

2022 Region 1 Annual Meeting

April 7th – 10TH, 2022

Hilton Burlington 60 Battery St, Burlington, VT 05401



February 18, 2022

Dear Region I Members and Guests,

We hope this letter finds you healthy and ready to network! We know it has been a challenging two years, but we did not give up hope on hosting the Region I Conference here in Burlington, VT! Our committees have been hard at work to make this year's **75th Anniversary Conference** (yes, it is still the 75th *conference* albeit two years late) an amazing experience for each and every one of you. Thanks to our many sponsors, pricing from 2020 is the same or lower and the registration costs are as all-inclusive as possible. We send our deepest gratitude to the generosity of our supporters!

On Thursday, 4/7, your experience will begin with our Welcome Walk and then our Welcome Party where we have put together a fantastic evening for you! Our Exhibitors will be with us for the evening. Please stop by each booth and let them know how much we appreciate their support. Our Exhibitors will be helping us with some fun and games for the evening, including our costume and dancing competitions. We plan to take you back to the spirit of the first conference in 1945 with some entertaining swing music and dancing! Swing dance instructors are lined up to help us all get our groove on. We encourage you to come in your 40's era attire!

Thursday also includes a fun outing just for our Young New Professionals. This is one experience you won't want to miss! Make sure you check off the YNP box on the registration so our YNP event chair can provide you with the details!

Friday, you will find numerous opportunities for education and networking, including 4 CE courses, 2 CLP courses as well as a 4-hour CLP renewal course. In addition to CLP and approved CE courses, we offer the Community Café full of informative topics. New this year is a Book Club Discussion Group! Details on all are included on the registration and/or on our IAIP Region 1 – 2020 Conference Facebook page.

That's not all.... Friday night, we are bringing back the Friday Night RVP dinner to honor our RVP's from past to present. We are hoping to have as many as possible join us in Vermont as we celebrate them for all they have done for IAIP in Region I! We'll need your detective skills for help in *Finding the Missing Diamond*. No need to make other reservations off-site, let us keep you entertained for the evening and it is all included in the cost of your registration.

Saturday, we have our annual CWC competition and business meetings, followed by the Awards and Scholarship Luncheon including several special guests... one of whom might be wearing their Olympic gold medal - Vermont's very own Barbara Cochran whose son, Ryan Cochran-Siegle, just won a medal this year at the 2022 Winter Olympics in Beijing – 50 years after she won! From there, the day is yours! You can opt into a planned excursion or enjoy some of what Burlington has to offer on your own. There is plenty to see and do!

Make sure to like our Facebook and LinkedIn pages as we will continue to post updates and 'ideas' for your time in Vermont. You will find it at **IAIP Region 1 – 2020 Conference.**

We finish Saturday night off with our Saturday Night 75th Diamond Jubilee Gala! This is our night to shine like Diamonds!! Cocktails followed by dinner and then we dance the night away with music and fun! We know everyone has earned this night of delight!

Last but not least, you cannot spell **HoSpitality** without **"S & H"**! They will be providing a communal space for all throughout the weekend! Make sure you stop in for refreshment, fun and fellowship!

If you have any questions at any time, feel free to reach out to Mindy or Paula. Get those registration forms submitted by **April 1st**. We cannot wait to see YOU in Vermont in April. It will be **"WORTH THE WAIT"!!**

Paula & Mindy

Taula J Clark

Paula Clark, AIS, API, AINS, CIIP, CLP, DAE <u>Pclark@vermontmutual.com</u> (802) 229-7627

Mehuil H. Brus

Mindy Bero mbero2020region1@gmail.com (802) 658-3500



2022 Region 1 Annual Meeting

April 7th – 10th, 2022 Hilton Burlington Lake Champlain 60 Battery St, Burlington, VT 05401



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FULL Registration	Please check all items you plan to attend (Full Registration Attendees Only). Please check all items you plan to attend (Full Registration Attendees Only). Thursday Welcome Party Friday – Breakfast Friday – Lunch w/Exhibitors Sat Breakfast Saturday Night Banquet - Shrimp Stuffed Mahi Saturday – Breakfast and Closing Session Please let us know if you require gluten free or other specialized meal in the dietary restrictions section.					
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Education/Business/A La	 Friday Education Package – Includes Friday breakfast Friday Education Package - \$150	t, AM/PM bre ation with My eting, awards g (each option Gaturday Awa	ystery Dinner \$200 (Choose dinner meal option above) s lunch, cocktail hour & dinner (Choose meal options ab	oove)		
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Conference PIN	Order YOUR Commemorative PIN Celebrating the 75 th Year of IAIP Region 1! JUST \$10.00!		THE REGION			
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Registrations must be received by April 1st, 2022.

