



# Iowa ChapterGram

CPCU Society Iowa Chapter

September 2000

www.cpcu-iowa.org

2000-2001

## Officers

**President:**  
**Robert D. Conroy**  
(515) 267-5980  
bconroy@guidemail.com

**Vice President:**  
**Judith A. Brannon**  
(515) 267-5346  
jbrannon@guidemail.com

**Secretary:**  
**JoAnn Olson**  
(515) 225-5931  
jaolson@fbfs.com

**Treasurer:**  
**Dennis Forsythe**  
(515) 226-6702  
dforsythe@fbfs.com

**Past President:**  
**Bruce Gunn Kelley**  
(515) 280-2950  
bruce.g.kelley@emcins.com

## Directors

**Douglas R. Pearson**  
(515) 457-5206  
pearsod2@nationwide.com

**Barb Sullivan**  
515-225-5445  
bsullivan@fbfs.com

**Kevin Seward**  
(515)225-5445  
kseward@fbfs.com

**Dan Crew**  
(515)-237-2191  
dan.c.crew@emcins.com

## President's Message...

Welcome back, after what for me was a summer spent waiting for my first grandchild to be born. After many false starts, **Jackson Paul Lane** was born August 22. Mother and child are well but the grandfather is still in shock.

If you have run, or watched, a relay race you know how critical it is when the baton is passed to the next runner. Thanks again to **Bruce Kelley** for a great year as our president and for a clean baton toss. Facilitative leadership and dedication to the society's mission were the hallmarks of Bruce's tenure as an officer of your chapter. As additional proof of his leadership, Bruce was among seven trustees recently elected to the board of the American Institute for Chartered Property Casualty Underwriters/Insurance Institute of America. Congratulations Bruce!

While I am capable of dropping the baton, it can not happen because of the great team of officers and directors you have elected to lead your chapter.

Chapter officers **Judy Brannon**, vice president; **JoAnn Olson**, secretary and **Dennis Forsythe**, treasurer, along with directors: **Barb Sullivan**; **Kevin Seward**; **Dan Crew** and **Doug Pearson**, make up a team that you can be proud of and you count on them to continue the great work and mission of our chapter. At our first board meeting in August, the directors and officers unanimously approved a motion to make winning the national "Circle of Excellence Award" our chapter's goal this year. That commitment means we will continue to be one of the best CPCU chapters in the nation and we will provide opportunities for learning and personal growth for all members.

I am excited to share with you all of the outstanding activities planned for this chapter year. A new feature on our chapter's web site ([cpcu-iowa.org](http://cpcu-iowa.org)) is a calendar of all meetings and events for the entire chapter year. This should make it easier for you to get chapter activities on your calendar before it fills up. Thanks to the web team: **Nancy Green**, **Kevin Seward** and **Larry Jewell** for their hard work on the chapter web site over the summer.



**Robert D. Conroy**  
President 2000-2001

Now it is up to you. This is your chapter and the only way to get the full benefit of membership is to be active. Attend meetings, volunteer for committee work or help with the numerous good works projects, but do get involved. You can volunteer to work in the chapter from the chapter web site and this is my personal invitation to you to get active.

I look forward to seeing you at our first meeting in September.

**CPCU's in the News**

**Karen Wassather** CIC, CPCU was recently promoted to Training Director of the Training & Development department at Allied Insurance, a member of Nationwide Insurance.

**Cynthia S. Adams** has been named to the board of directors of the Iowa Society of Certified Public Accountants, West Des Moines. Adams is vice president of information technology at Holmes Murphy. Cindy is also a past president of our chapter.

EMC President and CEO **Bruce Kelley** was among seven trustees recently elected to the board of the American Institute for Chartered Property Casualty Underwriters/Insurance Institute of America.

Kelley will be among some of the industry's top executives who help direct the efforts of this independent, nonprofit organization that offers educational programs and professional certification to the insurance community.

