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CPCU Society Social Media



November 2016

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

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## Upcoming Events

November 10, 2016 8:00 am	Prairie Meadows	CPCU I-Day 2016
December 15, 2016 3:00 pm	Wakonda Club	Chapter Meeting
January 24, 2017 11:30 am	Embassy Suites Des Moines - On The River	Chapter Meeting

## Message from the President

November starts the busiest time of the year for all of us. The week of I-Day will be quite the week as we elect our next President. Additionally, I will visit companies across Iowa the day before I-Day to congratulate the new designees on November 9<sup>th</sup>.

Veterans Day and Thanksgiving also make this month special.

Thank you to our Veterans who have served and sacrificed for our freedom. Did you know that in 2019 this tradition of honoring our Veterans will be 100 years old?



We will continue our celebration for new designees at the I-Day conferment, on November 10, 2016 at Prairie Meadows starting at 8:00 AM. We still have space available for our meeting so sign up soon. Our topic will be Personal Lines and why it is important to you, the industry and what the future holds. We will also present the Burkhalter Award and the Circle of Excellence Award at this event.

Our last meeting this year will be at the Wakonda Club and Alison Cate from EMC Insurance will be speaking on Generations in the Workplace. Join us for an afternoon meeting December 15, 2016 at 3:00 P.M. We will also be collecting donations of food or money for DMARC Food Pantry as a Good Works project.

We are pleased to announce that our organization will be donating to UnityPoint Health/Blank Children's Hospital in support of the Fire Safety House over the next 5 years. This donation will support replacing the existing fire safety house that we previously helped fund. <https://www.unitypoint.org/blankchildrens/fire-safety-house.aspx>

As I learned in the past month, big data is everywhere. During our October meeting, Michael Chen, from Pinnacle Actuarial Services, told us that big data has been around since the 1990s when retailers began gathering information about what people purchased and used the information to place items for sale near the location of what people purchased.



Last month I participated in the Good Works project installing smoke detectors. We learned that the Des Moines Fire Department uses big data to determine the number of fires in a given area and the reason for these fires- no smoke detectors. We canvassed a large part of Des Moines asking homeowners if we could look at their smoke detectors and install new smoke detectors if needed.

Smoke detectors need to be replaced every 10 years and now you can purchase 10 year lithium batteries so you never have to replace them. You just have to replace the entire unit at the end of its 10 year lifespan!

- Dalith Wells, President, Iowa Chapter President

## New Designee Spotlight

Jessica Lehman, CPCU  
Corporate Communication Specialist II  
EMC Insurance  
Iowa Chapter Social Media Chair

I'm sure I'm not the first, but I am certainly one of the few in my field with a CPCU designation. I started working at EMC Insurance four years ago after short stints of employment with nonprofits, state government and even the bar/restaurant industry. I graduated from Iowa State University with a bachelor's degree in health and human performance.

Being new to insurance, I needed a way to understand what I was writing about or proofreading without having to use Google. I completed my AINS designation in December 2013, heard about this amazing Hawaii trip for new CPCU designees and thought, "Why not? I have two years to get it done."

I did pretty well staying on course that first year—testing once per quarter—but my motivation started to dwindle (probably because I took the Business Law and Finance and Accounting tests back to back). I took about eight months off and realized I had four tests to take and only six months until the deadline. And did I mention that I was planning a wedding for June 4? Talk about stress!

Not to worry, this story has a happy ending. I completed my designation by April 2016, which gave me six weeks to finalize wedding and honeymoon plans. (Yes, my husband Randy still wanted to marry me after all the chaos.)

The whole journey to get the CPCU designation started with the chance to go to Hawaii, but the more tests I took, the more I understood its true value. It gives me the confidence to communicate the benefits of our products and services, adds credibility to my position and department, and contributes to a different perspective in my writing. I think every insurance communication professional should complete the CPCU designation.



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## James Kirkpatrick

James (Jim) D. Kirkpatrick, 17th President of the Iowa CPCU Society Chapter from 1968 - 1969 passed away on August 27, 2016. Jim was a graduate of Roosevelt High School and Drake University. He went on to serve in the United States Navy.

Jim earned his CPCU designation in 1959 and was inducted into the Iowa Insurance Hall of Fame in 2011. He spent 44 years at Allied Insurance retiring in 1993 as President of the company. He served on the Allied Insurance Board of Directors until 1998.



# 2017 Annual Meeting Package

## Get One Meeting Free!

For just \$235 the Annual Meeting Package includes all of the 2017 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.

