



CPCU
SOCIETY

ChapterGram

Iowa CPCU Society Chapter

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CPCU Society Social Media



January 2016

www.cpcu-iowa.org

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Upcoming Events

Thursday January 21 11:30 am	Des Moines Social Club	January Chapter Meeting
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Tuesday February 16 11:30 am	Sheraton WDM	February Chapter Meeting
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Message from the President

Happy New Year!

I am excited about the New Year and ready to serve as the President of the Iowa Chapter! I have truly grown up in the insurance industry. Brian Cole, prior owner of Brooks-Lussem Clem Insurance, hired me starting my personal lines insurance career 19 years ago at IMT Group. Our past President, Richard Keith, came to my desk at IMT and told me I was taking INS 21 and so it began. I have my Iowa agents license, API and CIC.



In 1999, I made the switch to EMC Insurance Companies as a personal lines underwriter and have had several positions at EMC including Personal Lines Supervisor for the Iowa branch. In the last year, I took on the role of Personal Lines Underwriting Manager for all of our states.

The Wakonda Club is our typical meeting location in December and it always is festive and beautiful. We had a great meeting with networking, hors d'oeuvres, and an excellent speaker on etiquette, Calista Gould. We have this venue planned for next year too. Mark your calendars as you don't want to miss this event in 2016.

Our Good Works project in December benefited the DMARC food pantry and we donated \$45 and 3 bags of groceries. Good Works is a sign of our continued commitment to contribute to our local community.

Join us January 21, 2016 at 11:30 AM for lunch at The Des Moines Social Club. Tom O'Meara from the Iowa Insurance Division and Jared Kirby from Iowa Insurance Fraud Bureau will be speaking on Current Fraud Trends and Current Issues/Legislation in P/C Insurance.

The success of our chapter is solely due to our volunteers. Volunteering as a board member is the #1 way to network in our organization. Being a member of our board will also help you gain visibility in your own company and industry. Being a leader on the board will help you practice leadership skills that can help you grow as a leader in your own organization. If you would like to serve on our board, please contact me to volunteer.

If your New Year's resolution is to attend more Iowa CPCU Chapter meetings in 2016, our Annual Meeting package is available. Once purchased, you are automatically registered for all of our 2016 chapter meetings and I-Day. If a conflict arises and you are unable to attend a particular meeting, you can send someone in your place.

My goal as a professional is to stay engaged and learn from every webinar, presentation, CPCU meeting, conference and interaction with you. Every month, I want to highlight an important thought or lesson from our chapter meetings. What did I learn at our December meeting? The #1 rule in business etiquette is to make your guest feel comfortable. Even if your guest is not following etiquette, you are required to make your guest feel comfortable.

- Dalith Wells, President, Iowa Chapter

New Designee Spotlight

Jon Raftis, MBA, CPCU, RPLU, ARM
Agency Business Development Manager
Professional Solutions Insurance Services



I began working for Professional Solutions in Clive in 2012. My current role as the Agency Business Development Manager affords me opportunities to interact with various groups of people inside and outside of our organization. We are a growing agency and it is fun to be a part of that growth.

I graduated from the University of Iowa's Tippie College of Business in 2010 with a Finance degree and a Risk Management & Insurance Certificate (Vaughan Institute). Prior to going to work for Professional Solutions, I worked for Arthur J. Gallagher & Co. in West Des Moines for a couple of years. I started the University of Iowa's Tippie College of Business MBA-PM program in January of 2013 and completed it in May of 2015. That nighttime program at the downtown Des Moines location was a tremendous educational opportunity and I met a lot of very interesting people along the way.

Continuing education pursuits are strongly encouraged and financially supported at Professional Solutions. I have also earned the RPLU and ARM designations during my career. I wanted to earn the CPCU designation because of the thought processes and knowledge that are acquired while preparing for and taking the CPCU exams. It was, of course, a big relief to have completed the CPCU exams. However, the very process of studying for and taking the CPCU exams was a terrific learning experience.

I serve on the Vaughan Institute Young Alumni Board as well as the Tippie College of Business Young Alumni Board. I participate in a yearly mentoring program wherein the members of the Tippie College of Business Young Alumni Board get paired with mentees who are current students. It is a real joy to be able to give back to a school that gave me significant opportunities.

My wife, Ashley, and I live in Waukee with our dog (Bailey). Outside of work and studying, I enjoy spending time with family and friends, running, reading, and following Iowa Hawkeye sports.

2016 Chapter Summer Events

2016 has just started and winter finally has come, but that doesn't mean we can't start looking forward to summer fun!

We have several great Chapter events in store for you this year when we take a break from our regular chapter meetings. Be sure to read future Chaptergram editions as we get closer to summer.

Please note these are **not** included in the annual meeting package.

June 2016 I-Cubs Outing
July 2016 Annual Golf Event
August 2016 Networking Event

2016 Annual Meeting Package

Get One Meeting Free!

