

Iowa ChapterGram

CPCU Society Iowa Chapter

February 2012

www.cpcu-iowa.org

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CPCU Society Social Media



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Upcoming Events

February 16, 2012 11:30 am	Embassy Suites on the River	Speaker: Aaron Brandenburg, NAIC Hot Topics at the NAIC
March 7, 2012 8:00 am	Drake University	Ethics Day
April 19, 2012 11:30 am	Holiday Inn - Mercy Campus	Speaker: Frank Bigley, Farmers Mutual Hail Insurance Reinsurance & Catastrophes

Message from the President

Winter has finally decided to come to Iowa. The January CPCU luncheon was on the coldest day of the year, yet we still had 77 members brave the cold. I challenged everyone in the previous ChapterGram to help us reach 80 in attendance, and we almost made it. The meeting was at the Jordan Creek Holiday Inn and Dana Ramundt, President of The Dana Company, did an excellent job informing us about the beginning of the Vaughan Institute insurance program at the University of Iowa. We also celebrated our 60th anniversary at the meeting, with chapter historian Brad Fels giving an account of the first meeting, which occurred on January 25, 1952.



This month's luncheon will be at the Embassy Suites on the River. The speaker is Aaron Brandenburg from NAIC and he will be updating us on the hot topics at the National Association of Insurance Commissioners. Again, bring a fellow CPCU and let's try and break 80 CPCUs at the luncheon.

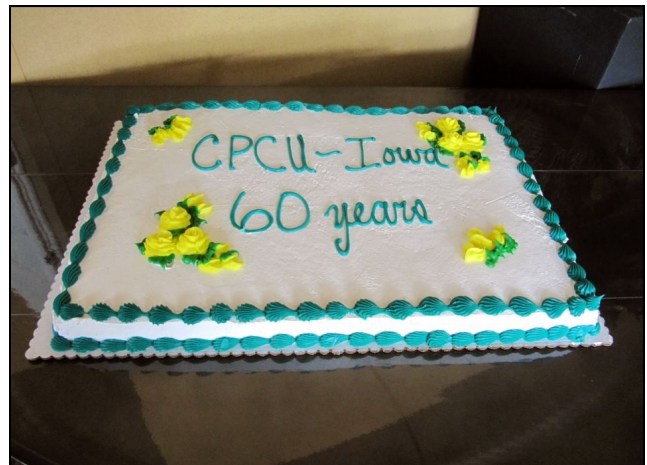
Also, if you know of someone who has contributed to our industry, consider nominating them for the Iowa Insurance Hall of Fame. You can find more information on page 4 of this ChapterGram.

I am also taking nominations for the Iowa Chapter of CPCU Excellence Award. The recipient should portray excellence through dedication to insurance education and professionalism and have made contributions to our CPCU Chapter. For a list of previous recipients and a nomination form, visit our [website](#). Please send your completed nomination form to richard.keith@theimgroup.com.

Keep in mind the CPCU Society's Leadership Summit, which will take place from April 26-28 in Miami, Florida. The Summit includes four full days of leadership excellence, and was attended by almost 400 CPCUs from 130 chapters in 2011. In addition to the technical programs, the Summit features networking events that include leadership luncheon programs and evening receptions. Learn more about the 2012 Leadership Summit at the [CPCU Society website](#).

"The future belongs to those who see possibilities before they become obvious." John Sculley

-- Richard Keith, President, Iowa Chapter



New Designee Spotlight

**Tony Cañas, CPCU, MBA, AU, ARM, ARe, AIC, AINS, CC
Commercial Agribusiness Underwriter
Nationwide Agribusiness**



Shortly after completing my CPCU and MBA in the spring, I found that I needed a productive outlet to utilize the free time I now had on my hands. I quickly became a CPCU Society Champion, allowing me to spend time encouraging potential CPCU candidates to pursue the designation and answering their questions about the program. The time I've spent with candidates at the beginning of their CPCU journey made me realize that I wanted to help on a larger scale, so I applied for and was accepted to serve on the 2012 CPCU Society New Designee Task Force. In addition, I've enjoyed meeting and working with the members of the Iowa Chapter of the CPCU Society, and I was granted the opportunity to serve in the role of chapter photographer.

In March of 2011, I became a member of Toastmasters International (1100 Toastmasters Club), where I completed the Competent Communicator designation in the fall. I'm looking forward to completing the Advanced Communicator Bronze designation as well in the next six months. After becoming the club's VP of Membership, I took a proactive approach to growing the club's membership base by introducing modern flyers hung at ideal locations throughout Nationwide and invitation cards members carry with them to hand out to prospective members. Because our marketing tactics have been so successful, we are considering splitting into two clubs.

