



CPCU
SOCIETY

ChapterGram

Iowa CPCU Society Chapter

2016 Officers

President:
Dalith Wells
(515) 345-7458
Dalith.M.Wells@EMCIns.com

Vice President:
Adam Haugerud
(515) 508-5435
haugera@nationwide.com

Secretary:
Stephanie Wells
(515) 508-2908
wells2@nationwide.com

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

Past President:
Kim Smetzer
(515) 974-5931
ksmetzer@yourcaptive.com

Directors

Jeff Wilson
(515) 327-2868
jeff.wilson@theimtgroup.com

Brad Soma
(800) 274-3531, ext.739
brad.soma@theimtgroup.com

Dan Mulcahy
(800) 274-3531, ext.769
dan.mulcahy@theimtgroup.com

Doug Neuhring
(515) 345-7344
Doug.W.Nuehring@EMCIns.com



CPCU Society Social Media



April 2016

www.cpcu-iowa.org

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Upcoming Events

Tuesday, April 19, 2016 11:30 am	Glen Oaks	April Chapter Meeting
Thursday, May 19, 2016 3:00 pm	State Capitol	Capitol Tour & Social Hour
Thursday, July 21, 2016 11:30 am	Legacy Golf Course	CPCU Charity Golf Outing

Message from the President

Always laugh when you can. It is cheap medicine.
— Lord Byron

You are never too old for some fun. No matter where I am, I love to laugh and joke around. In March, I forgot to wear green on St. Patrick's Day and was actually pinched for it by a co-worker. I recently read about a business closing and immediately thought it was an early April Fool's joke. Although April Fool's Day is an unofficial holiday, it is enjoyed by many. I am concerned about what my colleagues have in store for me on April 1st but I look forward to having a little fun at work. Hopefully without any pinching this time!



Our March ethics meeting was a change of pace from our past March meeting format. Instead of a half day meeting with continuing education credit, we went to DMACC Bistro in Ankeny for dinner and heard from Russ Sporer about ethics. The meeting was well received, with good food and an opportunity to build relationships. I am looking forward to our April meeting speaker, Dean Brooks, who will be sharing his thoughts and knowledge on the Certificate of Insurance. We will be at a great location, Glen Oaks, on the 19th for lunch and I hope you will be able to join us.

The DMACC Bistro was a new meeting location for us. If you have other ideas about different venues you would like to see us try, we are always open to suggestions. It might only be April, but our planning for 2017 is right around the corner.

Unexpectedly, I was unable to attend our March ethics meeting and was disappointed. Fortunately, I had an opportunity to listen to a webinar on employee engagement and remote employees. We, as employees, want to know what we do is meaningful. We want to know we are trusted and supported by our management.

How do we tell others they are important and what they do is meaningful? The number one way to engage employees is to talk to them. Our jobs are all about relationships whether it is with our co-workers, agents, vendors or the end customer.

Our chapter offers many excellent ways for you to meet others and develop relationships within our industry. I encourage you to get involved in the Iowa CPCU Society by joining our chapter board, coming to our monthly meetings, or joining us for other networking opportunities.

We are pleased to announce Bruce Kelley will be leading our Past Presidents committee and we all look forward to his leadership. If you are interested in helping lead the chapter, we are still looking for volunteers for the Diversity Committee and the Champion Committee as well as someone who would be interested in taking on the chapter Historian role.

- Dalith Wells, President, Iowa Chapter

New Designee Spotlight

Kimberly Walby, CPCU
GuideOne Insurance
Commercial Multiple Line Underwriter



I grew up in Des Moines. I moved to Cedar Falls to attend Univ. Northern Iowa, where I earned my Bachelor's degree in Finance. During college, I was planning a future in the Banking/Finance industry. As graduation got closer, I talked to several people who worked in commercial insurance. I knew I did not want to sell insurance, but underwriting seemed rather interesting.

After graduation, I returned to the Des Moines area and began working in the insurance industry in 1999. I started at GuideOne Insurance, working as a Commercial Rating Analyst. Two years later, I moved to Commercial Underwriting, which is where I have been for the last 15 years. In addition to underwriting, I have been working on special projects for the past couple years. The projects revolve around underwriting, as well as collaborating with the many other functions within our department.

