional director
- Finally, the end of the decade saw a return to many of the social activities formerly denied by war restrictions, as local associations scheduled such entertainment as picnics, dinners, dances, and outings to lakes and parks.

Presidents

Elsie B. Mayer, 1940-42

Ada Doyle, 1942-45

Fern Anderson, 1945-47

Helen Stombs, 1947-48

Clarkie King, 1948-49

Gladys Main, 1949-50

Conventions

Denver, CO, 1940

Nashville, TN, 1941

St. Paul, MN, 1942

Milwaukee, WI, 1943

Wichita, KS (Board Mtg.),
1944

Chicago, IL (Board Mtg.),
1945

Atlanta, GA, 1946

New York, NY, 1947

Portland, OR, 1948

Miami Beach, FL, 1949

1950s

General NAIW & Industry Facts

- The 1950s were as peaceful and contented a decade as the 1940s were tragic. NAIW's fortunes coasted along that same smooth, even keel in the 1950s. It was apparent that insurance women continued to see the value in joining together to pursue common goals, as the number of local associations nearly doubled during the decade—from 133 in 1949 to 262 in 1959
- In 1950-51, the national Education Committee outlined a program for increasing educational involvement at the local level. As a result, the percentage of local associations sponsoring, co-sponsoring or participating in education courses rose from 59.7% in 1949-50, to 74.3% in 1950-51
- Recognizing that NAIW was growing more complex as the number of members and the diversity of their interests grew, association topics—such as membership development, bulletin publishing, and education programs—began to be examined in articles and convention workshops
- The National Education Advisory Committee was established for the purpose of editing and publishing educational courses. The committee promptly issued two “introduction to insurance” programs which were successful enough to have required six editions by the end of the decade
- Public safety became an area of major endeavor during NAIW's second decade. NAIW local associations entered into numerous safety projects, and regularly invited representatives of traffic departments, civil defense committees, fire prevention boards, and safety councils to speak at their monthly meetings
- In 1950-51 *The Bulletin* was changed from digest size to regular magazine format. To complement the new look and content, a contest was held to solicit a new name for the magazine. Out of 55 suggestions, Joy Desforges of New Orleans submitted the winning entry: Today's Insurance Woman
- It became clear that the size and configuration of the regions was part of the cause for the regional directors' excessive workload
- In 1953 NAIW announced its first group sickness and accident insurance coverage, available only to NAIW members
- The greatest indication of the growth and increasing complexity of NAIW was the recognition that a permanent headquarters office and staff were needed to take over certain administrative functions. The headquarters office opened in February 1956 in Tulsa, OK
- In 1957, the convention delegates approved adding a ninth region by splitting the existing Region VIII

Presidents

Eleanor Sage, 1950-51

Mary Gambill, 1951-52

Christine Buchwald, 1952-53

Edna Mae Gay, 1953-54

Kay Lavin, 1954-55

Elizabeth DeCesari, 1955-56

Betty Hirst, 1956-57

Frances Runk, 1957-58

Alice Anderson, 1958-59

Marion Walker, 1959-60

Conventions

Boston, MA, 1950

Houston, TX, 1951

Rapid City, SD, 1952

Cleveland, OH, 1953

New Orleans, LA, 1954

San Francisco, CA, 1955

Chicago, IL, 1956

Philadelphia, PA, 1957

Detroit, MI, 1958

Jacksonville, FL, 1959

- NAIW approached the close of its second ten years in grand style-with a party for itself
- On May 10, 1957, the first National Insurance Women's Day (now NAIW Week) was held throughout the country. So the 1950s wound down within NAIW as they did throughout the nation...quiet, placid, peaceful...the calm before the storm of societal upheaval of the 1960s.

