



Iowa Chapter Gram

CPCU Society Iowa Chapter

March 2001

www.cpcu-iowa.org

2000-2001

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President's Message ...

This is the 7th President's Message I have written with 2 more to go this chapter year. 7/9ths or almost 80% done. This also means that the chapter year is almost 80% done, too.

It is not too early to reflect that this will be a very successful year for the chapter and for the members that have participated in chapter events. Our premiere event, I-Day, was outstanding as were all of the other chapter meetings. Many thanks to all of the volunteers and participants that have given so much time and shared their talent with us all.

But it is time for the final stretch to the finish line, the last 20% in this case. We need to focus on the remaining 20% to cap a great year. That focus could take the form of making a commitment to attend the remainder of the chapter's meetings, to bring a friend to a meeting and/or to volunteer for chapter service. This is a great way to reach the finish line.

This concept can be applied to other areas of our busy lives. All of us have things in our lives 80% done and for any number of reasons (some are even valid). But we need to complete the race. If you have things in your life that are 80% done consider making a commitment to yourself to get to the finish line.

Even better, reach out to those around you that may need a push to get their finish line. Someone that has slowed or stopped their progress toward the CPCU or IIA designation may need a little help to get back on track.. Didn't someone encourage you? We all need a friend at times.

Our national society is in need of volunteers to be personal sponsors. The process is simple:

- A member notifies the Society that he or she wants to be a sponsor (mentor). *or*
- A candidate notifies the Society requesting a sponsor (mentor).
- The name is entered in to the Society database.
- A letter is sent to the requestor acknowledging that the request has been received and is being sent to his or her local chapter. (The candidate is informed of the chapter and candidate recruitment chairman of that chapter.)
- Monthly updated sponsor/candidate lists will be sent to chapters (beginning in February 2001)
- The chapter matches up its sponsors with candidates.
- Chapters contact the Society to request a sponsor kit once a



Robert D. Conroy
President 2000-2001

match has been completed.

To be a personal sponsor or to find a personal sponsor send an E-mail to membercenter@cpcusociety.org. (Please place personal sponsor program in the subject line of the e-mail.)

As CPCUs we know how to cross the finish line. Here is your chance to help someone else reach it too.

Think Spring!

50th Anniversary Items For Sale

To help celebrate the 50th anniversary of the Iowa Chapter, we are offering the following items for sale.

Make check payable to: Iowa Chapter CPCU

Shirt

100% combed cotton button down Khaki w/black interior collar. Great for business casual. \$36.00 each.

Sizes---Men—M, L, XL, XXL Women’s—S, M, L, XL

Portfolio

Zippered black portfolio with calculator. Room for papers, business cards, etc.. Classic look. \$20.00 each.

Desk Mug

Smoke colored 14 oz. Director office mug. \$10.00 each

Commuter Mug

Stainless Steel 16 oz. travel mug. \$10.00 each.

All items will have the 50th Anniversary logo attached.

-----DETATCH AND MAIL WITH CHECK-----

Send order to:

Jeff Jeffus CPCU

PO Box 1848

Des Moines, Iowa 50306-1848

Your Name _____

Address _____

City/Town _____ Zip _____

Company _____ Phone # _____

ITEM	Quantity	Men/Women	SIZE	COST	TOTAL
SHIRT				X\$36 each	
PORTFOLIO		-----		X\$20 each	
DESK MUG		-----		X\$10 each	
TRAVEL MUG		-----		X\$10 each	
				TOTAL	\$

Help Wanted

There is an opening for the ChapterGram Editor for our Chapter, beginning September 2001. Responsibilities include gathering articles for publication for our monthly ChapterGram, formatting the articles for print, and e-mailing the finished product for printing and distribution..

This is a great opportunity to meet other Chapter members and get involved in the CPCU Chapter.

If interested or to find out more information, please contact Judy Brannon at jbrannon@guidemail.com or 267-5346.

Iowa Insurance Story Exhibit

Iowa Insurance Story Exhibit “We Got You Covered” will close on April 1, 2001. It has been on display for 9 years.

Think Spring!

**Our Golf Outing is May 23, 2001.
See page 4 for details.**

Have you Found Your Foursome Yet?

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

Please see the site for our Chapter Officer, Director & Chairs list, past ChapterGrams, and other news and updates.



Future Chapter Meetings

Please mark your calendars for the following meetings:

March 22 , 2001	Educational Event	Drake University
April 17, 2001	Homeowners 2000	GuideOne Ins
April 19, 2001	Farm Safety 4 Just Kids	Machine Shed
May 17, 2001	Iowa Ins. Hall of Fame Dinner	Drake University
May 23, 2001	Golf Outing	Willow Creek

Golf Outing scheduled for May 23, 2001

Please make plans now to attend the annual golf outing scheduled for **Wednesday, May 23, 2001** at Willow Creek golf course in West Des Moines. In order to have the planned shot gun start, we need **100** golfers.

Start planning now on getting your foursome together for an afternoon start, followed by an evening dinner and installation of Officers. Please contact Steve Peterson at 276-8521x13 or stpete@safeco.com with any questions.

