



ChapterGram

Iowa CPCU Society Chapter

2016 Officers

President:
Dalith Wells
(515) 345-7458
Dalith.M.Wells@EMCIns.com

Vice President:
Adam Haugerud
(515) 508-5435
haugera@nationwide.com

Secretary:
Stephanie Wells
(515) 508-2908
wells2@nationwide.com

Treasurer:
Chris Murphy
(515) 345-2493
Chris.D.Murphy@EMCIns.com

Past President:
Kim Smetzer
(515) 974-5931
ksmetzer@yourcaptive.com

Directors

Jeff Wilson
(515) 327-2868
jeff.wilson@theimtgroup.com

Brad Soma
(800) 274-3531, ext.739
brad.soma@theimtgroup.com

Dan Mulcahy
(800) 274-3531, ext.769
dan.mulcahy@theimtgroup.com

Doug Nuehring
(515) 345-73
Doug.W.Nuehring@EMCIns.com



CPCU Society Social Media



May 2016

www.cpcu-iowa.org

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Upcoming Events

| | | |
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| Thursday, May 19, 2016 3:00 pm | State Capitol | Capitol Tour |
| Wednesday, July 13, 2016 | Des Moines Embassy Club | Professional Development Event (Emerging Issues) |
| Thursday, July 21, 2016 11:30 am | Legacy Golf Course | CPCU Charity Golf Outing |
| Tuesday, August 16, 2016 & Thursday, August 18, 2016 3 pm | Chocolaterie Stam | Summer Networking Socials |

Message from the President

Spring has sprung! April has had its share of showers. The late April thunderstorm with weather warnings across the Midwest was a sign the storm season is upon us. I pray "Mayday" is not the distress signal we will think of this storm season.

Ted Lussem, Jeff Jeffus, Kevin Seward and I recently went to Algona to see our fellow CPCUs and new designees in the North Central Iowa sub-chapter, which will celebrate their 10 year anniversary in 2017. I haven't heard the words "Mayday, Mayday" in a long time but when I heard Lisa Molsberry, Vice President of the sub-chapter, use this, I enjoyed their creativity and desire to promote education in their workplace. They will be promoting continuing education for all staff with the theme Mayday! The North Central sub-chapter, although small, also continues to support their community by Adopting a Highway.



2016 is the largest new designee class we have ever had in the Iowa chapter, including 5 new designees in the North Central sub-chapter and 2 new designees in the Grinnell sub-chapter for an Iowa total of 125. The last window for test taking ends June 15 and the number of new designees keeps increasing daily. Get ready to see Out of Office Messages from many of our fellow new designees in September as we head to Honolulu, Hawaii for the annual conferment ceremony.

The Iowa Chapter anticipates honoring our new designees many times throughout this year. Later this summer we will be announcing a social gathering for new designees to meet each other and meet the board. We will also invite you to a reception in Honolulu and will also honor our new designees on November 10, 2016 at I-Day. Our theme this year at I-Day will be about personal lines and its importance to you personally and to our industry.

May 19th has two great opportunities to gather. The chapter will be hosting a tour of the Capitol starting at 3:00 pm. We will also be attending the Iowa Insurance Hall of Fame ceremony. Five new inductees will be honored for their contributions to our industry. Be sure to check out <http://iihof.org/history-of-the-iowa-insurance-hall-of-fame/> to find out more about this organization and the impact it has on our industry. We are fortunate in Iowa to have support from our many companies.

We will take a break from monthly meetings over the summer but don't forget our 2016 CPCU Charity Golf Outing. We will start at 11:30 am, July 21, 2016 at Legacy Golf Course in Norwalk. We anticipate donating dual sensor smoke detectors with a carbon monoxide detector to the Des Moines Fire Department to distribute to households in need. We also look forward to our September meeting on risk management at one of our favorite venues, Des Moines Embassy Club. In October, we will learn about claims from Pinnacle Actuarial Services at the Botanical Center.

Dean Brooks spoke at our April meeting about certificates of insurance. He gave some statistics on certificates of insurance that helped me understand what an issue this is for our industry:

- Insurance commissioners from 43 states have submitted bulletins on certificates of insurance.
- In the last 5 years, errors and omission claims from certificate of insurance are up 28%.
- 15% of all commercial lines errors and omission claims involve a certificate of insurance.

I am looking forward to learning more at our future meetings and meeting our new designees in the next few months.

New Designee Spotlight

Tami J. Sherman, CPCU, AU, CISR
Brown-McNerney-Johnson Insurance Agency
Commercial Account Manager



When I started working towards the CPCU designation, I was new to the insurance industry and wanted to further my career. When I completed it about 25 years later, it was for my personal achievement. I'm not sure if there is a record for the longest time period to obtain a CPCU designation, but I believe 25 years would be right up there.

My first position out of college was as a secretary bookkeeper for a small insurance agency. My plan was to get enough experience to get a position as a legal secretary and then become a legal assistant. The universe had other plans, and I ended up as a commercial lines CSR for the central office of Hawkeye Insurance Services, a subsidiary of Hawkeye Bancorporation.

It was at that point that insurance became my career path. Having already gotten a commercial agent license, I decided to further my insurance education by obtaining a CPCU designation. I took my first exam in 1988. I completed four exams and also obtained an Associate in Underwriting designation. This was before personal computers and all exams were 100% essay. That resulted in not only a great knowledge of insurance but also a very cramped hand.

My career continued to move forward; life became busy and the CPCU designation was put on a back burner. The next 11 years were spent as a commercial lines assistant underwriter, underwriter, and senior underwriter for Northwestern National Insurance Company, followed by 7 years as a commercial lines underwriter with Continental Western Insurance. Then my path took another turn and I returned to the agency side of the industry.

