

1998-1999

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President's Message...

HAPPY NEW YEAR!

As we turn the calendar to 1999, we actually are in the middle of the 1998-99 chapter year. At this point in time, I thought it

"The Iowa Chapter is your chapter. I encourage your participation and attendance!"

would be a good idea to review where the

chapter has been this year where we are going as we strive for continued local, regional and national recognition.

Thus far, the Iowa Chapter has held four monthly meetings, distributed four monthly newsletters, conducted an I-Day (with record attendance of 235), have two members serving national committees, volunteered with staffing



GREG MAUK
PRESIDENT 1998 - 1999

the Fire Safety Trailer, conducted a new designee conferment for the fifty-one new designees, placed an ad in

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VOLUNTEERS NEEDED!!

The Candidate Recruitment and Development Committee is planning to have a booth at the CPCU testing site in the Olmsted Center at Drake University during the January 1999 CPCU exams.

We will be providing information regarding the CPCU designation and

other IIA programs to Drake University students and CPCU candidates as they leave their exams. We are looking for volunteers to staff the booth on each of the following days:

Monday, January 25, 1998
10:00 A.M. - 12:00 P.M.

3:00 P.M. - 5:00 P.M.

Tuesday, January 26, 1998
10:00 A.M.- 12:00 P.M.
3:00 P.M.- 5:00 P.M.

Please contact Kevin Seward at (515) 225-5699 to volunteer.

CONTINUING PROFESSIONAL DEVELOPMENT REMINDER

You don't want to be the one who kept the chapter from getting the **Society President's Award** just because you didn't get around to sending in your CPD Application, do you?

It's quick and easy- I just did it myself. You don't have to verify your points (the Society does a random check of veracity) just list them and total up your points.

This should be of special note to those who got their **designation in Hawaii**- your automatic qualification runs out this year.

Here are some ways in which you might have accumulated many points: (you **need a total of 60** in the last year, or in the last two years for first time qualifiers):



Pass national insurance related **exam** (40 points)



Complete 3 credit hour university course in insurance or **business related subject** (37 1/2 points)



Attend 8 **chapter meetings** (8 points)



Attend 6 hour **educational meeting** of CPCU Society or other insurance organizations (6 points)

There should be enough of us who have earned the 60 points to make the **20% of membership** required to qualify for the award. All that is needed is to have the applications sent in (they were distributed with a recent Chapter-Gram). Just do it!

If you have questions concerning CPD qualifying, call Mike Murray at 271-3117 or e-mail to Michael.Murray@Drake.edu (I probably don't know the answer, but we could have a nice chat anyhow, and figure out how to get the answer).



CPCU Society **annual meeting** (20 points)

Our chapter has a site on the World Wide Web. Check it out at <http://www.cpcu-iowa.org>.

(We have over 1,500 hits!)

Congratulations to Lloyd Sanbulte, CPCU
The Iowa Chapter is the recipient of a 1998 Research Award for Excellence. Download the paper from the chapter web site

GOOD WORKS PROJECTS . . .

Thanks so much for the overwhelming support for the Food Pantry at the December Living History Farms meeting. The cash and the non-perishable food items were enthusiastically received by the Des Moines Area Religious Council Food Pantry.

The Iowa CPCU Chapter supplemented the individual member donations with an additional \$100 cash donation.

The Iowa CPCU Chapter pursues several Good Works projects every year. Please contact Vicki Stanley at 993-5567 or Nancy Green at 280-2850 with ideas for any new Good Works projects.

From The Prez.....

(Continued from page 1)

The Des Moines Register recognizing the new designees and renamed one of the two Drake scholarships The Theodore "Ted" Lussem Achievement Scholarship.

I encourage your continued attendance and participation at chapter meetings and with chapter activities. We need as many members as possible to complete the Continuing Professional Development paperwork (we believe members have qualified for this recognition, they just haven't completed the paperwork), notify us when you make an insurance presentation to a non-insurance group (this will help us with the industry visibility requirement) and volunteer this Spring

when the Fire Safety Trailer returns to Des Moines and West Des Moines elementary schools.

The mission of the Iowa Chapter is to promote continuing education, professionalism, industry visibility and ethics. As one of our over 500 members, you can help us achieve these objectives. Thank you for your support!

Happy New Year!

Electronic Commerce and the Future of the Financial Services Industry

Do you believe that within five years, discrete banks, insurers, and brokers will have all but disappeared? They'll be replaced by a new form of competitors that will turn the age-old financial services concepts on their heads? Whether you agree or disagree, now is the time to learn more about the issues surrounding this hot topic through a special satellite broadcast by the CPCU Society on February 2, 1999 from 12:00 to 3:30 at the Farm Bureau Auditorium.

