

**People Who Know the
Insurance and Risk
Management Industries know
NAIW/IAIP**

For over 60 years IAIP has been a respected and trusted association. IAIP has created a name you can trust by helping professionals in the insurance and risk management industries become better leaders, more educated and more effective at their jobs.

Make an investment that matters...

Provide yourself the tools and resources necessary to stand out and succeed in the ever-changing insurance and risk management industries.

**For more information
Contact**

internationalinsuranceprofessionals.org

at

1-800-766-6249

Mission Statement

NAIW (International), dba: International Association of Insurance Professionals serves its members by providing professional education, an environment in which to build business alliances and the opportunity to make connections with people of differing career paths and levels of experience in the insurance and risk management industry.



California Council

Of NAIW (International)

**DbA: International Association of
Insurance Professionals**

**"I want to give back to the members what I
have gained by being a member..."**

**Personal and Professional Growth,
Self Esteem**

Confidence while Communicating and more...



**Mitula Patel,
2010/2011 California State Council
Director**

**Insurance Professionals of Los
Angeles**

A Local Association of

**NAIW (International), dba:
International Association of Insurance
Professionals**

www.cacouncilnaiw.com

The *benefits* of being *involved*.

Professional Education: IAIP offers professional development through local, state, regional and national conferences and seminars. You'll gain access to general business and management courses, as well as to insurance industry-specific, CE-accredited seminars. IAIP programs include:

- Successful Negotiations for the Insurance Professional
- How to Be a Best Seller
- Mentors and Protégés
- Leadership Development
- Rules of the Road: How to keep Customers Through Service
- Confidence while Communicating and more...

Leadership Development: Because IAIP is structured in various levels, and because each level has its own meetings, activities, officers, committees and avenues for involvement, IAIP members have ample opportunity to develop their leadership skills—in a risk free environment. In addition, national committees and panels utilize the specific expertise of members to address particular association and industry issues.

Publications: Keep informed on major industry and association issues through Today's Insurance Pros, Leadership News, focus group newsletters and other IAIP publications.

Recognition: Get recognized for your accomplishments by entering IAIP awards programs, by obtaining CPIW/M or CIIP designation and by submitting articles for IAIP publications and serving on committees



Extensive Networking Opportunities: While attending local association meetings, state council meetings, regional conferences and the annual national convention, members will have access to both potential clients and markets in extremely diversified atmospheres, with professionals from various fields, including LH, P/C, claims, risk management and more.

Have you ever needed an expert in another state in a particular coverage? With just a quick call to IAIP headquarters, IAIP members can tap into the association's database of member experts.

Industry Experience

0-2 Years	5%
3-5 Years	6%
6-10 Years	11%
11-20 Years	26%
20+ Years	52%

Primary Job Function

Agent/Broker	30%
Owner	5%
Underwriting	18%
Management	13%
Claims Adjuster	5%
MGA	2%
Cust Service	27%

Employment Type

Agency	50%
Company	32%
MGA	4%
Brokerage	6%
Adjusting	1%
Other	7%

Business Type

P&C	65%
Life	12%
Health	10%
Finance	4%
Other	9%

Financial Services and Discounts: IAIP membership offers members access to group insurance rates, competitive rates on a silver or gold VISA card, on long distance phone service and 15% discount on books and materials from the Insurance Institute of America

Industry Outreach: IAIP participates in a variety of insurance industry programs and partnerships—a way for our members to impact the industry and have a voice in industry issues.

Community Service: IAIP members are very generous in giving back to the community. Examples are, Habitat for Humanity, Laura Bush Foundation for Literacy, Food Drives etc.

Diverse Membership

An international association since the 1960s, IAIP continues to expand globally with members located in the United States and Canada.

Access to IAIP's Career Center

IAIP's diversification connects your company to vast opportunities which allow you to learn of qualified professionals to fill an employment opportunity within your company

To get involved log on to

www.cacouncilnaiw.com

and look for the closest local association near you.