[Register Online](#)

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

## 2017 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

## 2017 CPCU Meetings

January 24, 2017 11:30 am	Embassy Suites - On the River	Jeff Chelesvig - President and CEO, Des Moines Performing Arts <i>The Civic Center and Risk Management</i>
February 21, 2017 11:30 am	Des Moines Golf and Country Club	Martin Alpert, CPCU <i>Diversity</i>
March 16, 2017 11:30 am	TBD	Kathy Carroll Karpowicz - Director of Ethics, Unity Point Health <i>Ethics</i>
April 12, 2017 11:30 am	Des Moines Club Downtown	Speakers - TBD <i>Career Development</i>
May 18, 2017 11:30 am	Glen Oaks	Joe Bieniek - CPCU Vice President Senior Consultant, First Consulting and Administration <i>Compliance and Regulation</i>
September TBD	Jasper Winery	VIP Tasting and Tour
October 19, 2017 11:30 am	Sheraton West Des Moines	Brian Hemesath, Managing Director, Global Insurance Accelerator <i>Global Insurance Accelerator</i>
November 2, 2017 8:00 am	Airport Holiday Inn	I-Day 2017
December 12, 2017 3:30 pm	Wakonda Club	Travis Green - Program Chair, DMACC CAD Department <i>3D Printing</i>

2017 Iowa CPCU Society Chapter Schedule		
January 24	11:30 am	Embassy Suites
February 21	11:30 am	DSM Golf and Country Club
March 18	11:30 am	TBD
April 12	11:30 am	Des Moines Club Downtown
May 18	11:30 am	Glen Oaks
September	TBD	Jasper Winery
October 19	11:30 am	Sheraton West Des Moines
November 2	8:00 am	Airport Holiday Inn
December 12	3:30 pm	Wakonda Club

**Update your schedule magnet and save the dates for our 2017 meetings. We look forward to seeing you soon.**

## 2016 New Designees

Julie E Adams, EMC Insurance Companies  
Laine Ahrens, GuideOne Insurance  
Tracy Ahrens, Nationwide  
Joseph Albrecht, City State Bank  
Jason Anderson, Farm Bureau Financial Services  
Jeff Arrandale, Nationwide Agribusiness  
Angelica Babic, Nationwide  
Dina Backen, EMC Insurance Companies  
Rodney Backsmeier, FBL Financial Group, Inc.  
Carrie Baggett, Nationwide  
Betsy Bane-Ocak, EMC Insurance Companies  
Jonathan Barnhill, Nationwide Agribusiness  
Jon Behrens, State Farm Zone 7 Heartland  
Jason Berkland, Nationwide  
Tom Berry, Risk Placement Services Inc  
Kimberly Bezy, Nationwide Agribusiness  
Abby Blaskovich, Grinnel Mutual Reinsurance Co.  
Katie Bleil, EMC Insurance Companies  
Randy Blockhus, EMC Insurance Companies  
Greg Blythe, The IMT Group  
Brett Boerner, Nationwide  
Craig Bonney, Nationwide  
Morgan Brigman, Nationwide  
Abby Buhrow, Nationwide Agribusiness  
Ashley Bunge, Nationwide Agribusiness  
Jack A Bura, Shelter Insurance Companies  
Kent Candee, EMC Insurance Companies  
Mitch Carstens, EMC Insurance Companies  
Brett Cermak, Farm Bureau Financial Services  
Sarah Chang, Nationwide Agribusiness  
Phillip Craft, Pekin Insurance Company  
Mitch Crowley, Nationwide  
Peggy Cutts, The IMT Group  
Jamie Dahlgren, Nationwide  
Erin Daley, Nationwide  
Brett Daniels, Grinnell Mutual  
Abby-Jaye Dawson, The IMT Group  
Heather Denman, EMC Insurance Companies  
Bryce Druvenga, Farm Bureau Financial Services  
Matt Dvorak, Allied Group Insurance  
Eric Eastman, EMC Insurance Companies  
Richard Effler, EMC Insurance Companies  
Rob Emanuel, Farm Bureau Mutual Ins Co  
Lindsay Erickson, EMC Insurance Companies  
Andrea Everling, Nationwide  
Paul Friedman, EMC Insurance Companies  
Christie Fuller, Midwest Family Mutual  
Michael Gano, Nationwide  
Matthew Garrard, Nationwide  
Phylis Gearhart, Pharmacists Mutual Companies  
Troy Gehrke, Nationwide  
Cory Gerleman, EMC Insurance Companies  
Stacey Gettings, EMC Insurance Companies  
Ann Gillotti, Nationwide Agribusiness  
Matthew Graber, The IMT Group  
Matthew Gray, EMC Insurance Companies  
Halley Griess, Nationwide Agribusiness  
Nathan Habben, EMC Insurance Companies  
Kayla Halverson, Nationwide  
Dee Hammen, Allied Group Insurance  
Matt Harbaugh, Allied Group Insurance  
Kevin Hart, Nationwide  
Amy Hatten-Blaskovich, Midwest Family Mutual  
Michael Hausafus, The IMT Group  
Ryan Hawes, Nationwide Agribusiness  
Christopher Heibel, Nationwide  
Gina Helmers, Pharmacists Mutual Companies  
Michael Hensing, Nationwide  
Nicole Herman, EMC Insurance Companies  
Janet Hicks, Nationwide  
David Ho, Nationwide  
Luke Hoesly, State Farm Zone 14 Corporate  
Laura Honts, Nationwide  
Jaclyn Hruska, Nationwide  
Angela Hunt, EMC Insurance Companies  
Ryan Ihrke, Farm Bureau Financial Services  
Jonathan Jaeger, Travelers Companies  
Scott Jaspers, EMC Insurance Companies  
Jamie Jeanblanc, State Farm Zone 7 Heartland  
Brian Jergens, State Farm Zone 7 Heartland

