



**CPCU**  
SOCIETY

# ChapterGram

Iowa CPCU Society Chapter

## 2013-2014 Officers

President:  
Erin Osier  
(515) 223-6998  
eosier@yourcaptive.com

Vice President:  
Kim Smetzer  
(515) 365-4340  
kim.smetzer@marshpm.com

Secretary:  
Rose Nwaturuocha  
(515) 508-3386  
Nwaturr@nationwide.com

Treasurer:  
Dalith Wells  
(515) 345-2542  
Dalith.M.Wells@EMCIns.com

Past President:  
Connie Doud  
(515) 724-5092  
Connie@fmh.com

## Directors

Jon Williams  
(515) 345-2671  
Jon.D.Williams@EMCIns.com

Adam Haugerud  
(515) 508-3435  
haugera@nationwide.com

Stephanie Wells  
(515) 508-2497  
Wellss5@nationwide.com

Chris Murphy  
(515) 345-2493  
Chris.D.Murphy@EMCIns.com



CPCU Society Social Media



April 2014

www.cpcu-iowa.org

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## Upcoming Events

April 17, 2014 11:30 am	Smokey D's BBQ Restaurant	Speaker: Darren Warth Topic: Food Preparation & Competitive BBQ
May 15, 2014 11:30 am	Des Moines Embassy Club	Speaker: William Howell Topic: Alternative Energy
July 17, 2014 1:00 pm	Tournament Club of Iowa	2014 CPCU Charity Golf Outing

## Message from the President

Hooray, spring is finally upon us! It was a long winter and we can now look forward to enjoying the months ahead. Personally, I am looking forward to getting outdoors: taking my kids to the park, golfing, training for Dam to Dam, and yes, even yard work.

As a chapter, we also have things to look forward to this spring.

Change in Leadership. For the past few years, the Iowa Chapter was under the capable leadership of CPCU Society Governor, Mike Happe. Although Mike is based out of Minneapolis, he was a great champion of our chapter. Mike attended numerous chapter and board meetings during his tenure and created the annual Midwest Regional Leadership Summit. Due to restructuring of the Society's territory, Mike Happe is no longer our governor. While he will be missed, we are very excited to work with our new Governor, Kevin Seward! Kevin has been involved with the Iowa Chapter for many years. Since serving as our chapter President in 2007-08, Kevin has been active with the CPCU Society on a national level. Please join me in congratulating Kevin in his new role!



Honoring those who served. On May 20, five deserving people will be inducted into the Iowa Insurance Hall of Fame. Registration information can be found on page 4 of the ChapterGram. I hope you can join us at the ceremony to honor the recipients. Without them, our insurance industry here in Iowa would look very different.

Playing for a cause. You do not need a handicap to play in the annual Charity Golf Outing. This year, the best-ball tournament will be held on Thursday July 17 at 1pm at the Tournament Club of Iowa in Polk City. What a great way to play TCI, raise money for charity, and network with your fellow CPCU's. I hope you will join us!

"Without continual growth and progress, such words as improvement, achievement and success have no meaning." – Benjamin Franklin

- Erin Osier, President, Iowa Chapter



## New Designee Spotlight

**Sara VanWyk, CPCU, AINS**  
**Commercial Lines Underwriter**  
**Scottsdale Insurance Company**

Hi, my name is Sara and I'm an insurance addict. How can you tell if you're an insurance addict? You're subscribed to at least one industry publication or newsletter (but probably more than one). Your friends and family good-naturedly tolerate you pointing out insurance hazards everywhere you go. You've passed up numerous social invitations to study for CPCU exams. And you've probably been called an 'insurance nerd' at least once.

I first realized insurance was overtaking my life while cheering at the Living History Farms Fun Run a few years ago. While watching the participants make a 3 foot drop into a muddy stream, I found myself telling my friends that they must have a hefty liability premium for the event (queue eye rolls from my friends).

Being an insurance nerd does have a positive side – as long as there's something new to learn, we'll work to learn it. Going after new knowledge can lead you to some interesting places. When I started with the Nationwide companies in 2008, I never imagined I would now be underwriting insurance for NASCAR race teams and zoos. I started in a position supporting our Allied commercial underwriters and had the opportunity to learn 7 commercial product lines. During this time I also earned the AINS designation and began my CPCU coursework. At the time, I thought I was preparing myself for a job as a Commercial Underwriter for Allied. However, when it came time for me to move my career forward, the underwriting opportunity I moved into was underwriting Worker's Compensation for specialty risks for Nationwide's excess and surplus lines company. Whether it was fate or happenstance that lead me to this job, I'm loving the journey and I'm excited to see where my thirst for insurance knowledge leads me next.



