



Iowa ChapterGram

Iowa CPCU Society Chapter

September 2012

www.cpcu-iowa.org

2012-2013 Officers

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Upcoming Events

September 13, 2012 11:30 am	Sheraton Hotel - West Des Moines	Speaker: Scott Leighter Topic: Fraud Technology
October 18, 2012 11:30 am	Des Moines Botanical Center	Speaker: Angel Robinson, Iowa Insurance Division
November 15, 2012 8:00 am	Des Moines Downtown Marriott	I-Day 2012



CPCU Society Social Media



Message from the President

Welcome to an exciting new year for the Iowa CPCU Society Chapter. We are gearing up for an enriching year of educational programs, community events, and professional development.

We had a successful year last year under the leadership of our past president, Richard Keith. Under his direction, and with the contributions of many volunteers, our chapter received the Circle of Excellence Gold with Distinction award for the tenth year in a row.

It is a great privilege to serve as president to one of the best CPCU Society Chapters in the country. We have a lot of challenges and opportunities this year. With the merger of the CPCU Society and The Institutes, chapters are being asked to make some changes, such as:

- Changing our official name to the Iowa CPCU Society Chapter
- Changing from a July 1 – June 30 fiscal year to a calendar year
- Updating our bylaws accordingly

Your board of directors has already started planning for and addressing these changes, and we will keep you informed as plans develop over the next few months.

I would also like to thank Brian Wright and Stephanie Wells for a successful golf outing. As a result of this charity event, we were able to present \$2,700 to Blank Children's Hospital Mobile Fire Prevention Trailer.

Chapter Vice President Erin Osier and her Program Planning committee have been busy preparing informative meetings for the upcoming year. Our first meeting will be held at the Sheraton in West Des Moines on September 13. Find more information on page 10 of this ChapterGram.

Mark your calendars today for November 15 to attend the Iowa CPCU Society Chapter I-Day. The dates and locations for our other meetings are also included on page 5.

On behalf of myself, Vice President Erin Osier, Secretary Kim Smetzer, Treasurer Rose Nuwatchrocha, and the rest of the board, we are excited about the upcoming year for the Iowa Chapter and encourage all of you to become active in the chapter this year.



Meet Our New Chapter President, Connie Doud

Connie is a Research Analyst at Farmers Mutual Hail Insurance Company of Iowa, where she has been for the last 12 years. She worked at Grinnell Mutual Reinsurance for 27 years before moving to Des Moines. She graduated from Grinnell High School and Central College with a degree in Mathematics. While at Grinnell Mutual, Connie went through the chairs in the Grinnell CPCU Subchapter. She has also been active in the Association of Insurance Compliance Professionals (AICP) serving as the Heartland Chapter President, as well as a Regional Director on the AICP National Board.

May Chapter Meeting Photos



2011 - 2012 Iowa Chapter President Richard Keith (left) receives a plaque from current Chapter President Connie Doud in appreciation of his service to the Chapter over the past several years.



2012 - 2013 Chapter Officers (left to right): Connie Doud, President; Rose Nwaturuocha, Treasurer; Erin Osier, Vice President; Kim Smetzer, Secretary.

New Designee Spotlight

Dan Mulcahy, CPCU, ARe, AINS
Business Analyst
The IMT Group



Frankly, I had never given insurance any thought beyond making sure I put a new ID card in my glove box every year. But, since late 2008 was an exceptionally challenging time to be looking for entry level work with a finance degree, and when I was offered a job at the IMT Group, I jumped at the chance. As luck would have it, in addition to the paycheck, I found that I enjoyed what I was doing while, at the same time, realizing I had a lot to learn.

I've always liked challenges and proving to myself that they can be overcome. At the end of high school, wanting to do something other than follow friends to the University of Iowa, I decided to join the military. My grandfather (a Navy veteran) had always remarked how the Marines were not the branch to join due to the difficulty of training and the sometimes austere living conditions. Naturally, within no time at all, I had joined the Marines and was off to boot camp. Four years later, after deciding that the friendly confines of the University of Iowa had become more appealing, I began my studies, graduating with a finance degree in 2008.

From the moment I joined The IMT Group, it was clear that earning the CPCU designation was a prestigious accomplishment signifying a willingness to better yourself academically and giving you the ability to think critically about things outside your day-to-day job. It was an easy decision to start studying right away. I spent three years in the Personal Lines underwriting department at IMT, and just recently accepted a position as a Business Analyst in our Technical Support Department, where we focus on implementing technology improvements and ensure our existing systems are functioning properly.