No refunds after April 1, 2022. – Check NSF Fee Cost of \$25.00

□ BY REGISTERING, YOU ARE ACKNOWLEDGING THAT AN INHERENT RISK OF EXPOSURE TO COVID-19 EXISTS IN ANY PUBLIC PLACE WHERE PEOPLE ARE PRESENT. BY ATTENDING THE CONFERENCE, YOU AND ANY GUESTS VOLUNTARILY ACKNOWLEDGE ALL RISKS RELATED TO EXPOSURE TO COVID-19 AND AGREE TO RELEASE IAIP & REGION I CONFERENCE COMMITTEE AND ANY OF ITS AFFILIATES, DIRECTORS, OFFICERS, EMPLOYEES OR CONTRACTORS LIABLE FOR ANY ILLNESS OR INJURY ASSOCIATED OR IN ANY WAY RELATED TO COVID-19.

Mail to: VTAIP - 2020 Region 1 Conference c/o VTAIP – Conference Registration PO Box 1382, Montpelier, VT 05601 Please contact Paula Clark at 802-229-7627 or pclark@vermontmutual.com with guestions.

To Pay by Credit Card: Contact Robin Faraone – Conference Treasurer at: <u>2020treasurer@cvaip.org</u>

Hotel Information Hilton Burlington Lake Champlain 60 Battery St, Burlington, Vt 05401



By Car: Exit 14W off Interstate 89, to Main Street and right to 60 Battery Street.

Thursday Welcome Party – VERMONT SWINGS!



Join us Thursday night as we celebrate 75 Years of REGION I IAIP history! Mix and mingle with our exhibitors, swing music and dance contest. You won't want to miss this night!

Friday Classes & Workshops

<u>Contrasting and Comparing Health Care Savings Accounts and Health Care Reimbursement</u> <u>Arrangement Accounts – 2h- CE</u> (Approved in VT, pending in PA &NJ)

Instructor: Tom Rugg, Hickok & Boardman Insurance Group

The purpose of this class is to provide insurance professionals with information to assist in guiding consumers regarding health care savings accounts and health care reimbursement arrangements. The class will include a discussion on eligibility and compliance issues as well as the contribution limits and methods for each type of account.

Cannabis/Hemp and CBD and Its Impact on the Insurance Industry-2h-CE (Approved in CT, ME, NH, NJ, PA & VT)

Instructor: Tammy Lawrey, S&H Underwriters, Inc.

With most states having passed some kind of law related to growing, consumption and manufacturing of cannabis/marijuana, the insurance implications as a result of the changes on both a federal and state level are a topic of concern. It's a new and emerging industry that a lot of agents may not have yet come across or are interested in learning more about. The course is designed to assist agents, underwriters and claims representatives to identify the unique exposures of Cannabis and Hemp risks. The course will include a review of standard policy exclusions and the growing number of insurance products available to address these exposures.

COVID-19 and its effects on the Property/Casualty Insurance Industry 1h – CE (Approved in VT)

Instructors: Pat Murray/Vermont DFR and Dale Groves/Co-Op Insurance Group

This class will focus on how COVID-19 has affected market availability as well as coverage. We will talk about some of the exclusions seen by the Department of Financial Regulation and how the DFR is reacting to these exclusions. At the end of the class students will learn what exclusions to look for and what loss control actions might be available to find markets.

Equipment Breakdown –2hr – CE

(Approved in CT, ME, NH, NJ, NY, NH, PA, VT and RI)

Instructor: Ann Roemer, Hartford Steam Boiler

To equip participants to recognize equipment exposures so that they can eliminate severe coverage gaps with their clients. The course highlights what's new in equipment breakdown insurance and how current coverage relates to the constant introduction of new technologies.

