



# Iowa ChapterGram

## Iowa CPCU Society Chapter

November 2012

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

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## Upcoming Events

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



CPCU Society Social Media



## Message from the President

November is packed full of excitement: Presidential Election, I-Day, and Thanksgiving. We should all exercise our right to vote, and we should all attend I-Day on November 15<sup>th</sup> at the Downtown Marriott. Our Vice President, Erin Osier, and her committee have put together a great program this year. Our keynote speaker will be Peter Miller of The Institutes. The theme of this year's event is Catastrophic Impact. We will hear from a meteorologist, Steve Drews, followed by an analysis of catastrophic events with Paul Eaton. Both Steve and Paul are with Aon Benefield. The morning will conclude with Jim Canfield of General Reinsurance speaking from the reinsurer's point of view. After lunch, we will recognize our 34 new designees. David Medvidofsky, CPCU Society National President, will serve as our conferring officer.



We would like to thank the 78 companies who have pledged to support our full page ad in the Des Moines Register on November 12th, which will recognize our new designees and Chapter. Special thanks to Craig Green and Ted Lussem for putting the ad together. In addition, we would like to thank Continental Western for printing our I-Day programs, Grinnell Mutual and General Re for the continental breakfast, and the IMT Group for sponsoring the morning break and speakers dinner.

We had a good turnout at our October meeting at the Botanical Center. Angel Robinson, Consumer Advocate for the State of Iowa, gave us an update of the activities in her office regarding credit scoring, vehicle repair, NCCI rate filing, timely resolution of claims, and non-renewal complaints. For information regarding the Consumer Advocate activities, log on to [www.insuranceca.iowa.gov](http://www.insuranceca.iowa.gov).

As a CPCU Chapter and as a nation, we have much for which to be thankful. Have a happy and safe Thanksgiving.

“A thankful heart is not only the greatest virtue, but the parent of all the other virtues.” - Cicero

-- Connie Doud, CPCU, CCP



## 2012-2013 CPCU Events

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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

## Judy Brannon - Academic Award Winner

In the September ChapterGram, Ted Lussem asked for Iowa Chapter CPCUs to contact him if they had ever received an academic award from the Institutes. Ted heard back from Judy Brannon, who informed him that she received the Award for Academic Excellence in the Associate in Research and Planning (ARP) program in October 1984. Since then, Judy has served in several chapter roles, including as our 50th Chapter President in 2001-2002. Judy was inducted into the Iowa Insurance Hall of Fame in 2006 and received the prestigious Burkhalter Award in 2010 (see photo). A very belated congratulations on your academic award, Judy!



## New Designee Spotlight

**Megan Schorer, CPCU, AU, AINS, AIS  
Business Analyst  
Berkley Technology Services**



Hello! I'm Megan Schorer from West Des Moines. I graduated from Urbandale High School and Drake University, where I earned a Bachelor of Science degree in Marketing. To pay college expenses, I worked as a server in several restaurants – which led to unexpected long-term benefits. First, I developed expertise in identifying top local eating establishments and critiquing their best offerings.

Then, before my graduation from Drake, I happened into a conversation with a customer I was serving at Biaggi's Italian Restaurant, who gave me his business card and encouraged me to pursue a job with his company. That customer was Kim Austen, now President and COO of Allied Insurance Co. I called his office the next day and ultimately worked at Allied for five years after college. In my time at Allied, I initially handled bodily injury claims and later became a liaison to agencies, promoting and supporting various programs within the Allied Claims Department.

Currently, I am a business analyst for the agency interface team at Berkley Technology Services, where I have been employed almost five years. I work on the implementation and support of a web-based application designed for insurance agents to obtain quotes. I have achieved my CPCU, AU, AINS, and AIS designations. Away from work, I enjoy biking, reading mysteries, salmon fishing in Alaska, Caribbean beaches, dining out, and watching sporting events. Go Hawkeyes! Go Cubs!

## Congratulations 2012 New Designees

Crystal Bauman - Grinnell Mutual Reinsurance Co  
Jared D. Beard - Bituminous Insurance  
Tracy J. Childs - EMC Insurance Companies  
Amanda Crandall - Farm Bureau Companies  
Amy Crane - Farm Bureau Companies  
Jay L. Firkins - Berkley Technology Services  
Scotty Fry - McCune and Reed, Ottumwa  
Brooke Galinsky - Nationwide  
Melissa Haden - Farm Bureau Companies  
Rebekka Hansel - The IMT Group  
Melissa Hansen - EMC Insurance Companies  
Jessica Hendricks - EMC Insurance Companies  
Tom Hergert - The IMT Group  
Andrew Holland - Cincinnati Insurance Companies  
Steven Jay Howard - Farm Bureau Companies  
Amanda K. Johnson - Nationwide  
Gregory J. Johnson - Continental Western Group

