



**CPCU**  
SOCIETY

# ChapterGram

Iowa CPCU Society Chapter

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CPCU Society Social Media



November 2014

[www.cpcu-iowa.org](http://www.cpcu-iowa.org)

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## Upcoming Events

November 7, 2014  
7:00 am

Prairie Meadows

CPCU I-Day 2014

December 11, 2014  
3:00 pm

Wakonda Club

December 2014 Chapter  
Meeting

**View the 2015 Event Calendar on Page 5**

## Message from the President

The Insurance Industry Day (I-Day) is my favorite event of the year. If you haven't been, (or it has been a while), I hope you've registered and will be joining me at I-Day on Friday, November 7<sup>th</sup> at Prairie Meadows.

In order to address "How Financial Ratings and Markets Affect Insurance Companies," we have assembled an amazing lineup of speakers:

Author, Lawrence Cunningham  
Former Insurance Commissioner, Terri Vaughan  
Editor of IBNR Weekly, Vincent J. Dowling  
Assistant Vice President of A.M. Best, Michael Lagomarsino  
President of Nationwide P&C Independent Distribution, Jeff Rommel  
President of the CPCU Society, Jane Wahl



I-Day not only provides wonderful networking opportunities, it showcases our industry and the positive impact we make to the economy and to the policyholders who rely on us to step in when losses occur. Looking at the crowd at I-Day always reaffirms my decision to choose 'insurance' as a career.

Your chapter leaders and volunteers have worked tirelessly to organize this year's event. I'd like to take this opportunity to thank the I-Day Committee and contributors: Dalith Wells, Stephanie Wells, Adam Haugerud, Rose Nwaturuocha, Kim Smetzer, Chris Murphy, Tanya Wentzel, Brice Musgrove, Ted Lussem & Bruce Kelley.

"The more that you read, the more things you will know. The more that you learn, the more places you'll go." Dr. Seuss

Erin Osier, CPCU, CRM

# *Happy Thanksgiving!*



Photos from the October Chapter meeting at Des Moines Golf and Country Club by Brice Musgrove

# 2014 New Designees

Jason Aarni - The IMT Group

Wallace Almquist - Liberty Mutual

Jessica Bartello - The IMT Group

Christy Bellinger - Grinnell Mutual Reinsurance

Michael Berven - Nationwide

Erick Biggs - FBL Financial Group

Meggin Blue - NCMIC Group

Joseph Brott - Nationwide

Jerry Burns, Jr - Liberty Mutual

Jeremy Butanis - FBL Financial Group

Brenda Carr - Auto-Owners Insurance

Terrence Clarkson - Nationwide

Amber Cole - Continental Western Group

Tom Craig - FBL Financial Group

Grant Fiihr - Guide One Insurance

Michael Hickman - Nationwide

Michelle Ingle - FBL Financial Group

Oren Kennedy - Nationwide

Alex Koster - Nationwide

Nicholas Kraft - Marsh, Inc

Alyssa Lentz - The IMT Group

Eric Marovets - EMC Insurance Companies

Daniel Murphy - FBL Financial Group

Amy Nederhoff - EMC Insurance Companies

Stacy Parker - Marsh, Inc

Freda Pearce - FBL Financial Group

Jeff Sanders- State Farm

Catherine Sebolt - Liberty Mutual

Sheila Smith - Grinnell Mutual Reinsurance

Michael Spielmann - FBL Financial Group

Wesley St Clair - The IMT Group

Caitlin Stewart - EMC Insurance Companies

Adam Trowitch - The IMT Group

Joseph Uhlemann- Mercer H & B Admin

Teri Vavricek - Nationwide

Joe Woodward

*Welcome to the Iowa Chapter!*

## 2015 Annual Meeting Package

### Get One Meeting Free!

For just \$210 the Annual Meeting Package includes all of the meetings shown on page 5 plus the annual I-Day Seminar and Luncheon. Unable to make all of the meetings? No problem! You can transfer your ticket to a colleague who has never been to a CPCU meeting. Just let us know ahead of time who will be attending in your place and we will make sure they won't leave as a stranger.

**\*\*Please note the package does not include Ethics Day or the summer Golf Outing\*\***

**[Click Here](#) to Purchase the Annual Meeting Package Online**

### 2015 Annual Meeting Package Mail-in Registration Form

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Total Enclosed: \_\_\_\_\_ Annual Meeting Packages x \$210 each = \$ \_\_\_\_\_

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

## 2015 CPCU Events

January 15, 2015 11:30 am	Des Moines Golf and Country Club	Speaker: Scott Leighter Topic: Leveraging Technology to Fight Fraud
February 19, 2015 11:30 am	Glen Oaks Country Club	Speakers: Greg LaMair, Beth Orr, Trent Middendorf Topic: Agents' Perspectives
March 4, 2015 8:00 am	Drake University	Ethics Day
April 16, 2015 11:30 am	Des Moines Embassy Club	Speakers: Kevin Hovick and the Des Moines Fire Marshal Topic: The Younkers Fire: A Year Later
May 21, 2015 7:30 am	Des Moines Golf and Country Club	Speaker: Kurt Pearson Topic: Personal Investments, Elder Care, Wills & Trusts
September 17, 2015 11:30 am	Hilton Garden Inn - West Des Moines	Speaker: Gary Slater Topic: The Iowa State Fair - Risk Controls and Behind the Scenes Perspectives
October 15, 2015 7:30 am	Greater Des Moines Botanical Center	Speaker: Dr S. Elwynn Taylor Topic: Weather Trends
November 12, 2015 8:00 am	Marriott Hotel - Downtown Des Moines	I-Day 2015
December 17, 2015 3:00 pm	Wakonda Club	Speaker: Callista Gould Topic: Business Meals and Meeting Etiquette