Ignoring Flood Insurance Equals an E&O Exposure -3hr – CE (Approved in CT, MA, ME, NH, NJ, NY, PA, RI & VT) Instructor: Savannah Stark, Wright Flood

The NFIP Flood Webinar course is based on the National Flood Insurance Program Basic course outline. The webinar will educate the attendees in the background of the National Flood Insurance Program, Community Participation, Building Eligibility, Flood Maps, Zone Determinations, Policies & Products that are available within the NFIP, General Rules, Rating of a property, Claim handling information and Agent Resources.

CLP – Coaching Conversations – 2hrs (Module 3)

Instructor: Sue Quimby , MSO

This course will help you establish the context of a situation and lead a series of coaching conversations that make the individual responsible for proactively defining goals and becoming accountable to their commitments. You will understand how the various aspects of coaching conversations (such as defining the opportunity or problem, analyzing options, and developing an action plan) can motivate and support individuals to help them successfully meet their goals.

CLP – Diversity Awareness 2hrs (Module 3)	
Instructor: TBD	

The greatest hindrance to progression lies when we devalue and exclude employees because they are different. Treating people unfairly also places limitations on their contributions and ability to grow. This course will explore the subtle ways that these limitations occur and how to combat them by fostering an environment that focuses on building respectful interactions. <u>CLP – Developing Emotional Intelligence - CLP renewal qualifier - 4 Hours</u> Instructor: Geraldine Plott, CPCU,SCLA,FCLA,AIC,ARM,AIS,AINS,CIIP,DAE,CLP International Association of Insurance Professionals President '21-22

Emotional intelligence is recognizing your emotional triggers and knowing when and how to use them in a way that enables you to not only deal with these stressors objectively, but to also develop strong connections with your coworkers. This course introduces the essential aspects and strategies to honing this soft skill - helping you to confront issues, tackle problems, and manage change and stress with composure and clarity.

Registrations must be received by April 1, 2022.

Friday Community Café

Community Café conversations are 20-minute sessions taught by those experienced in these fields. Topics include "reaching the next generation: careers and outreach", IAIP education and marketing, available scholarships, cyber security, project management and much, much more. The Café is offered Friday from 8 am – noon (during educational sessions). Exact times will be in the conference program.

Membership	Marketing	Bylaws	
Reaching the Next Generation Careers & Outreach	Scholarships	IAIP Designations	
IAIP Education	DIAMONDS ARE FOREVER Gold Timers Discussion	Communications/Change Management/Project Management	

Friday Book Discussion:

Don't need CE? Join us for a Book Discussion.

The Orchid House: A Novel by Lucinda Riley 9:00 AM The Painter's Daughter by Julie Klassen 10:30 AM The Glass Ocean – by Beatriz Williams, Lauren Willig and Karen White – 1:00 PM

Details Attached.



Friday Jeans Day Donation



Pay \$5 to wear jeans during Friday's education sessions to benefit the **NAIW Legacy** Foundation.

The NAIW International Legacy Foundation supports the growth and advancement of IAIP members by providing them professional development and career opportunities through grants and scholarships. The Legacy Foundation is dedicated to the development of educational programs for insurance professionals.

Friday Night – YOU are Cordially invited to join us! Now You See It Now You Don't Mystery Dinner*

A night of high fashion, mystery and one thrilling conclusion!

*Included with your Full Registration! Details attached!

Amy-Lisa Weiss Memorial – "Syrup on Ice"	
Round trip transportation to a local Maple Sugar House. In memory of AMY-LISA won't you join us for a	
Vermont tradition – Sugar on Snow!	
We will tour the Sugar House and have the opportunity to purchase their syrup and other Vermont products!	
et your registration in quick because this is limited to the first 45 registrants!	
Made in Vermont – Scavenger Hunt	Visit one Vermont's Pub & Breweries
Open to everyone.	On your Own

ON YOUR OWN -Church Street Marketplace Shopping - Within walking distance from the hotel you can experience the beauty of downtown Burlington and the wonderful Church Street Marketplace. With clothing, home goods, children's toys, pubs, restaurants and more! Experience all that Burlington has to offer! <u>www.churchstmarketplace.com</u>

Thursday Evening Welcome Party Sponsored by GW Savage

TO START THINGS OFF WE WILL PAY HOMAGE TO THE ERA IN WHICH IT ALL BEGAN, IN THE MID-FORTIES. JOIN US FOR A FUN FILLED EVENING WITH OUR VENDORS. ENJOY SOME TASTY LIGHT FARE AND AN OPPORTUNITY TO RECONNECT WITH YOUR FELLOW IAIP REGION 1 MEMBERS.