1960s

General NAIW & Industry Facts

- On the surface, NAIW's third decade seemed pretty much a continuation of its second. NAIW's membership grew, but at a slower pace than expected by most
- In 1959, the convention delegates had voted to pursue safety as one of the association's major projects
- NAIW's group insurance, initiated in the 1950s, was upgraded on several occasions in the 1960s in order to provide more and better coverage for members
- As early as 1960, the *Today's Insurance Woman* editor issued a call for local association reporters to include less social information and more education news in their submissions to the magazine
- NAIW members began to see the need to educate others as well as themselves, and so initiated a program of presentations, filmstrips and brochures on careers in insurance, and insurance careers for women
- As early as 1962, *Today's Insurance Woman* published an article on a topic which is still popular today: balancing career and family
- Two pieces of national legislation of particular interest to NAIW members were the Equal Pay Bill of 1963 and the Civil Rights Law of 1964, with their guarantees of equal pay for equal work, and the illegality of discrimination based on gender
- The members realized that with the association's increasing membership and financial clout came added responsibility for those elected to lead it. To help provide guidance and continuity to those elected leaders, NAIW began publishing a series of manuals – for regional and state organization chairmen, for local presidents and for national standing committee chairmen
- In 1965, the headquarters office was moved to larger facilities, and in 1967 a part-time assistant was added to the one-person staff. By 1969, NAIW had initiated investigation into purchase of a permanent location, reviewing 35 properties and settling on one at 1847 East 15th Street in Tulsa, OK
- In 1965, the word "International" was added to the association's official name to recognize the growing number of Canadian members and to reflect the hope for continued international expansion
- Still, all was not rosy for women, in spite of their progress. Even in NAIW's own magazine women were still referred to as "girls," "the boss" was clearly identified as male and women's business role was definitively outlined as a supporting one
- Two events in the latter part of the 1960s were particularly representative of NAIW's renewed commitment to education. In 1969,

Presidents

Roberta L. White, 1960-61
V. J. Sullivan, 1961-62
Eileen Cleary, 1962-63
Ethel Miller, 1963-64
Helen Bonnet, 1964-65
Doris Reid, 1965-66
Margaret Oxford, 1966-67
Aurelia Plautz, 1967-68
Jean Veldwyk, 1968-69
Margaret Horvath, 1969-70

Conventions

Denver, CO, 1960
St. Louis, MO, 1961
Phoenix, AZ, 1962
Dallas, TX, 1963
Buffalo, NY, 1964
Seattle, WA, 1965
Hartford, CT, 1966
Minneapolis, MN, 1967
Anaheim, CA, 1968
Miami Beach, FL, 1969

Operation LACE (Let's All Communicate Effectively) was initiated. This public speaking course, designed to help students polish their communication skills, was enthusiastically received by NAIW members. Margaret Horvath, 1969-70 president, was moved to remark in her administrative report at the 1970 convention, "Hopefully we can include a public speaking contest at some future national convention for members who have completed the course." The other major commitment NAIW made to its objective of "continuing education for the professional advancement of its members" was the development of the Certified Professional Insurance Woman (CPIW) designation in 1968. The designation was initiated under 1968-69 president Jean Veldwyk as a logical extension of her administrative theme, "Our Goal – Professionalism." The first graduating class of CPIW's numbered 210

- The latter half of the 1960s saw NAIW filling an increasingly fixed position in the insurance landscape.
- As they headed into the 1970s, NAIW members began to hear increasing mention of a word that would prove to be of growing importance to them and their industry in the years to come: automation.