The first panel discussion will be on the Future Effects on Industry Commerce. The second panel discussion will be on the Future Effects for Consumers.

The broadcast will be filed for two CE credits. Conference attendees can earn three CPD credits. Registration fees are \$85 CPCU Society members, \$80 CPD Qualified members and \$109 non-members.

To register, or for more information, contact the CPCU Society at (800) 932-2728 or Jo Ann Olson at

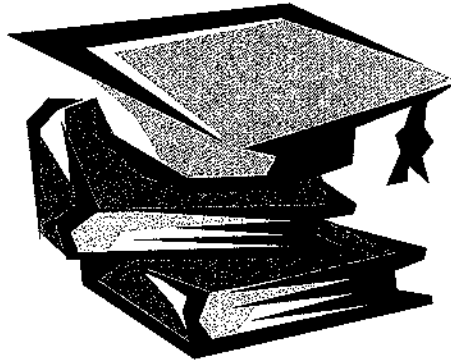
RISK MANAGEMENT COURSES

Two totally different Risk Management study groups are now being formed.

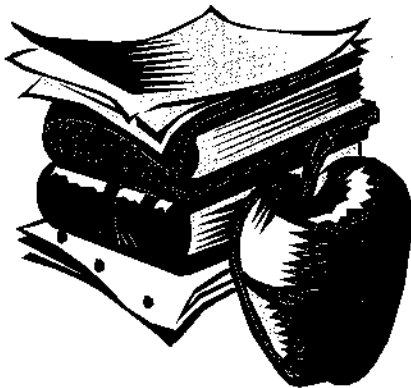
INTRODUCTION-TO RISK MANAGEMENT is one of the newer courses being offered by the Insurance Institute of America. It is designed primarily for those new to the study of Risk Management. It is appropriate for newcomers to the business as well as more experienced "students" with no formal "RM" education.

Sponsored by the Insurance Association of Greater Des Moines, this "short course" lasts only 8 weeks including the test, given when "requested".

The first night will be Monday February 15,



1998 at 3:30 meeting at Brooks-Lussem Insurance conference room - The total cost is \$55, which includes Text & Tests. (No local fees)



RISK MANAGEMENT 4 will also be available if there is enough interest. This course is part of a 3-semester course leading to the "ARM" designation.

Plans tentatively call for sessions to be on Tuesday's at 3:30 at

the Reynolds & Reynolds offices, 300 Walnut in Suite 200. The costs of books is about \$100 with another \$86 for the National Exam on May 3, 1999. (No local fees will be charged)

Because this is a 13-week traditional format, the starting date will be around January 25th in order to cover the subject matter.

If you have an interest in either of these new programs contact Ted Lussem at 243-4289.



VOLUNTEER SIGN UP SHEET OF DES - GOLF AROUND DES MOINES

WHAT: March of Dimes - Golf Around Des Moines

WHERE: Merle Hay Mall

WHEN: Sunday, January 31, 1999 Saturday, February 6, 1999

THE EVENT: Golf Around Des Moines is a unique miniature golf course that will captivate all passersby. Up to 18 builders will design imaginative and challenging holes portraying the spirit of Iowa. Over 20,000 participants are expected to putt through themes like "Bridges of Madison County," "The Field of Dreams," in the downtown buildings, up around Sec Taylor Stadium and into the Des Moines River in remembrance of the Flood of 1993.

VOLUNTEERS: Help will be needed to collect money, distribute golf clubs, oversee golf holes, and collect golf clubs at the end of the course. Volunteers will be provided with free event T-shirts and a free family pack of golf tickets. Six volunteers are needed for each shift.

YES, I'd like to volunteer for the March of Dimes - Golf Around Des Moines

Name

Address

City State Zip

Day phone number

Evening phone number

Check the dates and times you prefer.

SUNDAY, 1/31/99
4:15 PM - 6:15 PM

SATURDAY, 2/6/99
9:30 am - 12:30 PM

Please send, fax or call back to:

Vicki Stanley, CPCU
Brenton Insurance
PO Box 157
Adel, IA 5003

FAX 993-4555

PHONE 993-5567

January 1999 Chapter Meeting

WHEN: January 21, 1999
11:30 - 1:00

WHERE: Des Moines Golf and Country
Club

COST: \$15

Our speaker is Robert Jester from Jester Insurance Services. He will talk on the risk management issues surrounding the U.S. Seniors Open to be held at the Des Moines Golf and Country Club in 1999.

Questions: Contact Bruce Kelley (515)
280-2950



Make your checks payable to: The Iowa Chapter of CPCU

Send to:

Judith A. Brannon, CPCU
Guidant Insurance Group
1111 Ashworth Rd.
West Des Moines, IA 50265

Name(s):

Company:

Total \$ Enclosed: