

Iowa ChapterGram

Iowa CPCU Society Chapter

April 2013

www.cpcu-iowa.org

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CPCU Society Social Media



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Upcoming Events

| | | |
|----------------------------|-----------------------------------|---|
| 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: Laurie Mardis Topic: Investment Management |
| May 22, 2013 5:00 pm | Drake University | Iowa Insurance Hall of Fame 2013 Induction Ceremony |

Message from the President

As I looked back at my predecessors' April messages, they all announced that spring is here. Alas, as I am writing this message, I don't think I can announce that spring is here, as we are once again receiving snow. Something else has also changed from their messages, which is the announcement of the election of officers. If you remember, last fall we announced changes in our bylaws. In cooperation with the CPCU Society, we have changed from a July 1 fiscal year to a calendar fiscal year. With this change, our officers will now serve a calendar year. To make the transition to this plan, your current officers will continue to serve until December 2013. We will be holding our election of officers in October and the new officers will be installed in November at I-Day. A big thank you goes out to our officers who are serving an 18-month term.



Those who attended Ethics Day at Drake University on March 6 heard an excellent presentation by Jeff Lanza, a retired FBI agent. He spoke on "Leadership Integrity: How to Prevent the Extinction of the Ethical Business Leader" as he shared real-life stories.

This month's meeting will be held at Embassy Club West near Jordan Creek on April 18 at 11:30 a.m. Our speaker will be John Flahaut with One Source Risk Management. He will be speaking about Credit Insurance. This should be an interesting topic. Hopefully by our meeting, spring will have arrived. Come on out and enjoy the weather and the networking with fellow CPCUs. Let's shoot for 70 degrees and 80 attendees.

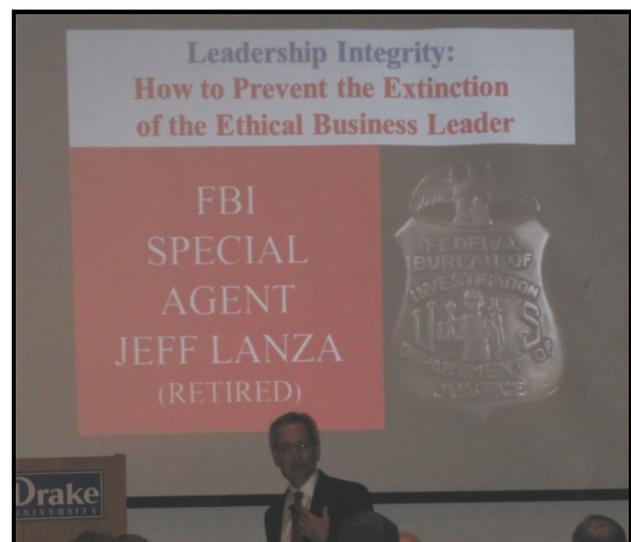
Mark your calendars now for the Annual Iowa Insurance Hall of Fame Ceremony to be held May 22 at Drake University. Our own Richard Keith, Past President, will be inducted. Make your reservations to join us to honor all of the individuals who have made an impact on our industry here in Iowa, and especially to support Richard.

While you have your calendars out, don't forget to save June 13 for our Annual Charity Golf Outing to be held at Legacy Golf Course in Norwalk.

I look forward to seeing you at one of our upcoming meetings or events.

- *Connie Doud, CPCU, CCP*

President, Iowa CPCU Society Chapter



New Designee Spotlight

**Anissa Jama, CPCU, ARe, ARM, AINS, AIS
Pricing Specialist/Trainer
Nationwide Insurance**

I began my career in insurance as the summer pricing intern at Nationwide Insurance while I was working on my undergraduate degree at Drake University. I primarily worked on a multi-state review of Dwelling Fire rates for the independent agency channel. I can still remember the year-long communication with one department of insurance over a rate change. Finals were nothing compared to what seemed like weekly objections from that DOI. Nevertheless, I continued my internship part-time through the school year, and while it was great to have a paid internship, I also decided to pursue a concentration in insurance while working on my actuarial degree. Fortunately for me, Dr. Terri Vaughan (who many know as the former Iowa Insurance Commissioner) returned to teach at Drake for a year, and this was my opportunity to not only take one of her insurance classes, but to perhaps pick up a few tips on how to get that rate change approved!