1970s

General NAIW & Industry Facts

- For some, the most shattering upheaval – the one most difficult to bear – was societal: women were becoming LIBERATED. Women began to show up in corner offices, in operating rooms, at construction sites and in courtrooms. Suddenly they had a new title they could tack on to their name, a title which seemed to sum up all the opportunity which thrilled some and the flaunting of tradition which horrified others – MS
- All agreed it was high time for women to receive the respect – and the salaries – they deserved. The situation in the insurance industry was even worse: the median income for women in insurance was \$4,988, or only 44% of men’s \$11,149. The average female underwriter earned about \$181 a week; the average male underwriter \$215. NAIW did its share to help the cause of women, generally and in the industry
- National Insurance Women’s Week celebrations grew in scope and acceptance
- A concentrated effort was made to get qualified young women into the industry through NAIW’s expanded support of the College of Insurance, the cooperative effort with the National Association of Insurance Agents (NAIA) and III to produce the career film “You Can Help!,” and by NAIW’s growing sponsorship of Project InVEST (Insurance Vocational Education Student Training)
- By the end of the 1970s, the terms “girls,” “gals,” and use of the titles “Mrs.” And “Miss” were things of the past in *Today’s Insurance Woman*
- Seemed only appropriate that NAIW becomes as up-to-date and forward-thinking as its members. The first change was strictly cosmetic. On June 1, 1970, NAIW’s new headquarters site was opened. By the end of the decade, age and decay had taken their toll on the edifice, and the Board was once again faced with a decision: to sell, repair, or raze and start over. An executive director was hired and staff increased to a total of three so that more of the administrative work could be done at headquarters, thus freeing up the officers and national committee chairmen to do more planning for the association’s future. NAIW strengthened its relationships with other industry organizations
- An awards program was established to recognize professional and association achievement. Two awards developed during this time continue to be among NAIW’s most sought-after today: Rookie of the Year and Claimswoman of the Year
- President-elect was added to the list of international offices. As accounting functions began to be assumed by headquarters staff, the office of treasurer was eliminated and the chairmanship of the Budget

Presidents

Mary Males, 1970-71

Jean Quayle, 1971-72

Doris Bramlett, 1972-73

Betty Etzkorn, 1973-74

Gladys Smith, 1974-75

Betty Conley, 1975-76

Lilian Tamblyn, 1976-77

Mary Karatsanos, 1977-78

Shirley Shilling, 1978-79

Carolyn Furlong 1979-80

Conventions

Oklahoma City, OK, 1970

Los Angeles, CA, 1971

Richmond, VA, 1972

Atlanta, GA, 1973

Cincinnati, OH, 1974

Portland, OR, 1975

Chicago, IL, 1976

San Francisco, CA, 1977

New York, NY, 1978

Nashville, TN, 1979

and Finance Committee was assigned to the president-elect as yet another critical facet of her training

- Of special interest to NAIW members were the 1972 Equal Employment Opportunity Law and the Equal Rights Amendment
- In 1976, the international Long Range Planning Committee was established
- By 1978, NAIW members seemed ready to take on the world with their newly-polished association. They approved opening membership to all those employed in insurance and men began to be a more common sight at meetings. NAIW's object was rewritten to announce clearly the association's renewed focus on supporting "the professional advancement of its members."
- Long Range Planning Committee announced its goal of 50,000 members by 1990
- Perhaps the best indicator of the dedication of NAIW members to their professional education was the number of CPIWs: in 1970, there were 345 CPIWs in the association; by 1979 there were 3,654
- Operation LACE proved an immediate success: by the end of the first year there were 99 completers. In 1973, a speaking competition – called a Speak-off – was offered at regional conferences and the international convention. The first Speak-offs featured a prepared speech only; the impromptu speech was added in 1976