**Lloyd Sandbulte update**

Lloyd Sandbulte, Research Project Chairman, had open heart surgery on July 12, 2000. Lloyd recuperated at home for most of July and August and is doing well.

**AIT 132 Class Being Offered**

The Insurance Association of Greater Des Moines, starting in late September, will offer AIT 132 at no cost to participants, except for texts and tests. The Institutes have revised their "Automation Management" course with this new curriculum as part of the series, now called "Associate in Information Technology".

The study group will meet at Brooks-Lussem Insurance, 514 East Locust Street, on Monday's starting at 3:30 p.m.

If you are interested in joining this study group, contact Ted Lussem at 243-4289.

**Volunteers needed**

Our Chapter is looking for any volunteers to help with committee and other work. If interested, please activate the Volunteers tab at our newly designed web site **<http://www.cpcu-iowa.org>** and complete the short form.

**Insurance Institute to offer online classes**

American Institute for CPCU/Insurance Institute of America will offer on-line classes for the three courses in the Program in General Insurance and all nine courses in the Chartered Property Casualty Underwriter (CPCU) program and AIC 35. The AIC class and General Insurance courses started in July and August. The CPCU classes begin September 15.

**Hall of Fame**



**Hall of Fame Recipients on April 27, 2000, from left to right, Ted Lussem, G. David Hurd, Lis Spoerl, Thomas R. Gibson, WW Warner, son of Elmer Warner (recipient).**

Our chapter has a site on the World Wide Web. Check it out at <http://www.cpcu-iowa.org> Please see the site for our Chapter Officer, Director & Chairs list, past ChapterGrams, and other news and updates.



**Hall of Fame, April 27, 2000, left to right, Lis Spoerl (Kelley Insurance Center), Ted Lussem, Pat Martin.**

**NEEDED - WINTER ITEMS FOR ADULTS AND CHILDREN**

The Salvation Army has a winter coat program where they collect coats for adults and children that are in need of them. The drive for 2000 is set for **October 17-19**. The CPCU Good Works Committee feels that this is a great project for our chapter.

Please bring coats, mittens, gloves, hats and boots to the next CPCU Chapter Meeting or drop them off at the Salvation Army. Please clean the items before you bring them so the Salvation Army does not have to. Thank you.

## ChapterGram

### Future Chapter Meetings

Please mark your calendars for the following meetings:

September 21, 2000	Branding: One Company's Case Study in Courage	Echo Valley County Club, Norwalk
October 19, 2000	Global Warming on IA Ins Ind.	Wakonda Country Club
November 16, 2000	I-Day	Univ. Park Holiday Inn, WDM
December 11, 2000	Insurance Fraud Prevention	Echo Valley Country Club, Norwalk
December 21, 2000	Holiday Event	
January 18, 2001	Retirement Planning	Christopher's Restuarant
February 15, 2001	E-commerce and Iowa's Ins. Ind.	Izaak Walton League
March 15, 2001	Educational Event	Drake University
April 19, 2001	Farm Safety 4 Just Kids	GuideOne Insurance, WDM
May 17, 2001	Iowa Ins. Hall of Fame Dinner	Drake University
May 2001	Golf Outing	

---

### May and June 2000 CPCU Completers

Congratulations to the following May and June CPCU completers!

Sharon M Bell	Farmland Ins Companies
Robert E Carlson	GuideOne Insurance
Tracy J Groff	Allied Group Insurance
Larry G Hamling	EMC Insurance Companies
Pamela J Heilskov	EMC Insurance Companies
Rose U Nwaturuocha	Continental Western Group
Donald L Shafer	GuideOne Insurance
Gregory D Sieck	La Mair Mulock Condon Co
Robert H Singer	Calvert Singer & Kelley
Bradley G Waline	Farmland Ins Companies
Dee A Williams	Grinnell Mutual Group