> BE SURE TO BRING YOUR DANCIN' SHOES. WE WILL PROVIDE THE MUSIC WITH A SWING DANCE LESSON.



ALL ARE ENCOURAGED TO "DRESS THE PART" WITH PERIOD CORRECT ATTIRE. THERE WILL BE A DANCE CONTEST AND PRIZES AWARDED FOR BEST IN COSTUME AND PEOPLE'S CHOICE.

Region 1 2022 Conference Book Discussion Group

We would like to hold our Book Discussion activity using the following 3 Books during the Educational portion of our day on Friday, April 8, 2022.

The Orchid House: A Novel by Lucinda Riley 9:00 AM

The Painter's Daughter by Julie Klassen 10:30 AM

The Glass Ocean – by Beatriz Williams, Lauren Willig and Karen White – 1:00 PM

Questions contact: Karen Morrissette, kazzabreau0714@gmail.com

Reading Group Guide for <u>The Orchid House</u> by Lucinda Riley

- 1. How does the myth of the black orchid at the beginning of the book contribute and add to your understanding of the novel's meaning
- 2. At the start of the book, Julia is suffering from a tragic loss. Do you think her grief is sympathetically portrayed?
- **3.** The class structure during the Second World War plays a major part in the plot. How do you feel the war changed the relationships between master and servant?
- **4.** How do you feel the exotic settings of Thailand, and Wharton Park in the English countryside, contribute to the novel's atmosphere?
- 5. One of the main themes of the novel is duty versus love. Do you feel that Harry made the right decision?
- 6. T<u>he Orchid House</u> has a dual narrative, set in past and present. Discuss and compare the lives of Olivia and Julia. Do you think the modern woman's comparative freedom has made our lives happier?
- 7. Loyalty is another theme of <u>The Orchid House</u>. How did this impact the storyline? Is it always best to tell the truth, or to tell a lie to protect?
- 8. <u>The Orchid House</u> has a redemptive ending. Do you feel that this was realistic? Can the past ever be forgiven and forgotten?

Reading Group Guide for The Glass Ocean by Beatriz Williams, Lauren Willig and Karen White

- 1. When we first see Tess, she's posing as an Irish maid, and then on the Lusitania she's an English country girl returning home. How does Tess pull off each persona? Do we see other characters assuming roles that aren't entirely genuine?
- 2. Caroline's husband Gilbert is embarrassed by her hint that she might like to make love: "You're so refined. And when you act...like that, it makes me think that my coarser upbringing has somehow rubbed off on you like so much coal dust." Caroline is infuriated. Were you? What does this scene tell us about their partnership?
- **3.** Tess tells us her father's golden rule: "When in doubt, run. It didn't much matter where you were running to, just so long as you kept going. And going. Because while you were running, you couldn't think of where you'd come from or where you might land." Is this good advice? Has this rule served Tess well?
- **4.** When she begins her research into the Langford family history, Sarah assures John Langford that he can trust her. Should he? What are her motives? What are his?
- 5. What do you make of Caroline and Robert's love affair? Did you expect them to end up together after they survive the sinking of the Lusitania?

Region 1 2022 Conference Book Discussion Group

- **6.** Sara tells John Langord that her mother's dementia gives her a great sense of urgency: "I need to know the truth; I need to know everything before it's too late. You're always better off knowing." Do you believe that too? What consequences were there to uncovering the truth about the Lusitania and the Langrods?
- 7. Caroline remembers "what her mother had taught her about being a woman: Appear to be weak and docile when it suites, but never forget that a soft and gentle out appearance simply masks a spine of steel." Did that make sense for women in 1915? What about today?
- 8. In the Epilogue, Sarah says "We're all looking for something, are we? Every last one of us looking in vain, looking with futile, unassailable hope for something we've lost." Was it true for the characters I this novel? Which ones find what they're looking for? Which were disappointed?
- **9.** Were you satisfied with how things turned out for each of the heroines? Whose like took the most surprising twist? Would you have rewritten the ending of any of them?