I love the constantly changing environment. Just when you think you have seen everything, something totally different will pop up. In the time I have worked at GuideOne, I have seen the cycle of the hard and soft markets, competitive carriers entering and exiting the market, and the almost immediate impact of Sept. 11th creating the need to offer terrorism coverage. After several years of very little hurricane activity, 2004 and 2005 reminded us the importance of weather related concerns and brought coastal issues back on the radar. It has certainly been interesting to work in such a constantly evolving industry.

I began working towards my CPCU because many of my coworkers already had the designation and promoted the value. Looking back, I should have powered through in a timely manner, but with young children at home, I took a few years to complete my designation. It was not until I was over half way through that I became focused on finishing the designation. I completed my CPCU in September of 2014. I have been amazed how many times the knowledge from the courses has come into play with my daily underwriting, as well as the projects I have been working on. The added knowledge of the industry standards, how other carriers operate, as well as the different functions of other departments within my company has been invaluable. It has really increased my confidence and ability to answer questions and have detailed discussions with my agents.

In my free time, I enjoy spending time with my family and friends. My husband and I have been married for 18 years this month. We have 2 daughters, ages 9 & 11. They keep us pretty busy with sports and all of their activities. I enjoy watching NFL and cheering for the Kansas City Chiefs. Most of all, I love to travel. We just returned from a trip to Orlando to visit Disney World and Universal Studios. I hope to show my children as much of the country as possible before they graduate from high school.

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Facebook: www.facebook.com/cpcu.iowa
LinkedIn: Iowa CPCU Society Chapter

Join Us For the
20th Annual



*Celebrating
Leaders in a
Global Marketplace*

IOWA INSURANCE HALL OF FAME CEREMONY

Honoring these Inductees for 2016:

*James R. Mumford • Jon P. Newsome • Dana Ramundt
Larry Reelitz • JoAnn Rumelhart
*Awarded Posthumously

Thursday, May 19, 2016

Prairie Meadows Convention Center

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

\$45/pp - Business Dress • Reserved Tables of 8 available for \$450

Submit Reservations by May 12th:

Melissa Meiners, Iowa Insurance Hall of Fame
c/o Independent Insurance Agents of Iowa
4000 Westown Parkway, West Des Moines, IA 50266
(515) 223-6060 Ext 15 • E-mail: Melissa@IIAIowa.org • www.iihof.org

2016 CPCU Chapter Meetings

April 19, 2016 11:30 am	Glen Oaks	Speaker: Dean Brooks Topic: Certificates of Insurance
May 19, 2016 3:00 pm	State Capitol	Capitol Tour & Social Hour
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 Annual CPCU Charity Golf Outing

Please mark your calendar for an afternoon of great golf on July 21st at The Legacy Golf Club in Norwalk. Our outing is a Best Shot tournament open to CPCUs along with all insurance industry employees, family, friends and business associates. You do not have to be a CPCU to participate!

The entry fee includes green fees for 18 holes, range balls prior to tee time, use of a golf cart plus a cocktail hour with heavy appetizers after golf. There will be prizes for 1st, 2nd and 3rd place along with contest holes such as longest drive, closest to the pin and more.

If you do not have a complete foursome we will try to match you up. Cocktail hour will begin around 4:00. The registration deadline for sponsors is July 1st and the registration deadline for participants is July 7th.

- 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

Chapter Meeting

Date & Time Tuesday, April 19, 2016, 11:30 am

Location Glen Oaks Country Club

Speaker Dean Brooks

Topic Certificates of Insurance

Dean has been in the insurance business for 44 years as an independent insurance agency owner, insurance company senior executive, consultant, educator and expert witness. He is a graduate of Drake University and has earned the CPCU, CLU and Associate in Loss Control Management designations.

Dean currently serves on the national Board of Directors of the Independent Insurance Agents and Brokers of America, is on the Independent Insurance Agents of Iowa Board of Directors, and is a member of the IIABA Professional Liability Committee. He also is on the IIABA Virtual University faculty and the "Ask An Expert" panel.

He has held state and national leadership positions for several insurance organizations, including CPCU, CLU, the Independent Insurance Agents of Iowa, and the Independent Insurance Agents & Brokers of America. Nationally recognized for his many years of leadership on technical issues, he has been a speaker at numerous insurance conventions, industry trade group meetings and IIABA conventions.

In recognition of his contributions to the insurance industry, Dean 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 **April 12, 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.