## ChapterGram

### 2000-2001 Officers, Directors, and Committee Chairs

		<u>Phone</u>	<u>e-mail</u>	<u>Fax</u>
President	Robert D. Conroy	515-267-5980	bconroy@guidemail.com	515-267-5904
Vice President	Judith A. Brannon	515-267-5346	jbrannon@guidemail.com	515-267-5765
Secretary	Jo Ann Olson	515-225-5931	jaolson@fbfs.com	515-226-6566
Treasurer	Dennis Forsythe	515-226-6702	dforsythe@fbfs.com	515-225-4689
Immediate Past President	Bruce Gunn Kelley	515-280-2950	bruce.g.kelley@emcins.com	
<b>Director Internal Operations</b>				
– 1999-2001	Douglas R. Pearson	515-457-5206	pearsod2@nationwide.com	515-457-2001
Awards	Barb Sullivan	515-225-5445	bsullivan@fbfs.com	515-226-6565
Strategic Planning	Cerie Garton	515-471-3778	cerie_garton@cgu-usa.com	515-222-4110
Industry Visibility/Historian	Ted Lussem	515-243-4289	brooks-lussem@uswest.net	515-246-1329
Editor of ChapterGram	Lisa Wink	515-267-5204	lwink@guidemail.com	515-267-5769
<b>Director Community Development</b>				
—2000-2002	Dan Crew	515-237-0106	dan.c.crew@emcins.com	515-280-2895
Public Relations	Wade Sheeler	515-327-2894	sheelerw@imtins.com	515-327-2892
Web Site Development	Nancy D. Green	515-280-2850	nancy.d.green@emcins.com	515-237-2016
Web Site Development	Kevin Seward	515-225-5699	kseward@fbfs.com	515-226-6311
Good Works	Barb Moore	515-226-6803	bmoore@fbfs.com	515-225-5604
Standard Setters	Cynthia Adams	515-223-6888	cadams@holmesmurphy.com	515-221-7101
Photographer	Pat Martin	515-237-2176	pat.a.martin@emcins.com	515-237-2016
Photographer	Barb Sullivan	515-225-5445	bsullivan@fbfs.com	515-226-6565
Drake Scholarships	Greg LaMair	515-237-0122	gregl@lmcins.com	515-244-9535
<b>Director Professional Development</b>				
– 2000-2001	Barb Sullivan	515-225-5445	bsullivan@fbfs.com	515-226-6565
Education	Dean Zingg	515-271-2134	deanzing@aol.com	515-267-5311
Research Project	Lloyd Sandbulte	515-225-5678	lsandbulte@fbfs.com	515-226-6057
Prof. Development	Michael Murray	515-271-3117		515-271-2001
Ethics	Pete Gutsell	515-633-1158	pgutsell@igfinsurance.com	515-633-1016
<b>Director Member Activities</b>				
– 2000-2001	Kevin Seward	515-225-5699	kseward@fbfs.com	515-226-6311
New Designee Rep	Jaren DePenning	515-327-2763	depenning@imtins.com	515-457-5636
Candidate Development	Debbie Pedrick	515-267-5969	dpedrick@guidemail.com	515-267-5904
Corporate Connections	Jeff Jeffus	515-471-3879	Alton_Jeffus@cgu-usa.com	515-284-0336
Section Liaison	Gregg Durlam	515-225-5681	gdurlam@fbfs.com	515-225-4689
Membership	Jane Eaton	515-267-2069	janeaton@guidemail.com	515-267-5633
Smoke Trailer Coordinator	Barb Moore	515-226-6803	bmoore@fbfs.com	515-225-5604
Golf Event	Steve Peterson	515-276-8521, x13	stpete@safeco.com	515-274-0322

## ChapterGram

### Are you CPD Qualified?

As of August 15, 2000, 137 of our Iowa Chapter members are CPD qualified.

As a reminder, the qualification of these Iowa Chapter CPCU's expires in October or December of 2000.