In my free time, it's a safe bet you'll find me cheering on the Hawkeyes, traveling, or at the dog park trying (in vain) to burn some energy out of my two-year old Australian Shepherd. I also recently got engaged, so I'm sure there is a fair amount of wedding planning in my future! I look forward to attending this year's conferment ceremony in Washington D.C. and being able to meet everyone at our future chapter meetings!

2012 - 2013 Iowa Chapter Annual Meeting Package

Package Includes: All seven monthly chapter meetings & I-Day seminar and luncheon

Cost: [\\$210 for the Annual Package](#). This is a \$25 discount for paying in advance.

Deadline: September 7, 2012

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

Note: The annual meeting package does not include the Ethics Seminar in March or any Technical Seminars or National Leadership (NLI) seminars that are unscheduled at this time.

2012-2013 CPCU Events

September 13, 2012 11:30 am	Sheraton Hotel - West Des Moines	Speaker: Scott Leighter, FBL Topic: Fraud Technology
October 18, 2012 11:30 am	Des Moines Botanical Center	Speaker: Angel Robinson, Iowa Insurance Division
November 15, 2012 8:00 am	Des Moines Downtown Marriott	I-Day 2012
December 13, 2012 3:00 pm	Wakonda Club	Speaker: Dr. Robert Hartwig, Insurance Information Institute
January 17, 2013 11:30 am	Des Moines Club	Speaker: Callista Gould Topic: Cocktail & Network Etiquette
February 14, 2013 11:30 am	Glen Oaks Country Club	Speaker: Bob Skow, IIA of Iowa
March 6, 2013 8:00 am	Drake University	Ethics Day
April 18, 2013 11:30 am	Embassy West Jordan Creek	Speaker: John Flahaut Topic: Credit Insurance
May 16, 2013 7:30 am	Des Moines Golf & Country Club	Speaker: Laure Mardis Topic: Investment Management

2012 - 2013 Iowa CPCU Society Chapter Schedule		
September 13	11:30 am	Sheraton - West Des Moines
October 18	11:30 am	Des Moines Botanical Center
November 15	8:00 am	I-Day: Downtown Marriott
December 13	3:30 pm	Wakonda Club
January 17	11:30 am	Des Moines Club
February 14	11:30 am	Glen Oaks Country Club
March 6	8:00 am	Ethics Day - Drake Univ.
April 18	11:30 am	Embassy West - Jordan Creek
May 16	7:30 am	Des Moines Golf & CC

Update your schedule magnet and save the dates for our 2012 - 2013 meetings. We look forward to seeing you soon.

Burkhalter Award

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 broad based 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.

To nominate an individual for the Burkhalter Award:

1. Complete the [nomination form](#) on page 7.
2. Return the form to:

Iowa CPCU Society Chapter
c/o Association Insight
1255 SW Prairie Trail Parkway
Ankeny, IA 50015

3. Nomination deadline is October 15, 2012.
4. The award will be presented at the annual I-Day seminar.

View a list of previous Burkhalter Award recipients at:
<http://cpcu-iowa.org/awards/the-burkhalter-award/>



2011 Burkhalter Award Recipient
Ted Lussem

Burkhalter Award Nomination Form

Name of Nominee	
Company/Organization of Nominee	
Nominee's Address	
Telephone Number, if known	

Please indicate the area(s) of the nominee's contribution:

- CONTINUING EDUCATION**: Advancing the professionalism of insurance through participation and improvement of the instructional process.
- PROMOTING INSURANCE**: Enhancement of the industry within the business community by involvement in either civic or other activities.
- EXTERNAL ACHIEVEMENT**: Voluntary work or accomplishments in the industry or community outside the scope of one's normal job responsibilities.
- RESEARCH EFFORTS**: Activities, which have led, or will lead, to major improvements in the insurance environment such as, but not limited to, published works.
- INNOVATION WITHIN THE INDUSTRY**: Accomplishments that have added to the overall creative excellence of the industry.
- SPECIFIC ACHIEVEMENTS WHICH BENEFIT THE INDUSTRY**: Those milestones specifically targeted to improve the industry's general welfare.
- LEGISLATIVE ACTIVITIES**: Participation in government affairs leading to positive insurance legislation.
- LEADERSHIP**: Providing guidance and direction resulting in a better insurance climate.
- OTHER**: Please specify: _____

Please provide a brief summary of the nominee's accomplishments:

Your (Nominator's) Name	
Address	
Phone Number	

Chris Murphy, Distinguished Graduate (Again)

By: Ted Lussem

As some of you know, I've taken a lot of classes and passed a lot of tests to get a lot of designations from the Institutes.... but I've never been a "Distinguished Graduate." Maybe you don't know what the Distinguished Graduate award is. It is given by the Institutes to the one person nationally that receives the highest cumulative grade average in each of the designation programs during any one year.