Last October, I started a second chapter of Nationwide's Generation Y Associate Resource Group in our Des Moines office. Previously, it existed only at Nationwide Headquarters in Columbus, OH. Once I assembled a group of ambitious young associates, we started brainstorming about how the group could make a difference. We decided to host a monthly speaker to help young professionals at Nationwide broaden their professional horizons and also to host a monthly social event to provide networking with other like-minded employees. We are aiming to help young associates gain the skills and connections necessary to move up in the company. Our first speaker earlier this month was a resounding success, reaching over 200 Nationwide employees in 17 states. We have secured speaking commitments from two of the company's vice presidents who are set to speak in February and March. The success of the group thus far has led to plans of establishing chapters at all of the company's main locations.

In the past few months, I've completed the AU, ARM, and ARe designations, and I plan to continue taking one insurance exam per month until I complete all of the designations that The Institutes offers. Afterwards, I'm planning on starting the CLU designation or a second Masters degree. I like to think of myself as a world-class insurance expert in training. Continuing professional development is a crucial component of success in this industry, which is why I have applied for Nationwide's Emerging Leaders Program. The program allows a select group of employees from across the company to participate in a 10-month leadership training program, mentoring process, and the opportunity to work in projects outside of your area. I'm very excited for this opportunity and should know whether I've been accepted into the class of 2012 in the next couple of weeks.

When I'm not studying for exams or working with one of the aforementioned organizations, I spend much of my free time reading and playing chess. Last year, I set a goal of reading 35 books and I ended up reading 111. This year, I've set the bar to 80. Overall, I'm really enjoying the opportunities that have come my way in my career thus far, and I'm hoping to spread my professional knowledge, positive outlook, and energy to as many people as possible in the future.

Iowa Insurance Hall of Fame Seeking Nominations

Since its beginning in 1997, the Iowa Insurance Hall of Fame has recognized 72 industry leaders who have made their mark on our industry on a local, national, and world stage. Their leadership and vision have set the standards for others to follow.

The Iowa Insurance Hall of Fame (IIHOF) was formed to celebrate the fact that Iowa's insurance operations have grown to become a leading force within the industry, impacting financial services around the globe. By noting the outstanding individual contributions that formed the backbone of our industry and preserve its integrity today, the IIHOF hopes to inspire a vision of unrivaled success for the next generation of insurance industry leaders.



But there is a problem - unless they are nominated, those that you are sure should be included will never be inducted. Each year, someone asks why a particular "pillar" of our industry was not inducted. The answer is simple - they were not nominated.

You can help the IIHOF in this very important program. To do so, please go to their web site at www.iihof.org and click on "Nominations." The nomination form lists the information needed for a nomination to be considered.

The deadline for submissions is March 1, 2012, and the annual induction event will be held on May 16, 2012, at Drake University's Olmsted Center. As a part of this year's induction program, two more "Iowa Insurance Hall of Fame" scholarships will be presented.

If you have any questions or concerns, contact Jeff Jeffus at 223-9438 or e-mail at jeff.jeffus@stateauto.com. Thank you for your continued support of the Iowa Insurance Hall of Fame.



2012 CPCU Events

March 7, 2012
8:00 am

Drake University

Ethics Day

April 19, 2012
11:30 am

Holiday Inn - Mercy Campus

Speaker: Frank Bigley, Farmers
Mutual Hail Insurance Co.
Reinsurance & Catastrophes

May 17, 2012
7:30 am

Des Moines Golf &
Country Club

Speaker: Barbara Cox
P&C Guaranty Funds

Dr. Terri Vaughan Named Chair of Joint Forum

Dr. Terri Vaughan, CPCU, has been named the Chair of the International Joint Forum, which was established in 1996 under the aegis of the Basel Committee on Banking Supervision (BCBS), the International Organization of Securities Commissions (IOSCO), and the International Association of Insurance Supervisors (IAIS) to deal with issues common to the banking, securities, and insurance sectors. Ms. Vaughan currently serves as CEO of the National Association of Insurance Commissioners (NAIC) and is a member of the CPCU Society Iowa Chapter. She was inducted into the Iowa Insurance Hall of Fame in 2003, and received the Iowa Chapter Burkhalter Award in 2009.



2012 Scholarship News for Iowa Chapter Members

This spring, the Iowa Chapter of CPCU will again be awarding up to two \$1,500 scholarships, one of which is the Ted Lussem Scholarship, to Iowa Chapter members and/or their dependents. This has been a very successful program and we are glad to continue to offer this opportunity to our members.

The scholarships are available to graduate and undergraduate students. To be eligible, graduate applicants must be an Iowa Chapter of CPCU member and attend an accredited graduate college or university. For undergraduate applicants to be eligible, they must be an Iowa Chapter of CPCU member or a dependent of a member, be a sophomore, junior, or senior attending a four-year accredited college or university, and maintain an overall GPA of at least 2.75 on a 4.0 scale.