## 2016 New Designees

Dave Johnson, Holmes Murphy & Associates  
Melissa Johnson, Midwest Insurance Corporation  
Jessica Jones, GuideOne Insurance  
Jill M Joss, EMC Insurance Companies  
Douglas Kaiser, EMC Insurance Companies  
Kristen Kaser, Nationwide  
Melissa Kauffman, Jester Insurance Serv Inc  
Stacy Kearney, The IMT Group  
Kylie Kell, FBL Financial Group, Inc.  
Barnes Kelley, EMC Insurance Companies  
Veronica Kirk, Nationwide  
Ivy Kitzinger, Pharmacists Mutual Companies  
Kristin Kleis, The IMT Group  
Amanda Laird, EMC Insurance Companies  
Teresa Lamb, EMC Insurance Companies  
Johanna Langille, Nationwide  
David Larkins, EMC Insurance Companies  
Mary Larkins, Nationwide  
Dana Lee, The IMT Group  
Jessica Lehman, EMC Insurance Companies  
Krissi Luna, Midwest Family Mutual  
Melissa Lutgen-Scoonover, Nationwide  
Agribusiness  
Christina Lynn, Nationwide  
Robin Marahatta, GuideOne Insurance  
Melanie Mc Elvogue, EMC Insurance Companies  
Angela Mc Laren, Arthur J. Gallagher Risk  
Management Services  
Jacque McClenathan, Grinnell Mutual Reinsurance  
Company  
Jason McNatt, The IMT Group  
Michael D Mestdagh, Continental Western Group  
Burt Metzger, EMC Insurance Companies  
Erin Meyer, Nationwide Agribusiness  
Tracy Miller, General Reinsurance Corp  
Steven Miller, Nationwide Agribusiness  
Lisa Miner, Nationwide  
Jeffrey Monson, EMC Insurance Companies  
Laci Mortensen, Pharmacists Mutual Companies  
Jon Mumm, The IMT Group  
Lori Myers, FBL Financial Group, Inc.

Ben Ogbulu, The IMT Group  
Rodrick Osborn, Nationwide Agribusiness  
John Osier, EMC Insurance Companies  
James Pearson, Farm Bureau Financial.Svcs  
Jill Pecinovsky, EMC Insurance Companies  
Jennifer Peppenger, State Farm Zone 7  
Heartland  
Sayer Peterson, Farmers Mutual Hail Ins Co  
Doug Pettepier, EMC Insurance Companies  
Hai Pham, Nationwide  
Martin Popp, Nationwide  
Lori Quinlin, Farm Bureau Financial Services  
Jon Raftis, Professional Solutions Insurance  
Services  
Teri Reiersen, Nationwide  
Steve Reynolds, Cincinnati Insurance  
Michael Richards, Nationwide  
Robert Ridnour, Nationwide  
Christina Riedel, EMC Insurance Companies  
Miriam Rinehart, Nationwide  
Kaitlyn Roan, Nationwide  
Bradley Rolling, Farm Bureau Finan.Svcs  
Scott Rood, The IMT Group  
Matthew Rowles, Nationwide  
Jacqueline Runge, Nationwide  
Tracy A Rushenberg, The IMT Group  
Michael Russell, EMC Insurance Companies  
Tim Schlichte, Nationwide  
Steven Schuster, Nationwide Agribusiness  
Brian Seidl, Nationwide  
Stephen Smith, Berkley Technology Services  
Joey Smith, EMC Insurance Companies  
Shane Stanley, Holmes Murphy & Associates  
Dave Stierman, EMC Insurance Companies  
Erin Stober, EMC Insurance Companies  
Andy Stroud, Farm Bureau Property &  
Casualty Ins. Co.  
Michael Stull, Nationwide  
Jonathan Swartz, Farm Bureau Financial Svcs  
Jeremy L Sweet, Farm Bureau Financial.Svcs  
Jean Taffae, Nationwide

