



Iowa ChapterGram

CPCU Society Iowa Chapter

January 2012

www.cpcu-iowa.org

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CPCU Society Social Media



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Upcoming Events

Thursday, January 19, 2012 11:30 am	Holiday Inn Jordan Creek	Speaker: Dana Ramundt, The Dana Company
Thursday, February 16, 2012 11:30 am	Embassy Suites on the River	Speaker: Eric Nordman, NAIC Hot Topics at the NAIC
March 7, 2012 8:00 am	Drake University	Ethics Day

Message from the President

Happy New Year everyone! Let's hope 2012 will bring gentle winds and no hail. My year as your President is about half over and moving quickly. The new year brings thoughts of change, new goals, and breaking bad habits. With those thoughts in mind, I would like to challenge all of you reading this message to bring someone from your company who does not regularly attend our chapter meetings with you to our January 19th meeting at the Holiday Inn Jordan Creek. I'd like to see at least 80 people at the meeting. Help me make this happen.

The December meeting at Wakonda Country Club was a success. We gathered a lot of food items and over \$350 in cash donations for the Des Moines Emergency Food Pantry. Our speaker, Cindy Morton, did an excellent job explaining the needs and challenges of the Food Pantry.

Let's make 2012 a year to remember.

"Whether you think you can or think you can't, you are right." --Henry Ford
-- Richard Keith, President, Iowa Chapter



Happy New Year

New Designee Spotlight

Jon Clement, CPCU
Compliance Analyst
The IMT Group

I started at IMT in January 2001 in the Personal Lines Underwriting department. I spent seven years as an underwriter before becoming a rate analyst on the Research and Development team. My current position within R&D is compliance analyst, where my primary responsibilities include developing policy forms, filing rate and policy forms with various state insurance departments, and ensuring company compliance with state insurance laws.



I wanted to earn the CPCU designation because I felt that it would strengthen my understanding of the insurance industry, allowing me to be a greater asset to my company. In December 2010, I accomplished my goal by passing my last CPCU exam. In October, I had the opportunity to attend the CPCU Society Annual Meeting and Conferment Ceremony, which was held this year at Caesars Palace in Las Vegas.

In my free time, I enjoy being with family and friends, golfing, bow hunting, and doing yard work (as long as the weather is nice). Something that has been occupying a lot of my time lately is preparing the house for a new addition to our family. Within the next month, my wife and I are expecting the arrival of our baby girl. Between going to support all of our nieces, nephews, and oldest daughter in their activities and having a newborn in the house, it looks like we'll be busier than ever!

What's In a Name?

The Two Dawn Sassatellis - by Ted Lussem

It wouldn't be unusual to have two members of the Iowa Chapter named John Smith or Mary Brown, since these are relatively common names.

In our Chapter, we have two women named Dawn Sassatelli. One of our new CPCUs in 2011 is Dawn I. Sassatelli (right in photo), Underwriting Supervisor at IMT Insurance, where she has worked for the past 16 years. Before starting at IMT, Dawn worked for the Continental Western Group.

Dawn M. Sassatelli (left in photo) got her CPCU in 2001. She is an Underwriting Consultant and has worked for Allied Insurance for the past 20 years.



They say they've never had any great confusion, though Dawn I. was asked by an Illinois agent "when did she leave Allied." Of course, she never worked for Allied.

Sassatelli is the married name for each Dawn, but their husbands know of no relationship between the families. Both Dawns were at I-Day on November 17, where this photo was taken.

Iowa Insurance Hall of Fame Seeking Nominations

Since its beginning in 1997, the Iowa Insurance Hall of Fame has recognized 72 industry leaders who have made their mark on our industry on a local, national, and world stage. Their leadership and vision have set the standards for others to follow.

The Iowa Insurance Hall of Fame (IIHOF) was formed to celebrate the fact that Iowa's insurance operations have grown to become a leading force within the industry, impacting financial services around the globe. By noting the outstanding individual contributions that formed the backbone of our industry and preserve its integrity today, the IIHOF hopes to inspire a vision of unrivaled success for the next generation of insurance industry leaders.

But there is a problem - unless they are nominated, those that you are sure should be included will never be inducted. Each year, someone asks why a particular "pillar" of our industry was not inducted. The answer is simple - they were not nominated.

You can help the IIHOF in this very important program. To do so, please go to their web site at www.iihof.org and click on "Nominations." The nomination form lists the information needed for a nomination to be considered.

The deadline for submissions is March 1, 2012, and the annual induction event will be held in May 2012 at Drake University's Olmsted Center. As a part of this year's induction program, two more "Iowa Insurance Hall of Fame" scholarships will be presented.

If you have any questions or concerns, contact Jeff Jeffus at 223-9438 or e-mail at jeff.jeffus@stateauto.com. Thank you for your continued support of the Iowa Insurance Hall of Fame.