Ryan Albers, Samuel Bealty, Laura Beckwith, Lisa Buster, David Caslavka, Douglas Childes, Douglas Chilton, Jim Cunningham, Burns Davison, Jaren De Penning, Heidi DeLanolt, Timothy Dorr, Jane Eaton, Craig Ellyson, Pamela Elmitt, Pete Gutsell, Cynthia Hanevy, Ted Houser, John Idle, Rex Kitchen, Jennie Le Gates, Valerie Lunde, Greg Marquart, Tonia Mc Coid, Todd Neumann, Douglas Nuehring, Jacquelyn Olson, Jo Ann Olson, John Rohrer, Marsha Sassatelli, Fred Schiek, Charlotte Schultz, Rick Schultz, Deb Shaffer, Robert Shepard, Hugh Sheridan, Deborah Smalley, Dean Smith, Jeffrey Stagg, Vicki Stark, Michael Suckow, Stephen Tetztoff, Martin Williamson, Lisa Wink.

One of the requirements for our Chapter to obtain the Society's president's Award is that 20% of our chapter members obtain CPD certification.

To qualify, you must earn 60 points during the two-year period immediately preceding the date of the application. To assist you in the completion of the application, here is a list of local meetings and seminars:

**Category PD8 Attend educational meetings or seminars sponsored by CPCU (2 1/2 points per contact hour)**

3/25/99 Educational Seminar, Ethics & ISO Changes

6/10/99 Managing the Risks of Internet Commerce Satellite Broadcast

11/19/99, I-Day

3/21/00, Ethics & e-Commerce

5/24/00, Satellite Broadcast

**Category PD9 Attend CPCU Chapter meetings (one point per meeting)**

1/21/99 Robert Jester, Risk Management issues regarding the US Seniors' Open

2/18/99 Drake Insurance Society members trip to Europe

9/16/99, Harvey Ryland, Business and Home Safety

10/21/99, Federal Regulation

12/16/99, Ethics

1/20/00, Loss Control

2/17/00, The Role of Communication in Leadership

4/6/00, Farm Safety 4 Just Kids

**IOWA CHAPTER CPCU SOCIETY MEETING – September 2000**

Topic: Retirement Planning

Speaker: Mark Gremler, CSA, Seniors Only Financial Inc.

Date & Time: Thursday, September 21, 2000 11:30 a.m.

Location: Echo Valley Country Club, 760 County Line Road, Des Moines

Cost: \$15.00 per person

Have you ever considered retiring someday? Who hasn't! Come hear some timely tips from Mark Greler, CSA, Seniors Only Financial Inc. You're not a "senior"? All the more reason you should come; you have more time to plan your retirement strategy.

PLEASE NOTE: This is a change from the speaker listed elsewhere in this ChapterGram. If you notice and wonder about the discrepancy – this is the correct information.

To reach Echo Valley Country Club, follow Fleur Drive to Army Post, Army Post west to SW 42<sup>nd</sup>, and SW 42<sup>nd</sup> south to County Line Road, then east ½ mile to Echo Valley. Or, follow 63<sup>rd</sup> Street south to Old Army Post, then east to SW 42<sup>nd</sup>, south to County Line Road and east ½ mile to Echo Valley. County Line Rd. is closed just east of Echo Valley Country Club, so you **must** reach Echo Valley by coming off SW 42<sup>nd</sup>.

Questions to: Judy Brannon (515) 267 5346  
jbrannon@guidemail.com

To enable us to have an accurate count for food purposes, **please call, fax, or e-mail reservations by September 13** to:

Dennis Forsythe

Phone: (515) 226 6702

Fax: (515) 225 4689

E-mail: dforsythe@fbfs.com

-----  
Make checks payable to: Iowa Chapter – CPCU

Mail checks to: Dennis Forsythe, CPCU

FBL Financial Group

5400 University Avenue

West Des Moines, IA 50266-5997

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

Company: \_\_\_\_\_

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

Cost: \$15.00 per person