



**CPCU**  
SOCIETY

# ChapterGram

Iowa CPCU Society Chapter

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CPCU Society Social Media



May 2015

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

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## Upcoming Events

May 21, 2015 7:30 am	Des Moines Golf and Country Club	May 2015 Chapter Meeting
June 23, 2015 7:05 pm	Principal Park	CPCU I-Cubs Outing
June 25, 2015 9:00 am	Animal Rescue League	Good Works Event
Tuesday, July 14, 2015 11:30 am	The Legacy Golf Club, Norwalk	2015 CPCU Charity Golf Outing

## Message from the President

We had an outstanding Chapter meeting on April 16 at the Embassy Club in downtown Des Moines. Patrick Phelan, Fire Protection Engineer with the City of Des Moines, and Kevin Hovick, COO of EMC spoke about The Younkers Fire- A Year Later.

This topic was very near and dear to many members of our chapter, especially those employed with EMC Insurance. Thank you to all who ventured out to join our largest meeting (outside of I-Day) in the past several years!

Please plan to join us on May 19 for the Iowa Insurance Hall of Fame Induction Ceremony being held at Drake University. We will honor the following new inductees into the Insurance Hall of Fame: Richard Friedman, Bruce Kelley, Jennie LeGates, W. Harold Petersen, and James Sharp (awarded posthumously). This is an evening of networking and celebrating our great industry. Three of the five individuals being inducted this year are CPCUs, making their induction even more meaningful to our membership.



We hope you can join us for breakfast at Des Moines Golf and Country Club on May 21 at 7:30 a.m. Kurt Pearson will be presenting on Personal Investments, Elder Care, Wills & Trusts. In addition to our speaker, we will be recognizing our Ted Lussem Scholarship winner. This will be our last regular Chapter meeting for the Spring as we take a break for summer. We will resume regular monthly Chapter meetings in September.

Be sure to join us on June 23 at Principal Park for the Iowa Cubs versus the Omaha Storm Chasers at 7:05 pm. It will be an evening of fun for adults and children alike! You can sign up for the event on our [Facebook](#) page. Our next Good Works event will be on June 25 at the Animal Rescue League of Des Moines from 9 am to 12 pm. Make time to come out and support a worthwhile cause. On July 14, we will be hosting our Annual Charity Golf Outing at the Legacy Golf Course in Norwalk. The best-ball tournament will have a shotgun tee at 11:30 a.m. with prizes and dinner afterwards. Grab your own foursome, or sign up as an individual and we'll pair you up. Golfers of all levels of play are encouraged to play. Treat yourself to a stress free afternoon of golf! We'd love to see you at one, or all, of our upcoming events.

Iowa Chapter member Wade Sheeler has received the Gerrond Award for outstanding CPCU volunteer. Congratulations Wade!

Have a great summer everyone.

Kimberly D. Smetzer, CPCU

President, Iowa CPCU Society Chapter

“Some people make things happen. Some people watch things happen.

Some people wonder what happened.”

~ Unknown

## New Designee Spotlight

**Teri Vavricek, CPCU, AU**  
**Excess/Surplus & Specialty Programs Underwriting Manager**  
**Nationwide**

My insurance career began with Nationwide in 1999, just after graduating high school. I love working for Nationwide so much that I started my career here and plan to retire here.

The first 10 years of my career were spent in the areas of Personal Lines and Commercial Lines Customer Service where I held various roles including customer service representative, quality assurance coordinator, technical lead, and supervisor.



My husband also works for Nationwide. During our first 10 years here we had the unique opportunity to relocate to different parts of the country for the purpose of helping to lead the upstart and management of redundant customer service offices in Nebraska and Texas. During that time I also earned an Associate of Arts degree in Business from the University of Phoenix and a Bachelor of Science degree in Business Management from Western Governor's University (at \$0 cost to me—another great perk of being a Nationwider).