In 2012, Chris was named the "Distinguished Graduate" in the Associate in Personal Lines Insurance (API) program and Associate in Surplus Lines Insurance (ASLI) program. In 2011, he was the Distinguished Graduate in the Associate in Marine Insurance Management (AMIM) program and in 2010, Chris received the same award in both Associate in Risk Management (ARM) and Associate in Commercial Underwriting (AU). Chris has also been included among the top three in the Accredited Adviser in Insurance (AAI), Associate in Claims (AIC), and Associate in Management (AIM) programs, where he received the Award for Academic Excellence over the past several years.

While I never received a "non-passing" (they say you never fail) grade in my CPCU tests, I did have several Associate courses where I had to retake a part. I asked Chris how many he needed to redo and, you guessed it, he doesn't know what a non-passing grade looks like.

In addition to the CPCU, Chris has now completed 10 "Associate" programs from the Institutes plus two outside of the CPCU/IIA offerings.

We may have other CPCUs who have received either a Distinguished Graduate or Award for Academic Excellence in the past few years. If this is you, please [let me know](#) so I can let our members know who else has received these prestigious awards from the Institutes.

Iowa Chapter Circle of Excellence

The CPCU Society's Circle of Excellence Recognition Program recognizes each chapter for its efforts to achieve benchmarks in chapter performance. Through this program, chapters can earn recognition by completing key initiatives of the Society's strategic plan.



We are proud to announce that the Iowa Chapter has once again received the highest level of recognition from the Society - Gold with Distinction - for the 2011-2012 year. The Gold Circle will be added to the Chapter's Circle of Excellence plaque, as evidence of the dedication of time and talents provided by the 2011-2012 leadership team and all chapter members who planned and participated in our many activities last year.

The Iowa Chapter will also be recognized at the Annual Meeting and Seminars in Washington, DC, in a special Circle of Excellence display and during the Circle of Excellence Recognition Luncheon.

CONGRATULATIONS!

Golf Outing Sponsorship - Thank You

The Iowa CPCU Society Chapter would like to thank everyone who participated and helped with our 2012 Golf Outing. We would also like to recognize our corporate sponsors for their generous donations to this event.

- Allied Insurance
- Chubb
- EMC Insurance
- Farmers Mutual Hail
- Grinnell Mutual
- Guide One
- Holmes Murphy
- IMT Group
- LaMair-Mulock-Condon

The combination of individual participants and corporate sponsors enabled the Chapter to donate **\$2,700** to the Blank Children's Hospital Mobile Fire Prevention Trailer. We look forward to seeing you next year. To view photos from this year's golf event, [visit our website](#).

New Designee Reception

The 2012 New Designee Reception was held on August 21 at Bos Fine Dining at Renaissance Savery Hotel. More than 20 new designees, spouses, friends, and board members attended. Several photos from the event are shown below, and more photos are available on our [website](#).



Chapter Meeting

Date & Time Thursday, September 13, 2012. 11:30 am

Location Sheraton Hotel, West Des Moines ([map](#))

Speaker Scott Leighter, Farm Bureau

Topic Leveraging of Technology to Fight Fraud

Speaker Bio:

Scott Leighter is Special Investigations Manager in charge of investigative oversight for the entire FBL Financial Group. His duties include the protection of company assets and ensuring that thorough and timely investigations are completed on suspicious claims and allegations of employee misconduct.

Prior to joining the insurance industry, Scott was employed with the Iowa Department of Public Safety. His duties with the state included working as an Iowa State Trooper and later as a Special Agent with the Division of Narcotics Enforcement. He has a Bachelors degree in Public Administration and is currently finishing his Masters in Compliance and Business Ethics. He served six years with the Iowa Army National Guard and is married with two sons in college.



To enable us to have an accurate count for food purposes, please mail or e-mail reservations by September 7, 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 Erin Osier at (515) 223-6998.