2012 CPCU Events

January 19, 2012
11:30 am

Holiday Inn
Jordan Creek

Speaker: Dana Ramundt,
The Dana Company

February 16, 2012
11:30 am

Embassy Suites on the River

Speaker: Eric Nordman, NAIC
Hot Topics at the NAIC

March 7, 2012
8:00 am

Drake University

Ethics Day

April 19, 2012
11:30 am

Holiday Inn - Mercy Campus

Speaker: Frank Bigley, Farmers
Mutual Hail Insurance Co.
Reinsurance & Catastrophes

May 17, 2012
7:30 am

Des Moines Golf &
Country Club

Speaker: Barbara Cox
P&C Guaranty Funds

2012 Scholarship News for Iowa Chapter Members

This spring, the Iowa Chapter of CPCU will again be awarding up to two \$1,500 scholarships, one of which is the Ted Lussem Scholarship, to Iowa Chapter members and/or their dependents. This has been a very successful program and we are glad to continue to offer this opportunity to our members.

The scholarships are available to graduate and undergraduate students. To be eligible, graduate applicants must be an Iowa Chapter of CPCU member and attend an accredited graduate college or university. For undergraduate applicants to be eligible, they must be an Iowa Chapter of CPCU member or a dependent of a member, be a sophomore, junior, or senior attending a four-year accredited college or university in the state of Iowa, and maintain an overall GPA of at least 2.75 on a 4.0 scale. Preference will be given to students majoring in insurance or an insurance-related area of study. **Note:** The undergraduate scholarship can also be used by a current Iowa Chapter member that is pursuing a four-year degree.

Please use the applicable form provided in this ChapterGram. The forms are also available on our website at www.cpcu-iowa.org. Applications should be sent to Doug Nuehring by March 9, 2012.

Undergraduate Scholarship Application

Iowa Chapter of CPCU
2012 Undergraduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition during recipient's sophomore, junior, or senior year.
Amount may be applied to spring, summer, or fall tuition.

Eligibility:

- a. Iowa Chapter of CPCU members or one of their dependents; and,
- b. Sophomores, juniors, or seniors attending a four-year accredited college or university in the state of Iowa; and,
- c. Maintaining an overall G.P.A. of at least 2.75 on a 4.0 scale. Preference will be given to students majoring in business and/or insurance-related area of study.

Applicant Name: _____

Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Permanent Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Email Address: _____ CPCU Member Name _____

Year in school: Sophomore / Junior / Senior

Major: _____ Minor: _____

Grade Point Average: _____ Anticipated Graduation Date: _____

Please complete and return this form and the following information by Friday, March 9, 2012:

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history and other information you believe is important for consideration.
2. A statement explaining your career goals and your thoughts about why you are deserving of consideration for this scholarship award. Also, if you are majoring in or have an emphasis in insurance, please explain your interest in that career path and list the insurance courses that you have taken or plan to take.

Please mail the completed application, résumé, and statement to:

Doug Nuehring, CPCU
Iowa Chapter of CPCU
c/o EMC Insurance Companies
Box 712
Des Moines, IA 50306-0712

Alternatively, you can email the documents to "Doug.W.Nuehring@EMCIns.com".

Graduate Scholarship Application

Iowa Chapter of CPCU
2012 Graduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition at an accredited graduate college or university.
Amount may be applied to spring, summer, or fall tuition.

Eligibility:

- a. Iowa Chapter of CPCU members only; and,
- b. Attending an accredited graduate college or university

Applicant Name: _____

Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Permanent Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Email Address: _____ Graduate Program: _____

Please complete and return this form and the following information by Friday, March 9, 2012:

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history, and other information you believe is important for consideration.
2. A statement explaining your career goals and your thoughts about why you are deserving of consideration for this scholarship award. Please state why your graduate degree will help you on your path to your career goals. Also, please list graduate level insurance courses you have taken or plan to take.

Please mail the completed application, résumé, and statement to:

Doug Nuehring, CPCU
Iowa Chapter of CPCU
c/o EMC Insurance Companies
Box 712
Des Moines, IA 50306-0712

Alternatively, you can email the documents to "Doug.W.Nuehring@EMCIns.com".

Chapter Meeting

Date & Time Thursday, January 19. 11:30 am

Location Holiday Inn Jordan Creek ([map](#))

Speaker Dana Ramundt, The Dana Company

Topic Vaughan Institute

Topic: Dana Ramundt, President and CEO of the Dana Company, will be speaking about the Emmett J. Vaughan Institute of Risk Management and Insurance, which he was instrumental in founding.

Speaker Bio: Dana Ramundt is president and CEO of The Dana Company, an independent insurance agency he founded in Des Moines, Iowa, currently serving clients in 22 states. His career, with the exception of a two-year stint as regional vice president of a securities firm, has been in insurance agencies in Mason City and Des Moines, prior to starting The Dana Company in 1989. He has served the insurance industry as president of two county independent insurance agents' associations, as president of the Independent Insurance Agents of Iowa, and most recently served on the board of the Independent Insurance Agents and Brokers of America. He was on the board of trustees of Kaplan University for 19 years and is currently a board member of project InVEST, a national program for the introduction of the insurance industry to high school and college students. Ramundt initiated the reestablishment of the insurance program at The University of Iowa, which has now evolved into the Vaughan Institute.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by January 13, 2012 to:

cpcu-iowa@associationinsight.com

Make checks payable to: Iowa Chapter - CPCU

Mail checks to: Iowa Chapter CPCU
c/o Association Insight
1255 SW Prairie Trail Parkway
Ankeny, IA 50015

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 Connie Doud at (515) 237-7389.