In 2010, I started a new adventure in my career when I moved into Underwriting. I was hired to start a new book of Workers Compensation business to complement specialized books of Excess/Specialty program business. In this role, I was the first and only underwriter in the beginning and I didn't have any formal underwriting training. My division wanted to approach the underwriting of the business with a "common sense" approach and not necessarily to do things the way we have always done them. This was an exciting opportunity, but also a little intimidating because I didn't have much underwriting knowledge to pull from.

Of course, Nationwiders are the best at sharing and helping, but a lot of the skills and knowledge I needed couldn't be taught and learned as quickly as I needed to learn them. That's when I decided to get into CPCU and AU resources. I found a lot of the big picture underwriting concepts I needed to understand in order to start building an underwriting philosophy and strategy. Obviously, it didn't teach me everything I know today about underwriting. But, it was an excellent platform to build a foundation and a springboard for knowing how to think like an underwriter, how to be productively curious, and how to ask the right questions. That foundation has served me very well in building this book of business over the last 5 years.

If we're being real, some people want the CPCU designation for the letters after their name. I like to say I did it for survival! Today, I lead a specialized Workers Compensation Underwriting and Product team of 7 (and growing) and the majority of my associates are either CPCUs or are working toward it.

I live in Ankeny with my husband of 14 years, Brandon. In my free time I enjoy traveling, fishing, reading, being involved at our church, cheering on the Cornhuskers and Chiefs, and spending time with family and friends.

## Harry S. Barrows Obituary

Harry Barrows, who was the 10th president of the Iowa Chapter of CPCU for the 1961-62 year, passed away at age 91 on April 16th. Harry received his CPCU designation in 1951. He retired from Holmes Murphy and Associates as a partner and Senior Vice President in 1984.

Harry was a veteran serving during World War II as a Second Lieutenant in the Infantry in Europe. He graduated from Princeton and was very involved in the Masons and Scottish Rite.

## Wade Sheeler Receives 2015 Gerrond Memorial Award

The CPCU Society presented Wade Sheeler with the 2015 Richard A. Gerrond Memorial Award during its Leadership Summit in Ft. Lauderdale, Florida, on April 24. Sheeler serves as a risk manager at Grinnell Mutual Reinsurance Company where he has worked for the past 23 years.

The Gerrond Award recognizes an outstanding volunteer for dedication and commitment to the risk management and insurance industry. It was created in memory of Richard A. Gerrond, CPCU, CIC, a dedicated instructor and past CPCU Society governor, who passed away in January 2005.



Sheeler, MBA, CPCU, CIC, CRM, was selected for his demonstrative leadership abilities, which support the Gerrond Award attributes. He earned the CPCU designation in 1995 and has been actively engaged in the CPCU Society since 1980. He has held various roles of Society leadership throughout his service. He is a past national governor and director and a past president of the Iowa Chapter of CPCU. He currently chairs the Reinsurance Interest Group.

## Good Works Update

Nine members of our chapter participated in the first quarter Good Works event on Tuesday, March 31 volunteering at the Blank Park Zoo. Volunteers helped the zoo prepare for their "Eggstravaganza" event by filling goodie bags, pre-cutting craft materials, setting up carpet for the Easter egg hunt, and cleaning up trash around the zoo. Everyone had a great time and enjoyed being outside in the beautiful weather.

If you weren't able to make it to our event in March, please consider joining us for our second quarter Good Works event at the Animal Rescue League on Thursday, June 25 from 9:00 am to 12:00 pm. We will be helping the ARL clean and set-up tables and chairs for their "Cat's Meow" event. If you are interested in signing up, please do so on our [website](#). Space is limited to 10 volunteers so be sure to sign up today!