1980s

General NAIW & Industry Facts

- NAIW members were functioning in new working environments as insolvencies, mergers, and staff reductions became standard operating procedure. NAIW members found themselves especially affected by three alterations in the way the world worked.
 - 1) The insurance industry, was rocked by a rising tide of consumer dissatisfaction
 - 2) Change in outlook of working women themselves where women entering the work force in the 1980s were not “second-income” employees; they were career women. They looked to their professional association to provide them a competitive edge.
 - 3) Altered role of NAIW’s volunteer leaders. As these volunteer leaders moved up the ladder in their own career, they simply had less time, energy or inclination to manage a 20,000-member association “on the side.”
- These years of upheaval and questioning and experimentation showed themselves in NAIW membership numbers, which – in spite of becoming even more “international” by adding an association in Puerto Rico – remained fairly flat over the decade
- Clearly, it was time for NAIW, in the words of 1982-83 president Dorothy Fry, to “stop thinking like a woman’s club and start thinking like big business.”
- The 1980s started with change: a new “look” at headquarters. Ground was broken in April 1981, and the new office opened the following July
- In 1981, Processing of CPIW applications was assumed by staff; magazine advertising and editing was transferred as well
- By 1982, NAIW had become computerized
- *Today’s Insurance Woman* was enlarged to newspaper size and expanded to include state and regional newsletters, international association news, and industry information
- NAIW members were committed to the association’s main objective of continuing education, networking support of the industry, and attention to insurance related safety and legislative issues
- LACE, was enhanced and expanded, and renamed Communicate with Confidence
- The Certified Professional Insurance Man (CPIM) designation was added, to recognize a whole new segment of the membership
- By the end of the decade, NAIW completed its biggest automation project: co-sponsorship with Insurance Institute of America (IIA) of the Associate in Automation Management (AAM) designation

Presidents

Elaine Hill, 1980-81

Carol Reece, 1981-82

Dorothy Frye, 1982-83

Kathryn Callahan, 1983-84

Gretta Wray-Burns, 1984-85

Margaret Kelly, 1985-86

Sandra LaFevre, 1986-87

Shirley Timmons, 1987-88

Susan Williams, 1988-89

Janet York, 1989-90

Conventions

Little Rock, AR, 1980

New Orleans, LA 1981

Phoenix, AZ, 1982

Seattle, WA, 1983

Las Vegas, NV, 1984

Washington, DC, 1985

Minneapolis, MN, 1986

Boston, MA, 1987

Indianapolis, IN, 1988

Honolulu, HI, 1989

Denver, CO, 1990

- NAIW's involvement in legislation came full circle in the 1980s. NAIW took a stand on the Fair Insurance Practices Act, against unisex rating. Other stands taken by NAIW included mandatory seat belt usage and passive restraints, and the need for civil justice reform. By the end of the decade, however, a wave of consumer revolt was sweeping the nation. California voters had passed Proposition 103, legislation designed to lower premiums and do some "trust-busting" on the insurance industry's alleged price-fixing activities. NAIW found it necessary to make its purpose as an education-based professional organization imminently clear, and so 'outlawed' the taking of any legislative stands as an association
- Perhaps the biggest change within NAIW during the 1980s was in the structure of the association itself. Membership agreed that a reformat of the association itself was necessary if NAIW were to continue to thrive, even exist, in the 1990s. This change took place over two phases: restructure and revision. Restructure consisted of identifying the areas in which NAIW was operating in an inadequate, inefficient or inconsistent manner: purpose, communication, structure and industry relations. Among the changes effected were
 - 1) the addition of the state council level in order to provide an additional layer of education, networking and leadership opportunities,
 - 2) the addition of staff in key areas, and
 - 3) the formation of an Executive Committee, to make corporate, business management and administrative decisions between Board meetings.

1990s

General NAIW & Industry Facts

- There were several natural disasters and terrorist attacks that effected the insurance industry in the 1990s such as:
 - Hurricane Andrew that struck south Florida
 - World Trade Center bombing
 - super storm in March along the Eastern Seaboard
 - devastating Northridge earthquake in Los Angeles
 - Oklahoma City bombing
 - drought that hit much of the U.S.
 - and the destructive Oklahoma tornado outbreak in May
- The Gramm-Leach-Bliley Act was enacted in 1999
- This decade brought many member benefits including new programs, courses, and scholarship opportunities, especially with the NAIW Foundation
- In 1990, Jane Seago was appointed as Executive Vice President
- Claimswoman of the Year award changed to Claims Professional of the Year
- NAIW endorsed the “Learn Not to Burn” program on an international basis
- Bylaws were changed to eliminate the position of assistant to the national officers; and Long Range Planning Committee Chairman
- Bylaws changed to eliminate the position of assistant to the regional vice president
- A 500-word essay requirement was added to the Insurance Professional of the Year award application
- Insurance Institute of America granted NAIW members a 15% discount on study materials
- A State Director-elect position was recommended
- There was a joint seminar with CPCU at the annual NAIW convention
- In 1992, Insurance Professional of the Year award was voted to be a regional award and regional winners would compete for the international award
- In 1993, the NAIW Foundation was established to award scholarships and was funded with \$122,500 from NAIW; and, Foundation application forms were also developed
- In 1994, the board investigated various ways to market to students before adding another membership category
- Standing Rules were amended to eliminate the complimentary registration for each region award winner (excluding CWC) and each RVP assistant, and compensate registration for the national award winners only