For just \$235 the Annual Meeting Package includes all of the 2016 chapter meetings in Jan, Feb, Mar, Apr, May, Sep, Oct and Dec, plus the annual I-Day Seminar and Luncheon in Nov. 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 summer events

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

2016 Annual Meeting Package Mail-in Registration Form

Name: _____

Company: _____

Name: _____

Company: _____

Name: _____

Company: _____

Name: _____

Company: _____

Name: _____

Company: _____

Total Enclosed: ____ Annual Meeting Packages x \$235 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

2016 CPCU Chapter Meetings

January 21, 2016 11:30 am	Des Moines Social Club	Speakers: Tom O'Meara & Jared Kirby Topic: Fraud/ Legislation Issues
February 16, 2016 11:30 am	Sheraton WDM	Speaker: Bob Conroy Topic: Iowa FAIR Plan
March 28, 2016 Evening	DMACC	Speaker: TBA Topic: Ethics
April 2016 Date TBA 11:30 am	Glen Oaks	Speaker & Topic TBA
May 2016 Date TBA 3:00 pm	State Capitol	Speaker: Dean Brooks Topic: TBA
September 13, 2016 11:30 am	Embassy Club	Speaker: Terri Vaughan Topic: Insurance Risk Management/ Drake Insurance
October 13, 2016 11:30 am	Greater Des Moines Botanical Center	Speaker: Pinnacle Topic: Claims
November 10, 2016 7:30 am	Prairie Meadows	I-Day 2016
December 15, 2016 3:00 pm	Wakonda Club	Speaker: Alison Cate Topic: Soft Skills

2016 Iowa CPCU Society Chapter Schedule		
January 21	11:30 am	Des Moines Social Club
February 16	11:30 am	Sheraton WDM
March 28	Evening	DMACC
April Date TBA	11:30 am	Glen Oaks
May Date TBA	3:00 pm	State Capitol
September 13	11:30 am	Embassy Club
October 13	11:30 am	Des Moines Botanical Center
November 10	7:30 am	Prairie Meadows
December 15	3:00 pm	Wakonda Club

Update your schedule magnet and save the dates for our 2016 meetings. We look forward to seeing you soon.

Nominations for the Iowa Insurance Hall of Fame – Now Open

The Iowa Insurance Hall of Fame (IIHOF) inducted its first members in 1997. In the 19 years since, the IIHOF has recognized over 80 insurance industry leaders. These individuals represent property/casualty companies, life companies, agencies, attorneys and regulators that have made significant contributions not only to our Industry, but to our communities, states and nation.

Not only does the IIHOF honor the contributions of past and present members, but we also are looking for and assisting two future insurance professionals with a scholarship each year.

The only way to have someone considered for inclusion is for you to nominate them. Who do you know that has made a significant contribution to our industry that is worthy of nomination? The IIHOF Board relies on your submissions of individuals to be considered. If you don't take the step to nominate someone, who will?

It is easy to make a nomination. Go to the web site at www.iihof.org and click on "nominations". The nomination form lists the information needed to submit.

The nomination deadline is March 1, 2016. Also, be sure to check us out at www.iihof.com and on Facebook (be sure to 'like' us while you're there).

If you have any questions, please contact Jeff Jeffus at jeff.jeffus@stateauto.com or 515-330-7636.



Renew Your CPCU Membership

Along with the holiday cards you may have received from your friends and family last month, you should have also received your annual membership renewal from from the CPCU Society.

If you haven't done so already, please consider renewing your membership with the Society for 2016. Renewing with the Society also automatically renews your Iowa Chapter membership and as a Society and Chapter member you will have access to a wide range of benefits that include:

- Membership in one of the largest CPCU chapters in the United States. We host many exciting events that include our chapter meetings and social activities, as well as the annual I-Day and the summer golf outing.
- The ability to engage in the local community throughout the year with our Chapter's Good Works program.
- Access to technical education resources that include interest group webinars and subscriptions to CPCU Society publications.
- Unlimited free access to the 10 online CPCU courses
- A 25% discount on Institutes study materials
- A 35% discount on unlimited online continuing education from CEU.com
- Access to The Institutes Community

For additional information please visit the [CPCU Society website](http://www.cpcusociety.com).

Chapter Meeting

Date & Time	January 21, 2016, 11:30 am
Location	Des Moines Social Club, 900 Mulberry St
Speaker	Tom O'Meara (Iowa Insurance Division) and Jared Kirby (Iowa Insurance Fraud Bureau)
Topic	Current Fraud Trends and Current Issues/ Legislation in P/C Insurance

Tom O'Meara , Assistant Commissioner, Product & Producer Regulation, Iowa Insurance Division

- Responsibilities include direct oversight of Producer Licensing, Rate & Form Filings and SHIP Program.
- Past 12 years in various capacities at the Iowa Insurance Division.
- Prior experience includes Claims and Underwriting at Allied/Nationwide Insurance. Graduate of Creighton University – Omaha, Ne.

Jared Kirby, Acting Bureau Chief, Iowa Insurance Fraud Bureau

Jared Kirby began his law enforcement career in June of 1999 as a police officer for the Centerville, Iowa Police Department. During his employment with Centerville, aside from uniformed patrol, he was responsible for conducting general criminal investigations. In December of 2003, he was hired by the Johnston, Iowa Police Department and in June of 2004, he was promoted to a detective position where his primary focus was investigating financial crimes. In February 2006, Mr. Kirby joined the Iowa Insurance Fraud Bureau as a Special Investigator. In September of 2014, Mr. Kirby was appointed by Commissioner Gerhart as the Acting Bureau Chief of the Insurance Fraud Bureau. Mr. Kirby graduated from Buena Vista University with a bachelor's degree in criminal justice.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by **January 14, 2016** to:

debbie.conroy@cpcu-iowa

Or 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) and click on the link on the main page under Events. For questions about the meeting, not concerning reservations, please call Adam Haugerud (515) 508-5435.