James Johnson - Farm Bureau Companies  
Travis D. McAlpin - The IMT Group  
Carol D. Merial - Grinnell Mutual Reinsurance Co  
Shawn Miner - SFM Insurance  
Adam R. Moore - Grinnell Mutual Reinsurance Co  
Daniel Mulcahy - The IMT Group  
Timothy J. Nielsen - GuideOne Insurance  
Randy M. Peter - The IMT Group  
Sanja Plynaar - EMC Insurance Companies  
Megan Schorer - Berkley Technology Services  
Angie D. Staroska - Grinnell Mutual Reinsurance Co  
Jerod M. Topliff - Merchants Bonding Company  
Angela J. Van Riessen - Holmes Murphy & Associates  
Stacy Walton - Grinnell Mutual Reinsurance Co  
Brandon Williams - ACE Limited  
David Wingert - Grinnell Mutual Reinsurance Co  
Samuel L. Wright - Grinnell Mutual Reinsurance Co

## Thank You to Our 2012 I-Day Sponsors

Ahrold Fay Rosenberg, Inc  
Arthur J. Gallagher Risk Management Service, Inc  
Asset Protection Agency  
Bearence Management Group  
Bilbrey Insurance Services, Inc.  
Bituminous Insurance  
Brooks-Lussem-Clem Insurance  
Brown-McNerney-Johnson  
C Mac Chambers Agency  
Chubb Group of Insurance Companies  
Conroy Insurance Services, LLC  
Continental Western Group  
Cunningham Lindsey  
The Dana Company  
Davis Insurance Agency, Inc  
Donaghy-Kempton Insurors  
Donahue Insurance Agency, Inc.  
EMC Insurance Companies  
EMC National Life Company  
EMC Risk Services, LLC  
EMC Underwriters, LLC  
EWI Reinsurance  
Farmers Mutual Hail Insurance Company of Iowa  
FBL Financial Group  
Freedom Financial Bank  
Gateway Insurance Services, Inc., Ames  
General Reinsurance Corporation  
The Glienke Agency, LLC  
Grinnell Iowa CPCU Sub-chapter  
Grinnell Mutual Reinsurance Co  
GuideOne Insurance  
Health Insurance Advisor, LLC  
Holmes Murphy & Associates  
The IMT Group  
Independent Insurance Agents of Des Moines  
Independent Insurance Agents of Iowa  
Indiana Insurance  
Insurance Association of Greater Des Moines  
Insurance Associates, a Division of INSPRO  
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  
Kelley Insurance Center – Drake University  
Krist Insurance Services  
LaMair-Mulock-Condon Co  
Le Mars Insurance Company  
Marsh U. S. Consumer  
Merchants Bonding Company  
Middendorf Insurance Associates, Inc.  
Midwest Family Mutual  
Miller, Fidler & Hinke Insurance Agency  
Montgomery St John Insurance  
Joe Morten & Son, Inc. dba Motor-Ways  
Nationwide  
NCMIC Group  
NOEL Insurance, Inc., Ottumwa  
North Central Iowa CPCU Sub-chapter  
Old Republic Surety Company  
Partners Mutual Insurance Company  
Philadelphia Insurance Company  
Professional Solutions Insurance Services  
Progressive Insurance  
QBE the Americas  
Rain and Hail, LLC  
Reynolds & Reynolds, Inc.  
Scobie Group  
SECURA Insurance  
Society Insurance  
State Auto Insurance Companies  
Taylor Insurance Services  
Travelers Insurance  
Truckers Insurance Associates, Inc  
United Fire and Casualty Company  
West Bend Mutual Insurance Company  
Willis and Moore, Inc

# Chapter Meeting: I-Day 2012

Date & Time Thursday, November 15, 2012. 8:00 am - 2:00 pm

Location Downtown Des Moines Marriott

## AGENDA

- 8:00 – 8:30 Registration & Continental Breakfast *(Sponsored by GenRe & Grinnell Mutual)*
- 8:30 – 8:45 Opening Remarks
- 8:45 – 9:30 The Institutes and CPCU Society Update
- 9:30 – 10:15 2011: The Year of the Thunderstorm
- 10:15 – 10:30 Networking & Coffee Break *(Sponsored by IMT Insurance)*
- 10:30 – 11:15 Modeling Severe Convective Storm
- 11:15 – 12:00 Long Term Strategies for Risk Takers - A Direct Reinsurers Perspective
- 12:00 – 2:00 Networking Break, Lunch, & Conferment of New Designees

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by November 8, 2012 to: [eosier@yourcaptive.com](mailto:eosier@yourcaptive.com)

Mail checks to: Iowa CPCU Society Chapter  
c/o Innovative Captive Strategies  
Attn: Erin Osier  
P. O. Box 9207  
Des Moines, IA 50306-9207

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

Company: \_\_\_\_\_ Total Enclosed: \$ \_\_\_\_\_

Cost: Seminar & Luncheon...\$60  
Seminar Only.....\$40  
Luncheon Only.....\$30

To register by credit card, visit our chapter website ([www.cpcu-iowa.org](http://www.cpcu-iowa.org)) and click on the I-Day 2012 logo at the top of the page.

For questions about I-Day, please call Erin Osier at (515) 223-6998.

[View the I-Day Brochure - Click Here](#)