



Iowa Chapter

# ChapterGram

Iowa CPCU Society Chapter

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CPCU Society Social Media



October 2016

www.cpcu-iowa.org

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## Upcoming Events

Saturday, October 8, 2016 7:30 am	Des Moines Fire Station	Good Works: Smoke Detector Installation
Tuesday, October 13, 2016 11:30 am	Des Moines Botanical Center	Chapter Meeting
November 10, 2016 8:00 am	Prairie Meadows	CPCU I-Day 2016
December 15, 2016 3:00 pm	Wakonda Club	Chapter Meeting

## Message from the President

Aloha kakou! This phrase means “greetings to all” in Hawaiian and was just one of the many interesting things I learned during our annual convention.



The new designees descended on Honolulu, HI in September for the annual conferment. The record breaking final number of new designees was 7,523, with 12,000 people in attendance at the conferment ceremony. The featured speaker at the conferment, John Quinones (pictured on the left), reaffirmed our core beliefs in doing the right thing no matter who is looking. More than 50 new designees met with us Sunday afternoon for a reception as well.



We will continue our celebration for new designees in Iowa at the I-Day conferment on November 10, 2016 at Prairie Meadows. Our topic for I-Day will focus on Personal Lines, why it is important to both you and the industry, and what the future holds.

We will be installing smoke detectors with the Des Moines Fire Department for a Good Works project, October 8, 2016. Smoke detectors were purchased with our Good Works funds from the golf charity event in July. If you are still interested in helping, please contact me.

Don't forget - Burkhalter Award nominees are due October 5. Look on page 4 for more details about how you can honor someone you know by nominating them for this award.

During our October meeting, we will vote on approval of the following officer and Director Nominees for 2017:

President - Adam Haugerud  
 Vice President - Stephanie Wells  
 Secretary - Chris Murphy  
 Treasurer - Jeff Wilson  
 Director of Member Activities - Alyssa Saunders  
 Director of Professional Development - Sara VanWyk

I enjoyed learning at the annual convention from industry leaders. The speakers believed that we will see major changes in the next 5 years. During the presentation on the Future of Personal Lines, Robert Olson, Senior Research Analyst from International Risk Management Institute discussed the technology coming our way in the near future. I thought flying cars, driverless cars, and domestic robots were 10 or 20 years away but all of these will be mainstream in the next 5 years according to our speaker. Tiny homes may not be on our radar in the insurance industry but they are an emerging market. Jeremy Pearl from Hawaii ADU LLC identified two hurdles in tiny homes as where to allow them and how to insure them. The industry experts on tiny homes believe we will see ADUs (accessory dwelling units) skyrocket in popularity and be 25% of the housing market in the next 5 years. Due to land constraints, they advocate adding these homes to existing lots which will be a concern for our industry on how to properly insure these risks.

- Dalith Wells, President, Iowa Chapter President

## New Designee Spotlight

Melissa Kauffman, CPCU, CIC  
Account Executive  
Jester Insurance Services

I have worked in the insurance industry for over 25 years. I started as a file clerk/data entry person in high school, later as a personal lines agent in Maryland and then as a commercial lines agent/office manager at Trissel, Graham & Toole in Eastern Iowa.

In 2002, I decided to further my career and take my first CPCU exam. However, I was elected state director for the Iowa Chapter of the National Association of Insurance Women and my 2<sup>nd</sup> child was born in 2003 postponing my commitment to my designation. In 2006, my family moved to central Iowa and I started working for Jester Insurance Services as an Account Manager.

After a few years at Jester Insurance Services, I was once again ready to work on my educational goals. I enrolled at Simpson College, graduating in 2010 with a BA in Business Management and a minor in Human Resources. Shortly after receiving my degree, I was promoted to a position of Account Executive at Jester Insurance.

Since I was already in the study mode from Simpson, I decided to make another attempt to complete my CPCU designation. In the fall of 2013, I signed up for the CPCU prep class at Drake University. I took several prep classes at Drake and ended up finishing my last exams by self-study. I completed my last exam in the winter of 2016.

I am thrilled to have accomplished my goal. I look forward to joining the CPCU Society and taking advantages of their educational seminars and networking opportunities.

In my spare time, I support my youngest son at his sporting events, and I try to fit in a round of golf here and there.



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## CPCU I-Day 2016

Fall is finally here! This also means our annual CPCU I-Day is right around the corner. Join us as we learn from industry leaders, celebrate our new designees, and induct our 2017 chapter officers. There will also be plenty of time to connect with other chapter members and insurance professionals.

