



Iowa ChapterGram

Iowa CPCU Society Chapter

February 2013

www.cpcu-iowa.org

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Upcoming Events

February 14, 2013 11:30 am	Glen Oaks Country Club	Speaker: Bob Skow, IIA of Iowa
March 6, 2013 8:00 am	Drake University	Ethics Day
April 18, 2013 11:30 am	Embassy West Jordan Creek	Speaker: John Flahaut Topic: Credit Insurance



CPCU Society Social Media



Message from the President

We had a great turnout for our January meeting downtown at the Embassy Club. We had 86 attendees - outstanding! Our speaker was Callista Gould, a business consultant who gave us proper techniques for networking etiquette, tips on how to remember names, and how to be professional while eating and drinking.

Let's see if we can top our January meeting with an even bigger turnout at this month's meeting. The meeting is Valentine's Day, February 14, at Glen Oaks Country Club. Our speaker will be Bob Skow of the Big I. He will update us on what is going on at the state capital and how it affects our industry. I'm sure it will be an interesting meeting.

I would like to take this opportunity to acknowledge and thank Sam Waters, his assistant Beth Mullen, and GuideOne for taking on the task of scanning all of our chapter's historical records over the last year. We also appreciate the efforts of our historian, Brad Fels, as he works to index the records.

Do you know someone who exemplifies CPCU excellence through dedication to the insurance industry and continued support of the Iowa CPCU Society Chapter? We are currently accepting nominations for the CPCU Excellence Award, and ask that you submit your nominations by March 15. Nominations may be sent to me directly at Connie@fmh.com or by [clicking here](#) to use our online submission form. To review the list of past award recipients, including 2012 Excellence Award Recipient Nancy Green, [click here](#) to visit our website.

Nothing will ever be attempted if all possible objections must first be overcome. - Samuel Johnson

- Connie Doud, CPCU, CCP - President, Iowa CPCU Society Chapter



Callista Gould - January 2013 speaker



Chapter President Connie Doud and
2012 Excellence Award Recipient Nancy Green

New Designee Spotlight

Tim Nielsen, CPCU, FLMI, ACS
Senior Business Systems Manager
GuideOne Insurance

I am always amazed at the variety of backgrounds people have in the insurance industry. Very seldom do you run across someone who, as a kid, said “when I grow up I want to work in insurance.” I was no exception. In college I was chemistry major. It came easy to me and I really enjoyed learning. The greatest benefit I received from chemistry was that it taught me how to problem solve.

In the business world after college, I quickly learned that most people considered themselves to be “firefighters,” always having to put out fires at the office and fix situations. This made the skills I learned in chemistry very handy. There was also the challenge of understanding the industry and business that you were in. Lucky for me that I enjoyed learning as well.

After working in the chemistry field after college, I felt the need to go into our family flower business. I became a Certified Iowa Master Florist. Along the way, I learned a lot about the retail and wholesale business. Being a small family business, I was able to put the handful of business classes from college into practice and really learn the ins and outs of marketing, finance, and management.

Somewhere in this timeframe I met and married the love of my life, Beth. As we started to raise a family, our needs changed. I left the family business and went to work at Principal Financial in the pension area. I continued to problem solve and began work on the LOMA exams to increase my Life and Annuity knowledge. It took seven years to earn the FLMI designation. Through that process, I realized that I enjoyed utilizing spreadsheets and databases to make my life easier.

I changed companies and jobs and became a business systems analyst for EDS, working on the Wellmark Blue Cross/Blue Shield account. After a couple of years, an opening came up near my home in West Des Moines at GuideOne Insurance. As I researched this company, my interest grew when I read their mission of serving churches’ needs around the country. This sounded like a company with a great purpose.

In 2000, I took a job in the Commercial Business Systems area. I took my first CPCU exam in 2003. I passed, but with five small children at home, the time commitment was overwhelming. After a five year break, I started back up with my CPCU exams, feeling the need to really understand the business in order to be more effective at work. Receiving my CPCU designation was a great sense of accomplishment for me both professionally and personally. I believe that every day at work, I draw from something I learned from CPCU.