Presidents

Billie Sleet, 1990-91

Susanne Wolfe, 1991-92

Toni Chodrick, 1992-93

D. Romaine Towers, 1993-94

Cheri Bailey, 1994-95

Diana Fink, 1995-96

Patricia Pearman, 1996-97

Cheryl Krier, 1997-98

Elise Farnham, 1998-99

Marcia Tepp, 1999-2000.

Conventions

Denver, CO, 1990

Grand Rapids, MI, 1991

Atlanta, GA, 1992

Vancouver, BC, 1993

New Orleans, LA, 1994

Baltimore, MD, 1995

San Francisco, CA, 1996

San Antonio, TX, 1997

Orlando, FL, 1998

Las Vegas, NV, 1999

Kansas City, MO, 2000

- NAIW Education Foundation Board was established
- Budget & Finance committee as currently structured was disbanded
- In 1996, the Board discussed a potential non-gender name change
- In 1997, Ann Turner was appointed as Executive Vice President
- The Leadership Savvy Program was developed in 1998
- In 1998, Lea King was appointed as Executive Vice President
- The position of Immediate Past President was eliminated from the International Board of Directors
- In 1999, focus groups, as they were established at the time, were disbanded
- AAMGA award was extended to regions

2000s

General NAIW & Industry Facts

- The 2000s were also rocked by major business failures, natural disasters and terror attacks that had a dramatic effect on our nation and our industry.
- The U.S. was attacked by terrorists on September 11, 2001 in New York City, Washington, D.C., and Shanksville, PA
- Business failures included:
 - Enron's bankruptcy – the largest in U.S. history
 - Housing and credit crisis that led to the bankruptcy of major banks and other financial institutions
 - US Government took control of the two largest mortgage financing companies in the US – Fannie Mae and Freddie Mac
- Natural disasters included:
 - Hurricane Katrina that nearly destroyed New Orleans, killing at least 1,833 people in the hurricane and subsequent floods
 - Hurricane Rita that wreaked destruction along the U.S. Gulf Coast
 - Hurricane Wilma which became the most intense tropical cyclone in the Atlantic basin
 - Hurricane Ike which became the third most destructive hurricane to ever make landfall in the U.S
- The Sarbanes-Oxley Act of 2002 effected the insurance industry
- In 2009, the Great Recession sees nearly 800,000 jobs lost and the unemployment rate rise to 7.8%, the highest since June 1992
- Insurance giant AIG reports nearly \$62 billion in losses during the fourth quarter of 2008, and the US government gives it \$30 billion more in aid in a new bailout
- This decade began with the establishment of the Arlene G. DeSemone Life & Health Essay Award
- Discussion on use of Corporate Partners began in 2001
- The advanced CPIW/M designation – DAE: Diversified Advanced Education designation was pursued
- *Today's Insurance Woman* magazine was changed to *Today's Insurance Professionals*
- A new website design was introduced
- A Membership Achievement Record was made available for members
- The first \$4,000 NAIW Corporate Partner – Klein & Company was received
- NAIW's R & R (Recruiting to Retain) program was developed
- Software to allow members to update their personal data on the NAIW website was developed

