



## 2020 Region VII Conference – March 12 - 14, 2020

Heathman Lodge, 7801 NE Greenwood Drive, Vancouver, WA 98662

Host: Region VII MALs and Friends

### Registration Form – 2020, We Have a Vision

Registrant Information (Please Type or Print CLEARLY) – Attach your Business Card, if applicable.

Name			
Name for Badge			
Employer / Job Title			
Mailing Address			
Phone Number		Cell	Other
E-Mail Address			Work Home
Emergency Contact			
Insurance Lic # (Needed for CE)		State Licensed:	IAIP Member #
State and Local Association			
Designations			
Guest Name for badge			
Any dietary / ADA restrictions?			

#### **Ribbons (Select ALL that Apply)**

<input type="checkbox"/>	Delegate	<input type="checkbox"/>	Alternate Delegate	<input type="checkbox"/>	International Officer	<input type="checkbox"/>	Current RVP
<input type="checkbox"/>	Council Director	<input type="checkbox"/>	Gold Timer	<input type="checkbox"/>	YNP	<input type="checkbox"/>	First Timer (members only)
<input type="checkbox"/>	Assistant	<input type="checkbox"/>	Past International Officer	<input type="checkbox"/>	CLP	<input type="checkbox"/>	Past Council Director
<input type="checkbox"/>	Local President	<input type="checkbox"/>	CWC Contestant	<input type="checkbox"/>	Past Regional Officer	<input type="checkbox"/>	Guest
<input type="checkbox"/>	CPIW/CPIM/CIIP	<input type="checkbox"/>	DAE	<input type="checkbox"/>	Speaker	<input type="checkbox"/>	
<input type="checkbox"/>	Instructor	<input type="checkbox"/>	MAL	<input type="checkbox"/>		<input type="checkbox"/>	

#### **Registration Fee and Event Fees:**

Description	Cost	Quantity	Total Price
Early Bird Registration per person – Rec'd by 2/21/2020 (Program Deadline)	\$175.00		
Registration per person – after 2/21/2020	\$200.00		
Non-member Registration	\$225.00		
Fundraising Table (IAIP Members only) – No cost for Region VII Conferences	\$25.00		
Additional Guest – Welcome Party on Thursday Night , "A Look Back In Time"	\$60.00		
Additional Guest –Leadership Luncheon on Friday , "Hats Off To Our Leaders"	\$50.00		
Additional Guest – Awards Banquet on Saturday Night, "Reaching For The Stars"	\$80.00		
Corsage or boutonniere (For Assoc. Presidents – one per Assoc.) Circle your choice	\$25.00		
Optional Wine Tasting on Friday Evening – per person	\$25.00		
Education from second page			
<b>Total All</b>	<b>\$</b>		

**Full Member Registration** includes your entry to the business sessions, Welcome Party, Leadership Luncheon, and Awards Banquet. Event tickets are available for guests at an additional cost.

#### **Payment Methods**

Check w/copy of registration form made payable to **“Regional Conference 2020”**. **Mail to:** Gail Novelich, 250 Persimmon Drive, Windsor, CA 95492. **NOTE: A \$25 FEE WILL BE CHARGED FOR ALL RETURNED CHECKS.**

**REFUND POLICY:** No refunds or cancellations after 02/19/2020. To receive a full refund, the request must be in writing and received on or before 02/19/2020, allow three (3) weeks to process. Questions: Contact Sue Zeider at 805-443-2428, or IAIPRegionVII2020@gmail.com.



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**EDUCATION OPTIONS – March 12, 2020 – See attached for complete Course detail.**

Select	Time	Course Title	Instructor	CE	Cost	Paid
	8 – 11 am	Fire, Flood & Blood	Barb Casey	3 OR, WA	Member \$10 Non-Member \$20	
	8 – 11 am	Ethics	Doug Harness	3 CA, OR, WA	Member \$10 Non-Member \$20	
	1 - 3 pm	CLP – The Exceptional Manager	Tish Riley and Lauri Oakden-Binder	N/A	All attendees \$30 Includes course workbook	
	1 – 4 pm	The Future of Everything Insurance	Doug Harness	3 CA, OR, WA	Member \$10 Non-Member \$20	
	4 – 5 pm	Making Your Memory Work for You	Mary Moore- Campagna	N/A	Member \$10 Non-Member \$20	
	11 am – 4 pm	Decorate Your Own Hat	Regina Lemanowicz	N/A	\$10 for Materials; includes hat. Come at your leisure.	
Amount Paid						

The CLP class includes the exam for those working toward their CLP designation.  
Those not working on this designation need not take the test.

***If taking the CLP course, we must receive your registration no later than February 21, 2020, to allow time to order and receive the workbooks on time.***

Please return this form with your registration.