## Iowa Chapter Receives Circle of Excellence Award

Once again, the Iowa Chapter has received the Circle of Excellence Gold - With Distinction Award from the CPCU Society. This is the highest status that can be earned by a CPCU Society Chapter, and speaks to the great work of 2013 President Connie Doud and all of the other volunteers that make the Iowa Chapter one of the best in the nation. In order to continue to receive this award in the future, we must continue to survey our attendees at each meeting and continually improve the quality of our educational programs. Thank you to those of you who have taken the time to provide your feedback. In addition to meeting the needs of the Circle of Excellence program, the feedback is very helpful in determining topics and speakers for the upcoming year. The results of some recent meetings are shown below, on a 5-point scale:

- February 2014 - Iowa Department for the Blind - 4.54
- January 2014 - Iowa-Kosovo Partnership - 4.58
- December 2013 - Coaching Style Leadership - 4.65
- October 2013 - ID Theft and Data Breach - 4.17
- September 2013 - Attorney and Expert Witness Perspectives - 4.05



## Iowa Insurance Hall of Fame Ceremony Invitation

Join Us For the  
18th Annual



*Celebrating  
Leaders in a  
Global Marketplace*

# **IOWA INSURANCE HALL OF FAME CEREMONY**

### ***Honoring these Inductees for 2014:***

Loren Coppock, Patrick Knueven, J. Douglas Reichardt

\*John Evans (Grinnell Mutual Re), \*Wendy Waugaman

\*Awarded Posthumously

**Tuesday, May 20, 2014**

Olmsted Center, Drake University

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

\$35/pp - Business Dress • Reserved Tables of 8 available for \$350

### **Submit Reservations by May 14:**

Brenda Kluger, Iowa Insurance Hall of Fame

c/o Independent Insurance Agents of Iowa

4000 Westown Parkway, West Des Moines, IA 50266

(515) 223-6060 Ext 14 • E-mail: [Brenda@IIAAlowa.org](mailto:Brenda@IIAAlowa.org) • [www.iihof.org](http://www.iihof.org)

## Technical Education - The ANFI

By: Justin Bohardt, CPCU, AIS, API, AINS

While many people seem to be of the opinion, perhaps justifiably so, that this most recent Congress has accomplished absolutely nothing in the most recent biennium, there is one possible exception to this and it is highly relevant to those of us in the insurance industry. While this may be seen as the undoing of an earlier achievement rather than an accomplishment in and of itself, the delay and modification of the provisions of the Biggert-Waters Act via the Homeowners Flood Insurance Affordability Act will have significant ramifications in the insurance industry.

The Biggert-Waters Act was an attempt to stop the National Flood Insurance Program's (NFIP) hemorrhaging of money by applying sounder underwriting and actuarial policies to the program, and cutting subsidies to pre-Flood Insurance Rate Map (FIRM) buildings in high risk flood areas. The NFIP is \$24 billion in debt after massive payouts in the wake of relatively recent disasters such as Superstorm Sandy, last year's extensive flooding in Colorado and even Hurricane Katrina, and the premium increases from Biggert-Waters were seen as necessary to shift the burden of paying for flood losses from taxpayers to homeowners in high-risk flood areas.

With the new House-passed legislation delaying Biggert-Waters expected to pass the Senate and with President Obama's commitment to not exercise his veto power, now may be the perfect time to wade into the murky waters of the nation's flood insurance program. Flood insurance has taken center stage in trade publications in recent weeks, but how much does the average insurance professional actually know about the flood insurance program?

Anyone who has worked on the production side of the business or even on the claims side is probably a little familiar with the inner workings of a flood insurance policy. However, as the product development, underwriting, actuarial and pricing portions of a flood policy are handled by the NFIP, many insurance professionals could benefit from learning more about the underwriting and rating guidelines, pricing procedures, and coverage provided by the flood insurance policy.