Presidents

Candice Robinson, 2000-01
Aleta Stephens, 2001-02
Linda Santiso, 2002-03
Cheryl Blair, 2003-04; Chri Kelly-Storbeck, 2004-05
Joanna Mahoney, 2005-06
Gloria Bruno, 2006-07
E. Faye Evans, 2007-08
Jenelle Duffy, 2008-09
Linda Wilson, 2009-10

Conventions

Greensboro, NC, 2001
Anchorage, AK, 2002
Nashville, TN, 2003
Pittsburgh, PA, 2004
Reno, NV, 2005
Orlando, FL, 2006
San Juan, PR, 2007
Scottsdale, AZ, 2008
New Orleans, LA, 2009
Washington, D.C., 2010

- The tag line – *NAIW the Association of Choice represented by diversified professionals. (Providing a forum to learn about the other disciplines in the insurance industry.)* was introduced
- The “Life Time Member Category” was eliminated
- In 2003, Members-At-Large were allowed to apply for State, Regional and International Awards
- The Vision Statement – *NAIW provides connections for the future...connecting The Members, The Community, The Industry and The World* was adopted
- *NAIW Now!* Newsletter changed to *The (NAIW Logo) Connections*
- Members started receiving electronic confirmation when they renewed their membership
- Membership looked at changing the association’s name
- Membership and Dues Bylaws were updated
- A Cyber Crime program was pursued
- AICPCU and Excelsior College offered an annual college scholarship program for NAIW members
- NAIW ceased issuing membership cards at each renewal
- In 2004 there was a redesign of NAIW’s website
- In 2005, land was purchased for a new NAIW office
- Changed from State Directors/Elect to Council Directors/Elect
- NAIW Young Contemporaries changed to NAIW Young Professionals
- NAIW & AICPCU formed a marketing partnership
- Changed DAE renewal timeframe from 3 to 5 years
- In 2006, the Legacy Foundation was established as the philanthropic arm of NAIW
- A new office building was opened in Tulsa
- President Bruno personally delivered, to First Lady Bush, a check for funds raised by IAIP members to help restore books lost during hurricane Katrina
- Young Professional movement was a major focus
- In 2007, Mark Adams appointed as Executive Vice President
- In 2008, the annual convention was shortened to 3 days and was the first convention organized solely by the Executive Committee
- Raised \$20,000 for Reach Out & Read – the most funds ever raised for a charity by NAIW members
- Regional Vice Presidents reviewed existing educational programs resulting in the first webinars presented to members, using updated material from the I CAN! series

2010s

General IAIP & Industry Facts

- The 2010s are the decade in which most baby boomers in developed nations are to retire, putting pressure on pension programs and other safety net programs
- Natural disasters that occurred during the first half of this decade include:
 - British Petroleum deep water oil rig exploded in the Gulf of Mexico causing the largest oil spill in the history of the U.S., killing 11 workers, and devastating the environment including the Gulf states' fishing and tourism industries
 - Japan was devastated by a 9.0 magnitude earthquake and tsunami
 - 3-day tornado outbreak in the U.S. killed 348 (324 of which were directly related to tornadoes), injured thousands and caused billions of dollars of damage from the 363 confirmed tornadoes – largest and deadliest tornado outbreaks in U.S. history
 - 6-day tornado outbreak took place killing 178 from 242 confirmed tornadoes – one of which was in Joplin MO. The Joplin tornado costs about \$7 billion
 - Hurricane Irene made landfall in North Carolina, New Jersey and New York killing 55 and causing over \$1 billion in damage
 - Rare October snow storm hit the northeastern U.S. leaving millions without power and killing 15
 - Hurricane “Superstorm Sandy” created significant damage to coastal towns in New Jersey and New York, to the estimated cost of \$65.6 billion. The hurricane, at its peak a Category 2 storm, was the largest storm in recorded history by diameter at 1,100 miles
 - Massive blizzard hit the Northeastern U.S. and Eastern Canada killing 18 and dropping a near-record amount of snow
 - May tornado killed 24 and injured over 300 in Moore, OK
- A terrorist attack, by two brothers, in the U.S. took place during the Boston Marathon, killing three and injuring hundreds
- The largest expansion of the social welfare state in decades, The Affordable Care Act/Obamacare went into effect for millions of Americans in 2014 and had a major impact on the insurance industry.
- A major bylaws revision was completed in 2010, resulting in five items that the delegates vote on including Name Change of the Association, Membership Dues Structure, Realignment of Regions, Changes in the Composition of the Voting Body, and Election of the International Secretary
- Changed “Communicate with Confidence” to “Confidence While Communicating” due to copyright issues
- Updated Term of Office allowing all officers to succeed to the next office without going through the nomination process
- Trademarked the CIIP designation