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#### EDUCATION OPTIONS - MARCH 12

**8 AM - FIRE, FLOOD & BLOOD - THE UNUSUAL AND UNEXPECTED**

11 AM Instructor: Barb Casey, Kennedy Restoration 3 CE OR, WA

Property damage happens to everyone and this class is designed to help you navigate the processes for handling all sorts of damage, including the very unusual occurrences. You can't make this stuff up!

**8 AM - ETHICS IN INSURANCE - SETTING THE BAR**

11 AM Instructor: Doug Harness 3 CE OR, WA, CA

Every producer must take ethics training every renewal cycle. Is it effective? Aren't we either ethical or not ethical? So what is the reason why insurance professionals must endure ethics training? Could it be the slippery slope of ethical behavior or could there be another reason? You will have to attend this class to find out.

**11 AM - DECORATE YOUR OWN HAT—DROP IN CLASS**

4 PM Facilitator: Regina Lemanowicz

*"Hats Off to Our Leaders"* is the theme of our Leadership Luncheon, and everyone is encouraged to wear a hat. Be creative and have fun while decorating your own hat. Fee includes hat and materials.

**1 PM - CLP - THE EXCEPTIONAL MANAGER**

3 PM Instructors: Tish Riley, CIIP, DAE, CLP & Lauri Oakden-Binder, RWCS, CRIS, CLP, CIIP

Study how to balance the qualities of an exceptional manager — self-awareness, consistency, humility and confidence — to increase employee engagement and satisfaction. This course is beneficial for those currently in or aspiring to any leadership role. Course fee includes the workbook.

**1 PM - THE FUTURE OF EVERYTHING INSURANCE**

4 PM Instructor: Doug Harness 3 CE. OR, WA, CA

Covers **Self-Driving Cars** - will the number of accidents be reduced, and jobs be lost, as we move forward with self-driving cars? **The Future of Auto Insurance** looks at the impact of self-driving cars and other factors. Insurance companies spend over \$6 billion a year on advertising and most of that is on auto insurance. Will this eventually go away?

**Cybersecurity**, besides the impact of stolen personal information, we will look at the potential for power grid disruption, dam breaches, and more. **Fortified Homes**, with the devastation caused by hurricanes, floods, fires, hail and tornadoes, there is a national campaign to offer more protection, and fortify homes, particularly in catastrophe-prone areas. **The Future of Insurance Distribution**. How many jobs will be affected as self-driving cars hit the roads, and fortified homes become commonplace? We'll discuss the value proposition of the professional insurance agent. You'll want to share this with your employer!

**4 PM - MAKING YOUR MEMORY WORK FOR YOU**

5 PM Instructor: Mary Moore-Campagna, CPCU, AIM, ARP, AAM, AAI, AIAF, AIS, CPIW

"Memories are made of this..."\*\*, but the question is, what are they made of? How do they work? And —most important — how can you access them when you need them? Come and learn about the intricacies of how your memory functions and how you can keep it tuned up.

\*\* with apologies to the Eurythmics.



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## We are going on a wine tour!

And we do not even have to leave the Heathman Lodge!

Two fabulous wineries are bringing their tasting rooms to us. Join us on the evening of Friday, March 13 to enjoy wines, a little food and chat with friends! Then you'll have time to explore and have dinner on your own.

We will have two local wineries – one from Oregon and one from Washington:

### David Hill Vineyards from Forest Grove, Oregon

One of the oldest vineyard sites in Oregon, specializing in Chardonnay, Pinot Gris, Pinot Blanc, Riesling, Gewürztraminer and Pinot Noir.



These award winning wines are produced in a state of the art winery with the charm of a tasting room in a farmhouse built in 1890.

### Treveri Cellars from Yakima, Washington



Bubbles....oh yes they have bubbles. Treveri Cellars makes nine different sparkling wines using Pinot Gris, Chardonnay, Pinot Noir and Syrah. They also make a rose'.

Father and son winemakers (Juergen and Christian Greib) have been making sparkling wines for over 35 years. Their wines have been served in many restaurants

around the country as well as in the White House from 2006 to 2014 at State Dinners.



Both wineries will be pouring a selection of their wines. Some light, tasty small bites will be served.

There will be some wines available for bottle purchases at the tasting. Both wineries will also be able to take orders that can be shipped to you. Shipping to British Columbia will not be available due to import laws. But, BC members can always snag a bottle or two to take home with you.

Join us for this optional event! Cost is \$25.00. Sign up on your registration form.



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### Registration Form – 2020, We Have a Vision HOTEL INFORMATION

Heathman Lodge  
7801 NE Greenwood Drive, Vancouver, WA 98662  
Phone – 888-475-3100 toll free

**Please call the hotel directly to book your room.**

**There are various websites that appear to be the Heathman but are not.**

**You could be charged additional fees and will not be part of our block.**

**Block name – Region VII IAIP**  
**Room block and rates guaranteed until February 26, 2020**  
**After 2/26/20 based on availability**

**ROOM RATES:**

\$165 plus tax and fees – single or double  
\$10 for each additional person  
\$185 for Business (Concierge Floor) which includes a continental breakfast (Limited availability)  
Suites may be available but must be booked through Tina Lee, [tinatix1@yahoo.com](mailto:tinatix1@yahoo.com)

**CHECK IN TIME:**

4:00 PM

**CHECK OUT TIME:**

12:00 PM

There are a limited number of pet friendly rooms. Book early to insure you get one. Certified service pets are welcome in any room.

**HOTEL AMENITITES**

Shuttle free 7 mile radius	42" Flat Panel Television	Refrigerator
Pet friendly environment	Free Wireless, high-speed Internet	Hair Dryer
Free guest parking	Keurig K-Cup Single Cup Coffee Brewer System	Microwave
Business Center	Iron/Ironing Board	Pool and Spa
Two-Line Phones with Data Ports & Voicemail	Electric Car Charging	

**Questions? Contact Tina Lee at 760-427-0881 or [tinatix1@yahoo.com](mailto:tinatix1@yahoo.com)**



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### **Registration Form – 2020, We Have a Vision**

#### **LEISURE/MEALS**

The Thursday Night Welcome Party, Friday Leadership Luncheon and Saturday Awards Banquet are included in your registration fee. For any meals not included, Hudson's Bar & Grill is in the hotel. Reservations are recommended for dinner. There are fast food and sit down restaurants nearby as well.

Explore the local wine region without leaving the hotel! Join us for a wine tasting Friday evening, before venturing out for dinner on your own. See flyer for more details on this optional event. Dinner reservations suggested.

#### **COMMUNITY ACTION PROJECT**

Blanchet House in Portland, Oregon has been chosen as this Regional's community action project. Blanchet House is a nonprofit social services organization located in downtown Portland which has been in operation since 1952. It offers many services to those in need but are best known for its feeding program as well as providing two transitional shelter programs for men struggling with addictions, unemployment, mental health and/or family issues. We will be accepting monetary donations on behalf of Blanchet House after a presentation during the Leadership Luncheon.

#### **ATTIRE**

Dress for all seminars and business meetings is business casual.

Thursday Night - "*A Look Back In Time*" - Dig out your vintage NAIW/IAIP gear. Wear those t-shirts! Wear all those pins! But don't blame us if your suitcase is overweight!

Friday - Leadership Luncheon - "*Hats Off To Our Leaders*" - Hats are encouraged!

Friday – Wine tasting – casual.

Saturday Night - Awards Banquet - "*Reaching For The Stars*" - Cocktail/Semi-Formal.

#### **CORSAGE/BOUTONNAIRE**

Honor your association President with a corsage (or boutonniere) at the Leadership Luncheon. Order with your registration for \$25 each. Single rose, various colors - first come, first served. Will be available Friday morning after 10:00 am in the Boardroom.

#### **CLIMATE**

Average daytime temperature in March is in the mid 50's with the evening temperature in the mid 30's. Expect rain while you are there. Meeting rooms can be very cold. Bring some kind of wrap!



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#### **SHUTTLE**

##### AIRPORT SHUTTLE RESERVATIONS:

The Heathman is pleased to offer shuttle service to and from The Heathman Lodge, Portland International Airport and Vancouver train station. Shuttle service is available from 6:00 a.m. to 10:00 p.m. The shuttle service is complimentary for IAIP conference attendees. **10-day minimum advanced reservations are required.** Same day shuttle requests cannot be guaranteed but will be accommodated on an availability basis. For reservations please go to [www.HeathmanLodge.com](http://www.HeathmanLodge.com) and input the following information in the tab marked "Airport Shuttle" in the upper righthand corner of the page.

##### Arrivals

- Guest Name
- Number in Party
- Arrival Date
- Arrival Time
- Airline Carrier
- Flight Number

##### Departures

- Departure Time From Hotel
- Number in Party

After the Hotel has received your request, they will email you back within 24 hours to confirm availability.

##### UPON ARRIVAL INTO PORTLAND INTERNATIONAL AIRPORT:

Follow signs posted inside Portland International Airport towards baggage claim, located on the lower level of the airport. After picking up your bags, follow signs directing you outside of the terminal. Go to Island #1 where the courtesy shuttles are marked with signage to come through. If your scheduled shuttle is not at the island, it will be shortly.

If you use Uber or Lyft, there are designated pickup locations at PDX.

##### CANCELLATION POLICY:

Confirmed shuttle reservations (one way and round trip) must be cancelled through the hotel at least 24 hours prior to arrival.

##### QUESTIONS / CHANGES:

Prior to arrival – email [shuttle@heathmanlodge.com](mailto:shuttle@heathmanlodge.com).

Day of arrival – Call the hotel directly at 888.475.3100 / 360.254.3100.