Preference will be given to students majoring in insurance or an insurance-related area of study.

Note: The undergraduate scholarship can also be used by a current Iowa Chapter member that is pursuing a four-year degree.

Please use the applicable form provided in this ChapterGram. The forms are also available on our website at www.cpcu-iowa.org. Applications should be sent to Doug Nuehring by March 9, 2012.

Please note: An important change was recently made to the scholarship criteria, and the applicant is no longer required to attend a college or university in the state of Iowa.

Undergraduate Scholarship Application

Iowa Chapter of CPCU
2012 Undergraduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition during recipient's sophomore, junior, or senior year.
Amount may be applied to spring, summer, or fall tuition.

Eligibility:

- a. Iowa Chapter of CPCU members or one of their dependents; and,
- b. Sophomores, juniors, or seniors attending a four-year accredited college or university; and,
- c. Maintaining an overall G.P.A. of at least 2.75 on a 4.0 scale. Preference will be given to students majoring in business and/or insurance-related area of study.

Applicant Name: _____

Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Permanent Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Email Address: _____ CPCU Member Name _____

Year in school: Sophomore / Junior / Senior

Major: _____ Minor: _____

Grade Point Average: _____ Anticipated Graduation Date: _____

Please complete and return this form and the following information by Friday, March 9, 2012:

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history and other information you believe is important for consideration.
2. A statement explaining your career goals and your thoughts about why you are deserving of consideration for this scholarship award. Also, if you are majoring in or have an emphasis in insurance, please explain your interest in that career path and list the insurance courses that you have taken or plan to take.

Please mail the completed application, résumé, and statement to:

Doug Nuehring, CPCU
Iowa Chapter of CPCU
c/o EMC Insurance Companies
Box 712
Des Moines, IA 50306-0712

Alternatively, you can email the documents to "Doug.W.Nuehring@EMCIns.com".

Graduate Scholarship Application

Iowa Chapter of CPCU
2012 Graduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition at an accredited graduate college or university.
Amount may be applied to spring, summer, or fall tuition.

Eligibility:

- a. Iowa Chapter of CPCU members only; and,
- b. Attending an accredited graduate college or university

Applicant Name: _____

Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Permanent Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Email Address: _____ Graduate Program: _____

Please complete and return this form and the following information by Friday, March 9, 2012:

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history, and other information you believe is important for consideration.
2. A statement explaining your career goals and your thoughts about why you are deserving of consideration for this scholarship award. Please state why your graduate degree will help you on your path to your career goals. Also, please list graduate level insurance courses you have taken or plan to take.

Please mail the completed application, résumé, and statement to:

Doug Nuehring, CPCU
Iowa Chapter of CPCU
c/o EMC Insurance Companies
Box 712
Des Moines, IA 50306-0712

Alternatively, you can email the documents to "Doug.W.Nuehring@EMCIns.com".

Chapter Meeting

Date & Time Thursday, February 16. 11:30 am

Location Embassy Suites Des Moines - On the River ([map](#))

Speaker Aaron Brandenburg, CPCU, ARM

Topic Hot Topics at the National Association of Insurance Commissioners

Topic: Mr. Brandenburg will be speaking about some hot topics at the NAIC, including the impact of rating agency decisions on pricing and capital requirements for P&C insurers and ongoing issues surrounding the National Flood Insurance Program.

Speaker Bio: Aaron L. Brandenburg, CPCU, ARM, is an Economist & Statistical Manager at the NAIC, where he has worked for the past six years. Mr. Brandenburg conducts economic and statistical research for the NAIC and its members on a wide range of issues. He has assisted in the authoring of several NAIC publications, given presentations to many insurance-related groups, and provided support for several NAIC Working Groups. He also oversees the Statistical Information Unit at the NAIC, which is responsible for publishing numerous statistical reports and responds to various insurance-related requests from state and federal officials, academics, media, and industry. His work has involved diverse insurance issues including catastrophic risk, rate regulation, and the economics of insurance.



To enable us to have an accurate count for food purposes, please mail or e-mail reservations by February 10, 2012 to: cpcu-iowa@associationinsight.com

Make checks payable to: Iowa Chapter - CPCU

Mail checks to: Iowa Chapter CPCU
c/o Association Insight
1255 SW Prairie Trail Parkway
Ankeny, IA 50015

Name(s): _____

Company: _____ Total Enclosed: \$ _____
Cost: \$25 per person

To register by credit card, visit our chapter website (www.cpcu-iowa.org) and click on the link on the main page under Events.

For questions about the meeting, not concerning reservations, please call Connie Doud at (515) 724-5092.