Presidents

Margaret Wildi, 2010-11

Joi Wilson, 2011-12

Penny Haworth-Rich, 2012-13

Jane Densch, 2013-14

rosalyn horton, 2014-15

Debra Kuhne, 2015-16

Conventions

Las Vegas, NV, 2011

Dallas, TX, 2012

Orlando, FL, 2013

San Diego, CA, 2014

Bloomington-Minneapolis, MN, 2015

Richmond, VA, 2016

- In 2011, the association's corporate name was changed to National Association of Insurance Women (International), dba the International Association of Insurance Professionals
- In 2012, Regional Vice President terms were changed to two years
- Introduced new IAIP logo and tag line – *“Connecting Members. Building Careers.”*
- The Nominating Committee was changed to a chair and three members
- Regional Vice Presidents were given final approval on all aspects of the regional conferences except social and leisure activities
- IAIP Corporate Centre in Tulsa was sold
- In 2013, the IAIP Board entered into an agreement with Meeting Expectations for management of the association and Beth Chitnis, CAE was appointed Executive Director
- All members can now apply for regional awards; not limited to one member from each local
- The Certified Leadership Program (CLP) course of study was purchased by the Legacy Foundation
- Added Client Services Professional of the Year Award
- Transition made from purchasing all educational programs from outside vendors, to using Subject Matter Expert members to write and edit 18 new programs
- In 2014, the Tulsa office of IAIP was sub-leased and operations were fully moved to the Meeting Expectations (ME) office in Atlanta, GA
- All IAIP courses were reviewed for consistent branding and edits
- Councils and regions were given flexibility to hold their annual meetings at times most convenient for their members
- Membership anniversary date for those joining after July 1, 2014 will be one year from their join date to allow rolling anniversary dates
- Strategic purpose of IAIP was established – *We develop leaders, influence careers and connect members through enhanced education, building strong, dynamic communities and delivering exceptional resources for members.*
- Began holding “Meet the Candidates” virtually for the international secretary candidates in advance of Convention
- Two members from the same region can now serve on the Executive Committee simultaneously
- CE provider status for IAIP was allowed to expire in all states where it was still active and a decision was made not to renew the provider status. IAIP will no longer support the filing of CE programming. IAIP will continue support of CE classes and will provide CE classes at all conferences and conventions through educational partnerships with CE providers
- Applications for Legacy Foundation grants and scholarships were developed to relaunch these opportunities to support educational endeavors by individuals and local associations, councils and regions
- Eliminated the additional \$11 membership fee for Members-At-Large
- Created a Young New Professional of the Year award
- Revised the governance structure of the NAIW (International) Legacy Foundation Board of Directors so the Foundation and Association no longer have the same Board of Directors
- Added the position of Membership Director for all regions with Marketing & Education Directors being optional
- Began regular use of members as contributors of articles to *Today's Insurance Professionals*
- Topics of one member one vote for election of the International Secretary, region realignment (at the request of regions 5, 6, 7, 8 & 9) and MAL voting structure were presented to the voting delegates at the Regional Conferences and approved to be presented at the 2016 International Convention for a final decision