In 2006, I began my career as a full-time pricing analyst at Nationwide, where I was responsible for pricing personal auto and property products. In March 2012, I transitioned into a training role, providing training for new pricing analysts. I had always been interested in the CPCU; however, I didn't really know where to start until a co-worker pointed me to the resources available through the Institutes. Shortly thereafter, I had registered for and passed CPCU 500. As I progressed through the designation, not only did I learn more about other areas in insurance, but I also wanted to learn more about insurance beyond the designation. Soon I started on the path to earn the Associate in Risk Management (ARM) and the Associate in Reinsurance (ARe). Since completing all the requirements for the CPCU designation in October 2012, I have shared my CPCU experience with co-workers, some of whom are now actively pursuing the designation themselves. I look forward to attending the conferment ceremony in New Orleans later this year, and the opportunity to meet everyone at future chapter meetings.

Outside of work and studying, I like to spend time with my family and travel as much as I can. In June of this year, my fiancé and I will be getting married in Jamaica which will be very exciting as I have never been to the Caribbean.

Remember to Renew Your CPCU Dues

With the recent change in the CPCU Society website, many members are not up to date with their Society dues. To pay your dues online, visit www.cpcusociety.org and click the Sign In link at the top of the page. You will need to create a new user account if you have not done so previously. For more information, contact CPCU Member Resources at (800) 932-CPCU. Thank you for your help in making the Iowa Chapter one of the biggest and best CPCU Society Chapters!



2013 CPCU Events

| | | |
|----------------------------|-----------------------------------|--|
| 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: Laurie Mardis Topic: Investment Management |
| May 22, 2013 5:00 pm | Drake University | Iowa Insurance Hall of Fame 2013 Induction Ceremony |
| June 13, 2013 11 am | Legacy Golf Club | CPCU Charity Golf Event |

Iowa Insurance Hall of Fame 2013 Inductees

The Iowa Insurance Hall of Fame will be inducting five new members at the May 22 ceremony. This year's honorees are:

Richard Keith, CPCU. Richard is the immediate past president of the Iowa CPCU Society Chapter and is President and CEO of The IMT Group. Richard taught INS and CPCU classes at Drake for 18 years and many of us have him to thank for our CPCU designation.

Susan Haack, CPCU. Susan started as an accounting clerk with Iowa Mutual Insurance Company in De Witt, Iowa, in 1990 and was elected President of the company in 2002. In 2008, she assumed her current position as Corporate Secretary and chief risk officer of The Motorists Insurance Group in Columbus, Ohio, which Iowa Mutual became affiliated with in 2003.

Merle 'Bud' Ross, CPCU. For over 45 years, Bud had been active as an independent insurance agent in Dyersville, Iowa. He was involved in his community as Mayor, Chairman of the Dubuque Community School, and participated in the movement to start a hospital in Dyersville, in addition to many other civic programs. Bud retired in 1998.

Susan Voss. Susan had worked for the State of Iowa since 1981 and the Insurance Division since 1993. In 2005, she was appointed as Insurance Commissioner, where she served until the fall of 2012. In 2011, Susan also served as the President of the National Association of Insurance Commissioners.

Clark Bening, CLU, CHFC. Clark had over 50 years of service to the life/financial planning industry, earning a lifetime membership in the Million Dollar Roundtable. His civic and industry participations were numerous. Clark passed away in January 2013 at the age of 81.

Please mark your calendars for May 22 to attend the recognition dinner at Drake University for these exceptional inductees. With three CPCUs being inducted, we should show our support for all of their efforts over the years by signing up to attend. For more information, please go to the Iowa Insurance Hall of Fame web site at www.iihof.org or view the invitation on the following page.