Join Us For the  
19th Annual



*Celebrating  
Leaders in a  
Global Marketplace*

# **IOWA INSURANCE HALL OF FAME CEREMONY**

## ***Honoring these Inductees for 2015:***

Richard P. Friedman • Bruce G. Kelley • Jennie L. LeGates  
W. Harold Petersen • \* James T. Sharp  
\*Awarded Posthumously

**Tuesday, May 19, 2015**

Olmsted Center, Drake University

Social 5:00 - Dinner 6:00 - Program 6:45

\$35/pp - Business Dress • Reserved Tables of 8 available for \$350

### **Submit Reservations by May 13<sup>th</sup>:**

Melissa Meiners, Iowa Insurance Hall of Fame  
c/o Independent Insurance Agents of Iowa

4000 Westown Parkway, West Des Moines, IA 50266  
(515) 223-6060 Ext 15 • E-mail: [Melissa@IIAlova.org](mailto:Melissa@IIAlova.org) • [www.iihof.org](http://www.iihof.org)

## 2015 CPCU Events

May 21, 2015 7:30 am	Des Moines Golf and Country Club	Speaker: Kurt Pearson Topic: Personal Investments, Elder Care, Wills & Trusts
September 17, 2015 11:30 am	Hilton Garden Inn - West Des Moines	Speaker: Gary Slater Topic: The Iowa State Fair - Risk Controls and Behind the Scenes Perspectives
October 15, 2015 7:30 am	Greater Des Moines Botanical Garden	Speaker: Dr S. Elwynn Taylor Topic: Weather Trends
November 12, 2015 8:00 am	Marriott Hotel - Downtown Des Moines	I-Day 2015
December 17, 2015 3:00 pm	Wakonda Club	Speaker: Callista Gould Topic: Business Meals and Meeting Etiquette

## 2015 Annual CPCU Charity Golf Outing

Please mark your calendar for an afternoon of great golf on July 14th. Our outing is a Best Shot tournament open to CPCUs along with all insurance industry employees, family, friends and business associates. You do not have to be a CPCU to participate!

The entry fee includes green fees for 18 holes, range balls prior to tee time, use of a cart plus dinner after the golfing. Registration deadline is Thursday, July 2<sup>nd</sup>.

This year our chapter will be raising money to support Blank Children's Hospital.

- Fees may be paid by credit card by registering at <http://cpcu-iowa.org/events/>
- Fees may be paid by check by mailing the registration form and check with full payment to:

Iowa CPCU Society Chapter  
Attn: Debra R. Conroy, CIIP, CIC  
1000 73<sup>rd</sup> St. Ste. 18  
Windsor Heights, IA 50324

## It's Not Too Late to Renew Your CPCU Membership

If you haven't done so already, please consider renewing your membership with the Society for 2015. Renewing with the Society also automatically renews your Iowa Chapter membership and as a Society and Chapter member you will have access to a wide range of benefits that include membership in one of the largest CPCU chapters in the United States.

For additional information please visit the [CPCU Society website](#).

## Chapter Meeting

Date & Time May 21, 2015, 7:30 am

Location Des Moines Golf and Country Club

Speakers Kurt Pearson

Topic Personal Investments, Elder Care, Wills & Trusts

Kurt Pearson is a CERTIFIED FINANCIAL PLANNER™ and owner of Compass Financial Services in West Des Moines. For over 20 years, Kurt has been offering financial advice to individuals and corporations, originally through Caldwell Financial and now as an entrepreneur, owning his own firm.



Kurt earned his Bachelor of Arts degree from the University of Northern Iowa then went on to become a graduate of the College for Financial Planning, earning his CFP® designation.

Kurt's experience encompasses extensive public speaking, authoring articles for local publications as well as his first book "Coram Deo". He has served as an ambassador for the Greater Des Moines Chamber and West Des Moines Chamber, as well as acting as past president for the Friends of the West Des Moines Library and the West Des Moines Incubator.

He and his wife Sandra have four grown children and three grandchildren. Kurt and Sandra reside in West Des Moines.

Kurt can currently be seen the first Thursday of every month on KCCI-Channel 8 morning news.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by **May 14, 2015** to:

debbie.conroy@cpcu-iowa

Or 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

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

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

Cost: \$25 per person

To register by credit card, 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 Dalith Wells, (515) 345-7458.