Iowa Chapter

1952 - 2002

CPCU Society Booth at Drake

The CPCU Society Booth at Drake Olmsted center on January 22th and 23rd had 98 visitors. Thanks to the volunteers who staffed the booth, the Olmsted Center and Kelley. Insurance center staff for their cooperation in making the booth a success. Students drew for prizes which were items from the CPCU Society Shop. Congratulations to each of the following individuals who won a prize.

Rick Brown	Farm Bureau	Travel Mug
Angie Plagman	Farm Bureau	Travel Mug
Angelique Samstrom	Farmland Insurance	Sweatshirt
Pat Wolf	Allied Insurance	Travel Mug
Dan Behrens	Allied Insurance	Canvas Bag
Leslie Hansen	St Paul	T Shirt
Sandy Neville	Allied Insurance	Meeting Folder
Lisa Bielser	GuideOne	Travel Mug
Pam Bryan	Grinnell Mutual	Canvas Bag
John Felson	Employers Mutual	Meeting Folder
Lisa Letourneau	Allied Insurance	Sweatshirt
Kirk Rathjen	Merchants Bonding	Travel Mug
Jeff Kesselring	St Paul	Canvas Bag
Dawn Sassatelli	IMT	T Shirt
Ron Tryon	Farm Bureau	Canvas Bag
Jim Hock	St Paul	Travel Mug
Martha Wilson	Employers Mutual	Meeting Folder

IOWA CHAPTER CPCU SOCIETY MEETING –March 22, 2001

**IOWA CHAPTER CPCU SOCIETY
AND THE
KELLEY INSURANCE CENTER
Present**

March Educational Seminar : Ethics, Privacy & Gramm-Leach-Bliley

Date & Time: Thursday, March 22

Registration and Continental Breakfast: 7:30 a.m.

Program: 8:00 to 10:00 a.m.

Location: Olmsted Center, Drake University

Cost: \$25.00 per person

Questions to: Dean Zingg CPCU 515-271-4501
dean.zingg@drake.edu

Please register via the Kelley Insurance Center website: www.cbpa.drake.edu/kic
Click on "Course Offerings"

Registration deadline: March 19, 2001

Registration may be paid by credit card or by check.

April 17, 2001

from the Drafters to you!

If you want to know about the ins and outs of the new Homeowners policy and optional endorsements from the people at ISO who virtually wrote the book on Homeowners Insurance. At the end of this seminar, you will better understand the underwriting intent and reasons for the changes.

There will be detailed analyses of the changes to the business and motor vehicle definitions, coverage grants, exclusions and exceptions to the exclusions.

You will also learn about the:

New definition of "Insured" and how it accommodates students living away from home;

New treatment of personal property of guests and property at other residences;

Increased Coverage C Special Limits;

Increased Coverage D limit;

Increased Limit and Broadened Coverage for Removal of Fallen Trees;

New definition of Collapse;

The changes to the perils of:

Accidental Discharge of Water or Steam;

Freezing and Smoke;

Mold, Fungus and West Rot; and

Vandalism or Malicious Mischief;

Section I Property Exclusion for Earth Movement and Water Damage; and

Section II Liability Exclusion for Expected or Intended Injury

New and Revised Optional Endorsements to be Discussed

ISO Staff will also discuss the new revised optional endorsements and the rules of application and loss costs associated with them.

Some of the new endorsements accommodate:

- An insured's relatives who reside in an Assisted Living Care facility;
- An insured's live-in companion;
- Scheduled Property Agreed Value Coverage;
- Physical Damage Coverage for Owned Motorized Golf Carts;
- A Residence Held in Trust; and
- Condo Unit owners when both unit owner and condo association insure the same building parts.

The HomeBiz Options Too!

The program concludes with an explanation of the eight new "HomeBiz" optional endorsements and related rules and loss costs that accommodate:

- Various types of Additional Insureds;
- A Liquor Liability and Personal Advertising Injury exclusion;
- Increased Limits and Special "Open Perils" Coverage for Valuable Papers and Records; and
- Special "Open Perils" Coverage for Spoilage of Perishable stock.

Iowa Chapter CPCU presents

ISO's HOMEOWNERS 2000

Tuesday, April 17, 2001

Registration: 8:00 a.m. Seminar: 8:30 a.m. to 12:30 p.m.

GuideOne Insurance, 1025 Ashworth Road, West Des Moines, IA

4th floor, rooms L&D 1& 2

A review of the October 2000 edition of the ISO Homeowners Program, presented by Ralph Maffei, Senior Advisor to the Personal Lines Division, ISO. Pending CE Approval.

Learn about

- the ins and outs of the new Homeowners Program from the ISO people who know;
- the reasons behind many of the changes to the policy forms and endorsements;
- an overview of the optional coverage endorsements added to the program

Appropriate for agents, claims adjusters, underwriters, product managers . . .

Cost: \$50.00 per person

Questions to: Judy Brannon (515) 267 5346 jbrannon@guidemail.com

Please call, fax or e-mail reservations by April 12 to:

Judy Brannon Phone: (515) 267 5346

E-mail: jbrannon@guidemail.com Fax: (515) 267-5490

Make checks payable to: Iowa Chapter – CPCU

Mail checks to: Judy Brannon , CPCU

GuideOne Insurance

1111 Ashworth Road AB1

West Des Moines, IA 50265

Name(s): _____

Company: _____ Total Enclosed: \$ _____

Cost: \$50 per person