



2022 CA Council Meeting – October 7-8, 2022

Hotel Info: San Ramon Marriott, 2600 Bishop Dr., San Ramon, CA

Host: San Francisco Insurance Professionals

Registration Form – “Join Our Crew in 2022”

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

Name	
Pronouns	<input type="checkbox"/> she/her/hers <input type="checkbox"/> he/him/his <input type="checkbox"/> them/they/theirs Add to Badge? <input type="checkbox"/> Yes <input type="checkbox"/> No
Employer / Job Title	
Mailing Address	<input type="checkbox"/> Work <input type="checkbox"/> Home
Phone Number	<input type="checkbox"/> Cell <input type="checkbox"/> Other
E-Mail Address	<input type="checkbox"/> Work <input type="checkbox"/> Home
Emergency Contact Name & Relationship / Phone #	
Insurance Lic # *Need for CE	State Licensed: IAIP Member #
State & Association or MAL	<input type="checkbox"/> MAL
Designations	
Guest Name for badge	
Any dietary / ADA restrictions?	<input type="checkbox"/> Yes <input type="checkbox"/> No Description:

Ribbons (Select ALL that Apply)

<input type="checkbox"/>	Delegate	<input type="checkbox"/>	Alternate Delegate	<input type="checkbox"/>	Int'l Officer	<input type="checkbox"/>	Assistant
<input type="checkbox"/>	Council Director	<input type="checkbox"/>	Gold Timer (members only)	<input type="checkbox"/>	Young/New Professional (YNP)	<input type="checkbox"/>	First Timer (members only)
<input type="checkbox"/>	Past Council Director	<input type="checkbox"/>	Past Int'l Officer	<input type="checkbox"/>	Current RVP	<input type="checkbox"/>	Task Force Member
<input type="checkbox"/>	Local President	<input type="checkbox"/>	CWC Contestant	<input type="checkbox"/>	Past Regional Officer	<input type="checkbox"/>	Instructor
<input type="checkbox"/>	CPIW/CPIM/CIIP	<input type="checkbox"/>	DAE	<input type="checkbox"/>	Guest	<input type="checkbox"/>	Speaker
<input type="checkbox"/>	CLP	<input type="checkbox"/>	MAL	<input type="checkbox"/>	Host Association	<input type="checkbox"/>	Exhibitor/Vendor

Registration Fee and Event Fees:

Description	Cost	Quantity	Total Price
Registration per person – received before August 1, 2022	\$125.00		
Registration per person-received after August 1, 2022	\$150.00		
Exhibitor Table	\$75.00		
Fundraising Table (IAIP Members only) tables are limited to first four associations – must be hosting future Council Meeting or Regional Conference - 4 Available	Free		
Additional Guest – Welcome Party on Friday Night	\$75.00		
Additional Guest – Saturday Recognition & Awards Luncheon	\$60.00		
Saturday-October 8 –Wine Tasting at Ruby Hill Winery – Per Person	\$25.00		
Saturday-October 8 –Bon Voyage Dinner – No Host – Location TBD	No Host		
Total All			

Full Member Registration includes Education Classes (*CLP materials extra) & all Conference Events: Friday Welcome Party and Saturday Leadership & Awards Lunch. Event tickets are available for guests at an additional cost noted above.



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Payment Methods

Check (w/copy of registration form) made payable to **SFIP** and **Mail to:** SFIP c/o Rae Lynn Zachary, 130 De Normandie Way, Martinez, CA 94553 **NOTE: A \$25 FEE WILL BE CHARGED FOR ALL RETURNED CHECKS.**

CREDIT CARD PAYMENT: Send an e-mail to inslifer21@gmail.com and Rae Lynn will send you an invoice

REFUND POLICY: No Refunds on cancellations after September 1, 2022 To receive a full refund, the request must be in writing and received on or before September 1, 2022

EDUCATION & EVENT OPTIONS –October 7, 2022 – See page 3 for complete Course details.

Pick	Time	Description	Instructor/Organizer	CE Credits?	Cost
FRIDAY – OCTOBER 7, 2022					
<input type="checkbox"/>	8 AM TO 12 PM	Advanced CLP – Resilience	Tish Riley, CIIP, DAE, CLP	No	Class Free \$ Student Guide from IAIP \$80
<input type="checkbox"/>	8 AM TO 11 AM	Ethics in the Workplace	Gina Thomas Patterson, CISR-Elite, CPIW, CLP, DAE	Yes -3 in CA	No Cost for CE \$25 Student Guide if taking for IAIP Credit towards a designation
<input type="checkbox"/>	8:45 AM TO 9:45 AM	Handling Crisis Mode During and After the Pandemic	Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP	No	No Cost
<input type="checkbox"/>	9 AM TO 12 PM	Day of the Dead Mask Decorating	Regina Lemanowicz	No	No Cost – Just bring your enthusiasm and creativity
<input type="checkbox"/>	10 AM TO 12 PM	Everything You Ever Wanted to Know About Business Interruption (but were afraid to ask)	Tim Larsen, Assoc. General Counsel - Greenspan	Yes – 2 in CA	No Cost
<input type="checkbox"/>	5 PM TO 6 PM	Day of the Dead Mask Decorating	Regina Lemanowicz	No	No Cost – Just bring your enthusiasm and creativity
SATURDAY – OCTOBER 8, 2022					
<input type="checkbox"/>	3 PM TO 4 PM	Ruby Hill Winery – Tasting	Host Association		\$25 Per Person
<input type="checkbox"/>	5 PM TO 7:30 PM	Bon Voyage Dinner - Location TBD	Host Association		No Host

The CLP class student guide must be purchased at www.internationalinsuranceprofessionals.org, prior to class



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EDUCATION OPTIONS – October 7, 2022

8 AM – 12 PM – **ADVANCED CLP – RESILIENCE**

Instructor: Tish Riley, CIIP, DAE, CLP

Resilience is the process of bouncing back after adversity. Having resilience doesn't mean you can prevent adversity, but that you can bounce back from difficult circumstances and experiences. Resilience is not extraordinary or unattainable; everyone can learn how to build resilience. Staying firm and flexible is the key. We'll look at where you want to be firm and how you want to be flexible when faced with events that shake you. Successful completion of this course will increase your knowledge and ability to bounce back from adversity, build your self-esteem as a foundation of resilience, make and maintain connections to build resilience, accept and embrace change, use flexible thinking to overcome obstacles, and implement stress management and relaxation strategies to maintain resilience. Online post-exam included in price. This course qualifies for four IAIP Education hours for CLP renewal, and the CLP-A designation.

The CLP class student guide must be purchased at www.internationalinsuranceprofessionals.org, prior to class

8 AM TO 11 AM - **ETHICS IN THE WORKPLACE (3 CE- CA)**

Instructor: Gina Thomas Patterson, CISR Elite, CPIW, DAE, CLP - Roanoke Insurance Group, Inc.

Being ethical does not mean following your feelings. Your feelings can misdirect you. In this course you will explore how workplace ethics should be developed, how to create the standards and policies that support them and how to deal with problems where ethics are concerned.

If taking class for IAIP credits students must purchase class materials from the IAIP website. Contact instructor for additional hour required for IAIP credits. No need to purchase class materials for CE credits only.

8:45 AM TO 9:45 AM - **HANDLING CRISIS MODE DURING AND AFTER THE PANDEMIC**

Instructor: Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP - Charles Dunn Company

In normal times companies face numerous improbabilities of varying significance and can handle these in a number of ways. Managers deal with challenges by relying on traditional standard processes. These are designed to reduce uncertainty and support estimated bets to manage the risks. In a crisis such as the pandemic, however, uncertainty can reach extreme levels, and the normal way of working becomes overtaxed and standard processes, thrown out the window. So, how do we handle crisis mode during these times? Then, what about afterward, when coming out of the pandemic, what is the aftermath and how do we handle it.

10 AM TO 12 PM - **“EVERYTHING YOU EVER WANTED TO KNOW ABOUT BUSINESS INTERRUPTION (BUT WERE AFRAID TO ASK)” - (2 CE- CA)**

Instructor: Tim Larson, Associate General Counsel – The Greenspan Co./Adjusters International

This course begins with foundational business interruption concepts. Building on the basics, Tim will then delve into more nuanced aspects of BI claims, covering a broad swath of real-world scenarios, illustrated with stories from the trenches. A few of the concepts included in this course:

1. What does "fully covered" mean;
2. Applying coinsurance - what values should be used;
3. Ordinary payroll exclusions – what is ordinary payroll;
4. Reclassifying asset purchases as expenses;
5. And much more



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LEISURE/MEALS

The Friday Night Welcome Party, Saturday Continental Breakfast and Saturday Leadership & Awards Lunch are included in your registration fee. All other meals are on your own.

For any meals not included, Bishop Grill is in the hotel and there are a number of restaurants in the shopping mall located next to the hotel.

COMMUNITY ACTION PROJECT - FBI Citizens Academy Alumni Association - The mission of the association is to foster the special connection between FBI Citizen Academy graduates and the FBI in working for an informed and safer community. Some of the organizations the SF Bay chapter collaborates with are:

HEART (Human Empowerment Art) an art contest initiative by the FBI, Consulate General of Mexico, Love Never Fails, SF Collaborative Against Human Trafficking and Coalition to End Human Trafficking. Their members also volunteer annually with Freedom House’s Gala to raise fund to support shelter operation for victims of human trafficking. <https://fbisfcaaa.org/>

SILENT AUCTION THEME: ROAD TRIP!!