I am currently employed as a commercial lines account manager at Brown-McNerney-Johnson Insurance Agency in West Des Moines, Iowa, where I have been for the last 6 years. It was here that I decided to pursue my CPCU designation again. I very much appreciated taking the last four exams on a computer with a multiple choice format, with no blue essay books and no cramped hand at the end.

I admit I sometimes miss the more analytical nature of underwriting. That is counteracted by the great satisfaction I get being able to work directly with customers, help them protect their business and hopefully provide them with a little peace of mind. I have been very blessed to have landed in a position that allows me to be continually challenged and also to be of some service. And I get to do it all with a truly great group of people. Insurance has been very, very good to me.

Away from work, I enjoy spending my time with my fiancé of several years and our families. We also spend a great deal of time meeting with friends. I also enjoy reading and playing online Scrabble.

2016 Scholarship Winners



From the left: scholarship chair Zach Hilton, Abby-Jaye Dawson, and Ted Lussem

We would like to congratulate our 2016 Scholarship winners and are pleased to announce that we had two outstanding winners.

Abby-Jaye Dawson, a Personal Lines Renewal Underwriter at The IMT Group, was awarded the Theodore "Ted" Lussem Achievement Scholarship. Josh Crew, a student at Minnesota State University, Mankato, received the Cerie Garton Memorial Scholarship.

Both recipients were kind enough to share a little bit about themselves.

I am honored to have received the Theodore "Ted" Lussem Achievement Scholarship! From my very first day at The IMT Group, I could see that the company valued continuing education. After completing my final CPCU exam in September of 2015, I knew I wanted to keep learning about the insurance industry. I obtained a few more designations before the end of the year and then started 2016 as a student of Boston University Metropolitan College in the Master of Science in Insurance Management program. After graduation I would like to share my passion for learning with my fellow co-workers and aid in continuing education at IMT.

-Abby-Jaye

I am a junior at Minnesota State University, Mankato and will be graduating in December 2016 in 3.5 years with a degree in Marketing and a minor in Business Administration. My career ambitions include getting a job at an advertising agency, starting as an account executive and working toward the ultimate goal of becoming a director of account services. I believe this is a logical career path for me not only because I enjoy working with people and helping them build their businesses through successful advertising, but also because I enjoy using my creativity and other skills to design and develop new ideas and ad campaigns. I will be traveling all summer for my internship with Kick It 3v3 and am very excited to start this position.

-Josh

The Iowa Insurance Hall of Fame

Since 1997 the Iowa Insurance Hall of Fame has been honoring individuals who have made significant impacts to the insurance industry locally, across the state and nation and around the world. This year the IIHOF will be inducting the following individuals:

- James Mumford, Iowa Insurance Division
- Jon Newsome, Sammons Financial
- Dana Ramundt, The Dana Agency
- Larry Reelitz, Principal Financial Group
- JoAnn Rumelhart, Farm Bureau Financial Services

Please see the next page for further details on the event and how to register.

Join Us For the
20th Annual



*Celebrating
Leaders in a
Global Marketplace*

IOWA INSURANCE HALL OF FAME CEREMONY

Honoring these Inductees for 2016:

*James R. Mumford • Jon P. Newsome • Dana Ramundt
Larry Reelitz • JoAnn Rumelhart
*Awarded Posthumously

Thursday, May 19, 2016

Prairie Meadows Convention Center

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

\$45/pp - Business Dress • Reserved Tables of 8 available for \$450

Submit Reservations by May 12th:

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@IIAIowa.org • www.iihof.org

2016 CPCU Chapter Meetings

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| May 19, 2016 3:00 pm | State Capitol | Capitol Tour |
| September 13, 2016 11:30 am | Embassy Club | Speaker: Terri Vaughan Topic: Insurance Risk Management/ Drake Insurance |
| October 13, 2016 11:30 am | Greater Des Moines Botanical Center | Speaker: Pinnacle Topic: Claims |
| November 10, 2016 7:30 am | Prairie Meadows | I-Day 2016 |
| December 15, 2016 3:00 pm | Wakonda Club | Speaker: Alison Cate Topic: Generations in the Workplace |

2016 Annual CPCU Charity Golf Outing

Please mark your calendar for an afternoon of great golf on July 21st at The Legacy Golf Club in Norwalk in partnership with the Des Moines Fire Department. 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 golf cart plus a cocktail hour with heavy appetizers after golf. There will be prizes for 1st, 2nd and 3rd place along with contest holes such as longest drive, closest to the pin and more.

If you do not have a complete foursome we will try to match you up. Cocktail hour will begin around 4:00. The registration deadline for sponsors is July 1st and the registration deadline for participants is July 7th.

- 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 73rd St. Ste. 18

Chapter Meeting

Date & Time Tuesday, May 19, 2016, 3:00 pm

Location Iowa State Capitol

Topic Capitol Tour



Tours start from the tour desk on the ground floor. All visitors to the Capitol must enter through the security checkpoints on the ground floor. Continue to the center rotunda on the ground floor and the tour desk is located in the northwest corner.

The west circle drive in front of the Capitol can be used for vehicle loading and unloading. Bus drivers may park along Finkbine on the west side of the Capitol. For cars and vans, please use the parking structure at the corner of Grand Avenue and Pennsylvania.

To enable us to have an accurate count for the tour, please mail or e-mail reservations by **May 12, 2016** to:

debbie.conroy@cpcu-iowa

Mail registration to: Iowa CPCU Society Chapter
Attn: Debra R. Conroy, CIIP, CIC
1000 73rd St Ste 18
Windsor Heights, IA 50324

Name(s): _____

Company: _____

To register online, 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 Adam Haugerud at (515) 508-5435.