2015 Iowa CPCU Society Chapter Schedule		
January 15	11:30 am	DSM Golf and Country Club
February 19	11:30 am	Glen Oaks Country Club
March 4	8:00 am	Drake University
April 16	11:30 am	Des Moines Embassy Club
May 21	7:30 am	DSM Golf and Country Club
September 17	11:30 am	Hilton Garden Inn—WDSM
October 15	7:30 am	Des Moines Botanical Center
November 12	8:00 am	Marriott Hotel—Downtown DSM
December 17	3:00 pm	Wakonda Club

**Update your schedule magnet and save the dates for our 2015 meetings. We look forward to seeing you soon.**

## New Designee Spotlight

**Oren Kennedy, CPCU**  
**Product Manager**  
**Nationwide**

Coming out of college with a math degree, specializing in statistics, I had one goal in life: get into pharmaceutical research. Living in the Boston area just added to my belief that this would be a reality after graduation since there were so many pharmaceutical companies, university labs, and research hospitals in town. A fair amount of my professors had come from this space, where they analyzed whether or not a new drug or treatment method produced statistically significant results, and touted the excitement and comfortable economics of a career in biostatistics.



In 2008, when I graduated with a bachelor's degree, each and every company I turned to required at least a master's for entry into this esoteric field. That was the end of that. I quickly abandoned my then dream and applied to any company I could find that posted any type of job that appeared to be gainful employment – still nothing. While in school, I worked practically full time hours as a security guard for corporate buildings in downtown Boston and was able to meet many executives. I made it a point to collect as many business cards as I could. There were even some who said that I should give them a call when I graduated, and I called each one. Many didn't have anything for me, but I did manage to get one interview with one of the most prestigious companies I could've ever hoped to work for. I met with a very well connected senior executive and, despite my qualifications and sharp suit and tie, I didn't get the job. I was crushed.

I went to a job fair sometime later and was approached by a recruiter from an insurance company that was looking for claim reps since Massachusetts was opening up their auto insurance regulations. Long story short, I got the job and have had a very rewarding career in insurance ever since. I've been blessed to be able to work with great leaders in this industry and have truly come to love what I do. Getting the CPCU designation is great milestone and I'm even more inspired to strive towards excellence just like the many people who have supported and mentored me to this point in my career.

Some months after starting my career in insurance, I was looking at the news and to my surprise, Lehman Brothers, the "prestigious" company whose senior executive I interviewed with, declared chapter 11 bankruptcy.

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## Join the Community!

Want more information about getting involved? Check out the [CPCU website](#), The Institutes new [social media site](#) or our Chapter's [website](#). The new Institutes Community allows you to discuss industry trends, study tips, career development and connect with fellow CPCUs across the nation.

You can also connect with us on [Facebook](#) or [LinkedIn](#). Both of these sites are geared towards the local Iowa Chapter and can help keep you up to date with upcoming events including Chapter meetings and volunteer opportunities.



## It's A Mother-Daughter Thing

Amy Nederhoff didn't really plan to follow in her mother's footsteps, but that has become a rewarding reality for her.

When Amy graduated from college, she wasn't sure what she wanted to do. She needed a job, so she took one as an underwriter with Nationwide, where her mom had also begun her career. Amy recalls, "She gave me a book about the principles of insurance to read before the interview. I never did figure out whether she was trying to help me or scare me, but here I am!"

"My mom has always encouraged preparation and continuous learning," says Amy. So she naturally found herself pondering whether to pursue an MBA or the CPCU designation. Her mother, Karen Wassather, weighed in with some good advice: If you're going to stay in insurance, get your CPCU first.



Karen would know. She received her designation in 1991 and has been active in the local CPCU chapter since that time. "I knew that if I wanted to advance, I needed that CPCU designation," says Karen, who has enjoyed a long career at Nationwide Insurance. "Over the years, it has definitely paid off, and I've enjoyed getting to know and work with the wonderful people in this chapter."

Even though she now works for EMC Insurance, Amy has continued to follow in those footsteps and – with a little help from her mom – was awarded her CPCU designation in Anaheim, California, this year.

"She had more faith in me than I did!" says Amy. "It's a lot to take on with kids and a job. I was worried, but she just kept telling me I could do it."

Karen remembered what it was like to balance studying with working and raising a family when she was getting her CPCU. She decided the best way to support Amy was to give her the opportunity to study and prepare without worrying about the kids. "Don't tell anyone, but it was really a selfish thing," admits Karen. "I got to spend more time with the grandkids, and what grandma doesn't love that!" And it was Karen who got the kids behind Amy's efforts by telling them there was a trip to Disneyland in their future if mom passed the big test!

Amy adds that "she was a great cheerleader. She would call to offer encouragement or wish me good luck. It was nice to be able to talk with someone who had been through the courses and knew what it was like to juggle the responsibilities of work, being a mom, and studying. When I got discouraged, I would remind myself that if she could do it, I could do it!"

Though they both have their CPCUs and both work in underwriting here in Des Moines, they rarely talk shop. "It's just not something we usually talk about," says Amy, but she quickly added, "Except when my house was hit by a tornado. I'm in commercial lines and mom is in personal lines, so she was a big help when we were going through that."

They agree that when they do talk shop, it is more as a mentor and mentee. Amy explains that Karen "gives good career advice. And when I'm struggling with a situation or a project, she can provide insight into how she handled a similar situation in the past. I like learning from her success."

## Thank You to Our 2014 I-Day Sponsors

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SECURA Insurance  
State Auto Insurance Companies  
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Truckers Insurance Associates, Inc  
United Fire and Casualty Company  
West Bend Mutual Insurance Company