Bring a backpack or travel tote loaded with all the items for a great road trip. No baskets please, the idea is the winner can just grab and go! Please include a description of the contents of your offering as well as an estimated value. Please deliver your auction item to The Welcome Party room by 5:30 pm Friday Night

ATTIRE

Dress for all seminars and business meetings will be Business Casual – no jeans or shorts

Friday Welcome Party – “Day of the Dead”- Wear your best DOTD Costume or Business Casual Attire

Saturday Leadership & Awards Lunch – “Road to Resilience” – Business Casual Attire

CLIMATE Average daytime temperature in October is in the upper 70’s to low 80’s with the evening temperature in the mid 60’s. Meeting rooms can be very cold, bring a sweater or wrap!

HOTEL INFORMATION

San Ramon Marriott, 2600 Bishop Drive, San Ramon, CA 94583

 *Note: This is a Pet Friendly Hotel!!*

Room Rate: \$149 per night - Available October 6 to 9, 2022

Last date to book at the conference rate: September 8, 2022

To make your reservations online use this link: [Book your group rate for SFIP Oct2022](#)

Or call the hotel at: 925-867-9200 and use the code: SFIP Oct2022



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AGENDA AT A GLANCE

Activity	Time	Room
Thursday, October 6, 2022		
Check into Hotel		
Friday, October 7, 2022		
Registration / Credentials	7 am to 1 pm	After 1 pm – Visit the Hospitality Suite
Education Sessions	8 am to 12 pm	Various Rooms
Day of the Dead Mask Decorating	9 am to 12 pm and 5 pm to 6 pm	
Lunch on Your Own	12 pm to 1 pm	
First Business Session – Including CWC Speak-Off	1 pm to 4:30 pm	
Delegates Briefing - ALL DELEGATES AND ALTERNATES Must attend	4:30 pm to 5 pm	
Welcome Party – “Day of the Dead”, Exhibitors & Silent Auction	6 pm to 10 pm	
Saturday, October 8, 2022		
Breakfast – Hotel	7 am to 8 am	
Second Business Session	8 am to 2 pm	
Leadership & Awards Lunch – “Road to Resilience”	12 pm to 2 pm	
Ruby Hills Wine Tasting – at the Winery	3 pm to 4 pm	Ruby Hills Winery
No Host - Bon Voyage Dinner	5 pm to 7:30 pm	Location TBD



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AREA GUIDE:

- There is a shopping center adjoining the hotel – The Shops at Bishop Ranch, including a Target and Whole Foods Market and lots of dining options.
- Two small casinos within 20 miles – The Park West 580 and Livermore; A much larger casino, The Graton Resort & Casino in Rohnert Park is 77 miles away
- Close to multiple wineries in the Livermore Valley Area - <https://www.lvwine.org/>
NOTE: If you plan on doing wine tasting, reservations are required and there is a fee for tastings that varies by winery, typically less than \$25. Be sure to ask if they credit the tasting fee if you purchase wine.
- San Francisco is approximately 35 miles from the hotel:
 - An easy BART ride away. Fare from Dublin/Pleasanton BART to EMBARCADERO in San Francisco is: \$13.20 Roundtrip. To see when the trains run, use this link: <https://www.bart.gov/planner> and you can use the Muni Bus system to get to Tourist areas like Pier 39, Fisherman’s Wharf or Golden Gate Park - <https://www.sfmta.com/getting-around-san-francisco>
You can also purchase a Visitor Passport - <https://www.sfmta.com/fares/1-day-visitor-passport> which allows you to ride the buses and cable cars all day for a flat fee of \$13.00 (FYI just one way on a cable car is \$8.00 regular fare)
 - If you have a car you can drive into the city, just be aware – the Toll for the Bay Bridge is \$7.00 and parking in SF be expensive, depending on where you go it can be as high as \$50 (Pier 39 is \$10 an hour weekdays and \$12 an hour on weekends). Fisherman’s Wharf is up to \$35.
 - If you do want to explore San Francisco check out: <https://www.sftravel.com/>
- St. Helena in Napa Wine Country is approximately 70 miles from the hotel and has great wineries, restaurants, and shops. <https://www.sthelenacom/>
NOTE: If you plan on doing wine tasting, reservations are required and there is a fee for tastings that varies by winery and typically more expensive than the Livermore wineries up to \$50 or more depending on the experience selected. Be sure to ask if they credit the tasting fee if you purchase wine.