Our featured speaker in the morning will be Raymond Thomson, CPCU, ARe, ARM who will discuss why Personal Lines is important to the insurance industry. In the afternoon Kim Hazelbaker, a Senior Vice President with the Highway Loss Data Institute, will speak to us about the future of Personal Lines.

Be sure to take a look at the [full agenda](#) for the event and [register online](#) by November 4, 2016. Please note that seating at the event will be limited and specific seats for the event cannot be reserved. We'd love to have you join us for what is sure to be a great day.

The **Burkhalter Award** is presented to individuals for outstanding achievements and contributions to the insurance industry in Iowa. The impact and effect of the contribution and achievements of the recipient will be recognized and broadcasted in the community.

The **Burkhalter Award** is designed to recognize people who have made a contribution to the property and casualty insurance industry and their community through civic involvement.

The **Burkhalter Award** is named after Major General Louis D. Burkhalter, Jr. who was the first individual in Iowa to attain the CPCU designation; a charter member of the Iowa Chapter of CPCU; and the first president of the Iowa Chapter. Mr. Burkhalter had a long and distinguished career in the insurance industry, military and through his civic activities.

The fields of achievements to be evaluated include the following:

Promoting the field of insurance within the business community through civic and non-civic activities; achievements beyond primary professional responsibilities; innovation within the industry; specific achievements which benefit the industry; research efforts; volunteer work in the industry and community; and leadership activities in the governmental arena.

#### **GOALS OF THE BURKHALTER AWARD**

- Recognize outstanding service to the community and insurance industry.
- Give community visibility to the recipient and his/her achievements and contributions.
- Generate interest and motivation within the Iowa insurance industry to aspire to this award.
- Contribute to the public image and visibility of the Iowa property and casualty insurance industry.

#### **YOUR NOMINATION FOR THIS YEAR'S AWARD IS ENCOURAGED**

The Iowa Chapter seeks qualified recipients for the prestigious **Burkhalter Award**. If you know of someone who has made an outstanding contribution to our profession and their community, we encourage you to submit a nomination.

#### **We've made it even easier for you to nominate an individual for the Burkhalter Award!**

The nomination form is now online, allowing you to type and click your way through the nomination process. [Click here](#) to access an online application. The award will be presented at I-Day on November 10, 2016.

#### **Previous Burkhalter Award Recipients**

<b>Year</b>	<b>Recipient</b>
2015	Bob Conroy
2014	Bob Skow
2013	Wade Sheeler
2012	Dean Brooks
2011	Theodore (Ted) D. Lussem
2010	Judith A. Brannon
2009	Dr. Therese M. Vaughan
2008	Larry Matthews
2007	Bruce G. Kelley



2015 Burkhalter Award Recipient Bob Conroy

[\*\*Nomination Form\*\*](#)

## Chapter Meeting

Date & Time Thursday, October 13, 2016, 11:30 am

Location Des Moines Botanical Center

Speaker Michael K Chen, FCAS, MAAA

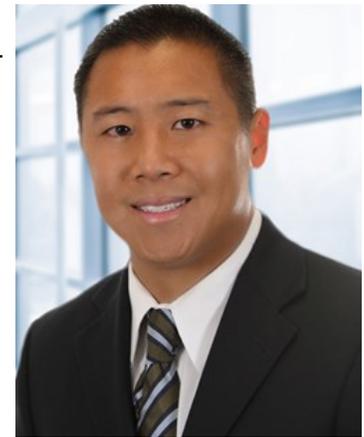
Topic Claims

Michael Chen is a Consulting Actuary with Pinnacle Actuarial Resources, Inc. in Des Moines, Iowa. He has 12 years of actuarial experience in the property/casualty insurance industry.

Mr. Chen has extensive experience in assignments involving pricing and product management and loss reserving, with considerable experience in loss cost projections, development and monitoring of key metrics, management reporting, and trend analysis.

He has worked as an effective business partner with senior management, underwriting, claims, marketing, product management, and strategic planning to establish and achieve consistent corporate goals.

He is a Fellow of the Casualty Actuarial Society and a Member of the American Academy of Actuaries. He currently serves as a member of the CAS Examination Committee and the Committee on Professionalism Education.



To enable us to have an accurate count for the meeting, please mail or e-mail reservations by **October 6, 2016** to:

[debbie.conroy@cpcu-iowa.org](mailto:debbie.conroy@cpcu-iowa.org)

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

Name(s): \_\_\_\_\_

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

To register online, visit our chapter website ([www.cpcu-iowa.org](http://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 at (515) 508-5435.