## 2016 New Designees

Jim Taylor, EMC Insurance Companies  
Dianna Taylor, Nationwide  
Rick Thomas, Nationwide  
Diane Thurston, Farmers Alliance Mutual Ins  
Co  
Randy Tinker, Nationwide Agribusiness  
Jim Todd, The IMT Group  
Marcus Treimer, The IMT Group  
Len Twaroski, EMC Insurance Companies  
Amy Underwood, Nationwide  
Jamie Valenta, Nationwide Agribusiness  
Douglas Van Zanten, EMC Insurance  
Companies  
Laura Vansickle, Nationwide

Chad Veach, EMC Insurance Companies  
Raffaella Vignaroli, EMC Insurance Companies  
Christy Vitiritto, EMC Insurance Companies  
Rebecca Walters, Nationwide  
Kristi Walters, Nationwide Insurance Company  
Nicholas Webb, EMC Insurance Companies  
David Wehrman, Nationwide  
Adam White, The IMT Group  
John Wieland, Nationwide  
M Wignall, Nationwide  
Bradley Wilson, Nationwide  
Andrew Wright, Nationwide  
Aaron Wych, Continental Western Group

## Welcome to the Iowa Chapter!





## Thank You to Our 2016 I-Day Sponsors

John Ahrold  
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Asset Pros  
Bearence Management Group  
Bilbrey Insurance Services, Inc.  
Bitco Insurance  
B L C Insurance  
Brown-McNerney-Johnson  
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Donahue Insurance Agency, Inc.  
EMC Insurance Companies  
EMC National Life Company  
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EWI Re, Inc.  
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Farmers Alliance Companies  
Farmers Mutual Hail Insurance Company of Iowa  
Freedom Financial Bank  
Gateway Insurance Services, Inc., Ames  
General Reinsurance  
The Glienke Agency, LLC  
Grinnell Iowa CPCU Sub-Chapter  
Grinnell Mutual Reinsurance Co  
GuideOne Insurance  
The Hartford  
Health Insurance Advisor, LLC  
Holmes Murphy & Associates  
The IMT Group  
Independent Insurance Agents of Iowa  
INSPRO Insurance  
Insurance Association of Greater Des Moines  
Insurance Management, Altoona  
Integrity Mutual Insurance Company  
Iowa Bankers Insurance and Services, Inc  
Iowa FAIR Plan  
Iowa Insurance Hall of Fame  
Iowa Mutual Insurance Company, De Witt  
Jester Insurance  
Kelley Continuing Education Program  
Krist Insurance Services  
LaMair-Mulock-Condon Co  
Le Mars Insurance Company  
Liberty Mutual Insurance  
Merchants Bonding Company  
Middendorf Insurance Associates, Inc.  
Midwest Family Mutual  
Miller, Fidler & Hinke Insurance Agency  
Montgomery St John Insurance  
Mutual Insurance Association of Iowa  
Joe Morten & Son, Inc. dba Motor-Ways  
Nationwide  
NCMIC Insurance Company  
NOEL Insurance, Inc., Ottumwa  
North Central Iowa CPCU Sub-Chapter  
Partners Mutual Insurance Company  
Pharmacists Mutual  
Professional Solutions Insurance Company  
Progressive Insurance  
QBE  
Reynolds & Reynolds, Inc.  
Risk Placement Services, Inc.  
SECURA Insurance  
SFM Mutual  
State Auto Insurance Companies  
Travelers Insurance  
Truckers Insurance Associates, Inc  
United Fire and Casualty Company  
West Bend Mutual Insurance Company  
Willis and Moore, Inc