Iowa Insurance Hall of Fame Ceremony Invitation

You

are cordially invited to

attend the Seventeenth Annual

IOWA INSURANCE HALL OF FAME CEREMONY

Honoring these inductees for 2013:

***Clark E. Bening, Susan E. Haack, Richard C. Keith
Merle "Bud" Ross, Susan E. Voss**

**Awarded Posthumously*

Wednesday, May 22, 2013 • Olmsted Center, Drake University

Social 5:00 - Dinner 6:00 - Program 6:45

\$35 per person - Business Dress - Reserved Tables of 8 available for \$350



www.iihof.org

DM-9000368096

**Submit reservations by May 17th to
Melissa Meiners**

**Iowa Insurance Hall of Fame
% Independent Insurance Agents of Iowa
4000 Westown Parkway
West Des Moines, IA 50266
Phone (515) 223-6060**

E-mail: Melissa@IIAIowa.org

2013 Golf Outing Registration Form

Join us for the 2013 CPCU Golf Outing
Thursday, June 13, 2013

[The Legacy Golf Club](#) – Norwalk, Iowa

11:00 AM Shotgun Start

Registration and driving range open at 10:00 AM

Come out and join your fellow CPCUs for an afternoon of fun at the Legacy Golf Club on June 13. This year our chapter will be raising money to support Blank Children's Hospital.

The entry fee includes green fees for 18 holes in a Best Shot format, range balls prior to tee time, use of a cart with GPS and real time scoring, plus dinner after golf. There will be prizes for the place winners in two flights along with contest holes such as longest drive, closest to the pin, and longest putt. You'll also win \$10,000 cash if you can sink a hole-in-one on #5. You could be the big winner!

If you prefer, you can join us for GOLF ONLY or DINNER ONLY as well. If you do not have a complete foursome we will try to match you up. Dinner will begin around 5:00 p.m. and prizes will be awarded during dinner. The registration deadline is Wednesday, June 5, 2013.

Fees may be paid by credit card by registering at <http://cpcu-iowa.org/events/>

Fees may be paid by check by mailing the registration form and check with full payment to:

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

Any questions please contact:

Brian Wright, CPCU, AIAF at 515-345-2686 or e-mail brian.w.wright@emcins.com

Stephanie Wells, CPCU, MPA at 515-508-2497 or e-mail wellss5@nationwide.com

Sarah Middendorf, CPCU, CIC at 515-440-8187 or smiddendorf@chubb.com

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|------------------------|----------------|------------------------|----------------|
| <u>Golfer 1</u> | | <u>Golfer 2</u> | |
| Agency/Company | | Agency/Company | |
| Email: | | Email: | |
| Phone no: | | Phone no: | |
| Golf & Dinner \$80 | Golf Only \$70 | Golf & Dinner \$80 | Golf Only \$70 |
| Dinner Only \$20 | | Dinner Only \$20 | |
| | | | |
| <u>Golfer 3</u> | | <u>Golfer 4</u> | |
| Agency/Company | | Agency/Company | |
| Email: | | Email: | |
| Phone No: | | Phone No: | |
| Golf & Dinner \$80 | Golf Only \$70 | Golf & Dinner \$80 | Golf Only \$70 |
| Dinner Only \$20 | | Dinner Only \$20 | |

Chapter Meeting

Date & Time Thursday, April 18. 11:30 am

Location Embassy Club West - 520 Market Street, West Des Moines ([map](#))

Speaker John Flahaut, One Source Risk Management

Topic Credit Insurance

Speaker Bio:

John Flahaut is Vice President with One Source Risk Management, the premier specialist broker for Credit Insurance and Risk Mitigation products globally. He has over 24 years' experience in the Credit and Financial Services Industry. Previously, John held the position of Regional Vice President for Atradius, the world's second largest credit insurer in the world, where he grew and managed their largest US region. John's 11 years of experience with Atradius has provided him with inside industry knowledge and most importantly strong relationships with the trade credit carriers. Prior to Atradius, John was a District Manger with Norwest for 10 years and also worked as a licensed stock broker.



To enable us to have an accurate count for food purposes, please mail or e-mail reservations by April 12, 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.