Although it is still a relatively new program, the Institutes does offer a designation as an Associate in National Flood Insurance (ANFI). The designation is composed of two courses (plus the always obligatory ethics requirement), focusing on underwriting rules, rating, flood rate mapping, claims handling, understanding elevation certificates, and commercial and condominium coverage. The ANFI designation is also one of the few programs offered through the Institutes that requires no upfront cost from the student as there are no textbooks. Both courses are based on the NFIP Flood Insurance Manual, which is provided for free from the FEMA website, and the Institutes syllabi, also provided free of charge. The program will give students a well-rounded understanding of the nuts and bolts of the flood insurance policy and how flood insurance is handled from the sale of a policy to the handling of a claim.

The future of flood insurance is far from certain. Fallout from the passage of the Homeowners Flood Insurance Affordability Act has some lawmakers suggesting their states withdraw from the NFIP program and set up their own flood insurance plans, and there will always be suggestions that the government does not belong in the business of insurance and that private industry should step in and run the program. Regardless of the changes that come about in the flood program, completing the ANFI will provide useful tools and knowledge to any risk management or insurance professional.

## 2014 CPCU Events

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July 17, 2014 1:00 pm	Tournament Club of Iowa	2014 CPCU Charity Golf Outing
September 18, 2014 3:00 pm	Exile Brewery	Topic: Equipment Breakdown
October 16, 2014 7:30 am	Des Moines Golf & Country Club	Speaker: Ann Weber Topic: Legislative Update
November 7, 2014 (Friday) 8:00 am	Prairie Meadows	I-Day 2014
December 11, 2014 3:00 pm	Wakonda Club	Speaker: TBD

Need to update your schedule magnet? [Click here](#) to download our 2014 schedule!

## 2014 CPCU Charity Golf Outing

Save the date for our 2014 Charity Golf Outing, which will take place on Thursday, July 17 at 1 pm at the Tournament Club of Iowa in Polk City. This marks our initial trip to TCI, which is an Arnold Palmer Signature Course. The course winds through the hills, dramatic bluffs, and timberland surrounding beautiful Big Creek and two major lakes. If you haven't had the opportunity to play TCI, you are in for a great day of golf and networking with your fellow CPCUs.

After golf, we hope you'll join us at world-famous Jethro's BBQ and Lakehouse in Ankeny, where you'll enjoy dinner and get to know our 2014 new designees. Dinner will begin at approximately 6 pm.

This promises to be another great event. Look for more details and registration information in the May ChapterGram. If you have any questions about the event, contact [Stephanie Wells](#), [Sarah Middendorf](#), or [Craig Green](#).



## Chapter Meeting

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Date & Time                      Thursday, April 17. 11:30 am

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Location                              Smokey D's BBQ, 5055 NW 2nd Ave, Des Moines

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Speaker                                Darren Warth, Co-Owner

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Topic                                      Food Preparation and Competitive Barbecuing

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### Speaker and Topic:

Darren Warth is the Co-Owner of Smokey D's BBQ. He started his BBQ career in 2002 when he went to the meat locker to pick up his deer sausage. With a \$1,200 invoice in hand, he was soon on the quest to find a way to smoke sausage at home. After weeks of Internet research, he quickly found Competition BBQ. Soon after, Darren and his wife Sherry made their first trip to the American Royal BBQ, where they were instantly addicted. They ordered their first pit and started practicing at home and entered their first BBQ competition in 2003. Two top ten calls in that competition and the addiction took over. With instant success on the BBQ circuit, they started to get lots of catering requests from friends and family. In 2006, they decided to open up a catering trailer in their driveway and Smokey D's BBQ was born. Demand was so high that in 2007 they partnered with Chef Shad Kirton and his wife Angie to open their first carry out restaurant and catering kitchen. In 2008, they opened a remote location in the downtown skywalk and in 2009 they opened up their Nationwide location in the Western Gateway of downtown Des Moines. In 2010, they shut down their original location at 4pm in the afternoon and opened up their 400 seat 2nd Avenue location at 7pm the same night. Darren and Sherry still compete on the BBQ circuit, where they've won over 40 State Championships. In 2013, they won the American Royal BBQ, the Kingsford Invitational in New York City, along with finishing runner up at the Sam's Club National Championship.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by April 14, 2014 to: [debbie.conroy@cpcu-iowa.org](mailto:debbie.conroy@cpcu-iowa.org)

Make checks payable to:        Iowa CPCU Society Chapter

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](http://www.cpcu-iowa.org)) and click on the link on the main page under Meetings & Events. For questions about the meeting, not concerning reservations, please call Kim Smetzer at (515) 365-4340.