Reading Group Guide for <u>The Painter's Daughter</u> by Klassen

- 1. Did you enjoy the book overall? What was a moment or scene you particularly liked?
- **2.** What historical details most surprised you about the book (e.g., army practices, marriage laws, the serious consequences of illegitimacy)?
- **3.** How did you view the rivalry between Stephen and Wesley Overtree? Did you experience similar sibling competition growing up?
- **4.** Many problems in the book result from lack of communication and concealment of truth. Have either of these caused you pain or problems in the past? Were you satisfied with hoe truth came to light in the novel?
- **5.** Painting brings both sorrow and healing to characters in the book. Has some form of artistic expression ever helped you or others you know cope with hardship?
- 6. Did you have a favorite main character (or secondary character) in this story? What did you like about him or her?
- 7. What did you think of Winnie's unintentional "prophecy" about Stephen's future? How much power should the words of others hold over us? How can well-meant words influence a person's life (especially a young person's) both positively and negatively?
- 8. Stephen loathes his facial scar until Ensign Hornsby reminds him how he received it in protection of Hornsby's life. Other physical issues in the story, such as Lieutenant Keith's missing arm and the baby's birthmark, are also shown from different perspectives. How does the book contract the differences between the outward appearance and the heart?
- 9. Sophie and Stephen each should responsibilities for others Sophie by helping her father in his studio, and Stephen by assuming his older brother's estate duties. How does this affect each one's character and identity? Can you relate?
- **10.** The book centers on the theme of keeping an oath, "even when it hurts." In the midst of doubt and conflict, Sophie and Stephen fight to maintain their marriage vows. Have you ever kept a promise at high cost? What are the difficulties and rewards of doing so?



APRIL 8TH, 2022

You are cordially invited to the museum for the unveiling of the prized "Stomach of the Ocean Diamond"



Dress in your fanciest Gown and suits. This is a museum after all, and only the finest will do. Tonight will be an evening of high fashion, and suspenseful mystery, with one thrilling conclusion!



"Syrup on Ice"

Sugar on Snow

Saturday, April 9, 2022

Transportation Provided!



Thank you -Ashe Insurance + Co-Operative Insurance

Products will be available for purchase







ANNUAL CONFERENCE "Reflecting on the past...with a vision for the future"

You're invited to join us as we celebrate at the 75th Diamond Jubilee Gala

Date: Saturday, April 9th, 2022 Time: 6:00 p.m. —11:00 p.m.

This is our night to shine like Diamonds!! Cocktails followed by dinner and dancing.



Attire for the evening is up to you...formal or semiformal to whatever makes you comfortable.





For our Region 1 2022 Conference we have chosen A New Place homeless shelter in Burlington, VT

http://www.anewplacevt.org

Mission

Our mission is to provide a holistic continuum of services for the homeless, centered in love and dignity, that foster growth, cultivate community engagement, and provide tools for lifelong change so that each person may start anew.

Vision

We envision a community in which love and dignity break down the barriers facing the homeless so that each person, no matter their history, has the opportunity to start anew.

We have included a listing of items that the shelter could use should you wish to bring any items with you to the conference. We will then collect the items and bring to the shelter at the conclusion of the conference.

Additional Information will be provided via email and on our 2020 Region I Conference Facebook Page for anyone wishing to make monetary donations.

BTV Shelter Donation List

179 South Winooski Ave, Burlington (bottom floor-entrance on King Street)

Btvshelter.org | 802-540-1095 | info@btvshelter.org

- □ Coffee
- Creamer
- Sugar
- Hot Chocolate
- 🛛 Tea
- Grab and go breakfast items
- Peanut Butter
- Thermal Underwear
- Jelly
- Butter
- Cooking spray
- Grab and go fruit (oranges, apples, bananas)
- Rice
- Tortilla
- Pre-cooked casseroles or one dish meals
- □ Condiments (ketchup/mustard/dressing/mayo/miracle whip
- Hand Warmers
- Sterno
- Hats/mittens/scarves
- Cough Drops
- Lysol Wipes
- Glade Automatic air freshener refills
- □ Non latex medical gloves
- Playing cards
- Jackets
- Bottled water
- □ Floor cleaner
- Toilet bowel cleaner
- Dish soap
- sponges