I currently manage eleven people in the Business Systems area. We are responsible for maintaining and supporting the current needs of the Commercial Underwriting staff as well as other areas impacted. I look forward to attending CPCU monthly meetings and looking into other learning opportunities that the Institutes offer.



Iowa Insurance Hall of Fame Seeking Nominations

Since its beginning in 1997, the Iowa Insurance Hall of Fame (IIHOF) has recognized 77 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 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, 2013, and the annual induction event will be held on May 22, 2013, 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.



Join the Institutes Community

The Institutes has released a new social media site called *The Institutes Community*. On this site, which you can access by [clicking here](#), you can:

- Discuss industry trends, study tips, and career development
- Connect with property-casualty and risk management professionals
- Join or follow discussions on a wide variety of insurance topics, such as a featured group on "Engaging the Next Generation."

2013 CPCU Events

February 14, 2013 11:30 am	Glen Oaks Country Club	Speaker: Bob Skow, IIA of Iowa
March 6, 2013 8:00 am	Drake University	Ethics Day
April 18, 2013 11:30 am	Embassy West Jordan Creek	Speaker: John Flahaut Topic: Credit Insurance
May 16, 2013 7:30 am	Des Moines Golf & Country Club	Speaker: Laure Mardis Topic: Investment Management
May 22, 2013	Drake University	Iowa Insurance Hall of Fame 2013 Induction Ceremony

2013 Scholarship News for Iowa Chapter Members

This spring, the Iowa CPCU Society Chapter 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 CPCU Society Chapter member and attend an accredited graduate college or university. For undergraduate applicants to be eligible, they must be an Iowa CPCU Society Chapter 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 CPCU Society 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 and at the links below. Applications should be sent to Doug Nuehring by March 8, 2013.

- [Undergraduate Scholarship Online Application](#)
- [Graduate Scholarship Online Application](#)

Undergraduate Scholarship Application

Iowa CPCU Society Chapter
2013 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 CPCU Society Chapter 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 8, 2013:

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 CPCU Society Chapter
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 CPCU Society Chapter
2013 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 CPCU Society Chapter 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 8, 2013:

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 CPCU Society Chapter
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 14. 11:30 am

Location Glen Oaks Country Club

Speaker Bob Skow, CPCU, CAE - Independent Insurance Agents of Iowa

Topic Legislative Update

Speaker Bio:

Bob Skow started his insurance career the day after graduation from Drake University. His first job was with Employers Mutual Insurance Companies in claims. Bob joined IMT Insurance Company in 1975 and later purchased his first of three insurance agencies in 1978. He operated Skow Insurance and Real Estate in Guthrie Center, Iowa until 1990, when he joined the Independent Insurance Agents of Iowa Association (IIAI).



When Bob joined IIAI, he was named Director of Education and Governmental Affairs. He also administered the Big "I" agents Errors and Omissions program. Bob began his lobbying career in 1990, and remains active today in the Iowa legislative process. In 1993, he was charged with organizing the state's first health insurance purchasing cooperative, The Independent Health Alliance of Iowa, "A Health Insurance Purchasing Cooperative." It was not a very successful endeavor. Bob was named the Chief Executive Officer of IIAI in 2002, a position he holds today. He earned his Chartered Property Casualty Underwriter designation (CPCU) in 1979 and his Certified Association Executive (CAE) designation in 1996. He was named IIAI Young Agent of the Year in 1984, and served on numerous committees for the organization. Bob was inducted into the Iowa Insurance Hall of Fame in 2007.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by February 8, 2013 to:

debbie.conroy@cpcu-iowa.org

Make checks payable to: Iowa Chapter - CPCU

Mail checks to: Iowa CPCU Society Chapter
Attn: Debra R. Conroy, CIIP, CIC
1000 73rd St Ste 18
Windsor Heights, IA 50324

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 Erin Osier at (515) 223-6998.