



INSURING  
YOUR SUCCESS

# Iowa ChapterGram

CPCU Society Iowa Chapter

October 2002

www.cpcu-iowa.org

## MESSAGE FROM THE PRESIDENT.....

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Congratulations! You are a member of one of the top CPCU chapters in the nation. As you read in last month's ChapterGram, the Iowa Chapter received the highest award level available in the National Circle of Excellence recognition program. I am honored to represent such an outstanding chapter at the awards reception to be held next month at the Annual Meeting.

If you are planning to attend the Annual Meeting in Orlando, please stop by the Iowa Chapter's reception on Monday, October 21 from 7 to 10 p.m. The reception will be held in the Walt Disney World Swan in my room. Call me at the hotel or look for signs posted in the registration area. If you have company dinners that night, stop by before or after the dinner for a casual, relaxing evening with food and drink. I look forward to seeing you there.

For those chapter members who received our first electronic ChapterGram, I hope you were as excited as I was with this development. I for one get far too many documents and papers to organize. An electronic ChapterGram arrives more quickly, is a huge expense reduction for our chapter and is automatically archived on our chapter website. A huge thanks to **Nancy Green, Bob Conroy** and **Judy Brannon** on getting this feat accomplished. Additional chapter members can look forward to being added to our electronic distribution as the months proceed.

Those of you who were able to attend the September meeting heard an interesting talk on Corporate Risk Management from Mike Smith of Growmark.



Be sure to mark your calendars for a couple of chapter events in October.

- On Friday, October 11 from 8 a.m. until noon we will be hosting a seminar on revised ISO, BOP and CGL forms at Parents Hall, Olmsted Center, Drake University.
- Our chapter meeting will be held on October 17 at 11:30. In addition to a great program on mold, the lunch buffet at The Embassy Club is excellent and you won't want to miss it!

Looking forward to seeing all of you at a CPCU function soon!

## WARNING–FIRE HAZARD

The Petroleum. Equipment Institute is working on a campaign to try and make people aware of fires as a result of static electricity at gas pumps. They have researched 150 cases of these fires and obtained the following results:

- Almost all cases involved the person getting back in their vehicle while the nozzle was still pumping gas.
- Most had rubber-soled shoes.
- Almost all cases involved women.
- 17 fires occurred before, during or immediately after the gas cap was removed and before fueling began.

Never get back in your vehicle while filling it with gas. If you would like more information concerning this subject you can go to [www.pei.org](http://www.pei.org) and click in the center of the screen where it says "Stop Static".

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### DOUBLE DIGIT DESIGNATIONS

The Chapter would like to recognize Lloyd Sandbulte for obtaining his tenth insurance designation. Lloyd received his AIC designation in June 2002, which pushed him into double figures. In addition, to the AIC designation, Lloyd also holds the following designations: CPCU, ARC, AAM, ARM, AU, AIM, AIAF, AIT, ASF. This is a tremendous accomplishment. Keep it up Lloyd and one day you may have as many as Ted Lussem.

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### ELECTRONIC CHAPTERGRAM SUCCESS

The first month of phasing in electronic ChapterGrams has been very successful. Only four of 230 emailed ChapterGram links (less than 2%) were returned for invalid email addresses, and the response from CPCUs has been favorable. Individuals prefer to receive the ChapterGram links with their email, and the information is received a week earlier than normal. The printing and postage expenses were also cut dramatically in the first month.

CPCUs who work for Continental Western, Hawkeye Security, and IMT are being added to the electronic distribution list for the October ChapterGram. The list already includes CPCUs who work for Allied, EMC, Farm Bureau, Grinnell, and GuideOne. More CPCUs will be added to the electronic distribution every month.

Take time now to make sure your email address is up-to-date on Society records. Go to [www.cpcusociety.org](http://www.cpcusociety.org) and log on as a member. Click on membership on-line quick link, then click on your name and you'll be able to edit your membership data.

Questions? Contact Judy Brannon [jbrannon@guidemail.com](mailto:jbrannon@guidemail.com) or Nancy Green [nancy.d.green@emcins.com](mailto:nancy.d.green@emcins.com) or Don Shafer [dshafer@guidemail.com](mailto:dshafer@guidemail.com)

**FUTURE MEETING DATES, LOCATION, AND TOPIC**

September 19, 2002	Hy-Vee Conference Ctr.	Corporate Risk Management
October 11, 2002	Parents Hall—Olmsted Ctr. Drake University	Revised ISO BOP and CGL Forms
October 17, 2002	The Embassy Club	Mold
November 14, 2002	University Park Holiday Inn	I-Day
December 19, 2002	Glen Oaks Country Club	TBD
January 16, 2003	Christopher's	Career Management
February 20, 2003	Wakonda Club	Special Investigation Units
March 6, 2003	Olmsted Center Drake University	Spring Seminar
April 17, 2003	Des Moines Golf & CC	Leadership
May 2003	TBD	Golf Outing & Installation of Officers

**2002 CPCU ANNUAL MEETING  
ORLANDO, FLORIDA  
OCTOBER 19-22**

The Annual CPCU Meeting is being held in Orlando, Florida from October 19 to October 22. The meeting has 45 Insurance, Leadership and Career Development Seminars. There are more CE credits available than in the past. In addition, there are new Leadership and Career Development Tracks. For additional information regarding topics and registration go to the CPCU National web site at [www.cpcusociety.org](http://www.cpcusociety.org). Finally, the Iowa Chapter will be hosting a reception for the new designees at the annual meeting. The reception will take place Monday, October 21 from 7:00—10:00 p.m. in the Walt Disney World Swan. Hope to see you there!



First of all, the Iowa Chapter would like to congratulate the new designee class of 2002. Those designees that are from the Iowa Chapter are as follows:

David Appleget, Allied Insurance Group  
 Pamela Bryan, Grinnell Mutual Group  
 Brian Fajen, Allied Insurance Group  
 Michael Fitzpatrick, Farmers Insurance Group  
 Jeff Molander, Allied Insurance Group  
 Janet Partridge, State Farm Group  
 Wayne Josh Tetzlaff, Continental Western  
 Matthew Westphalen, Farmland Insurance  
 Douglas Biere, Farmland Insurance  
 Janet Corrigan, Marsh USA Risk and Ins. Serv.  
 Anthony Farrell, Allied Insurance Group  
 Tony Kellner, Continental Western  
 Troy Neil, IMT Insurance Company

Laura Stone, IMT Insurance Company  
 Jeff Varisco, EMC Insurance Companies  
 Martha Wilson, EMC Insurance Companies

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The Chapter will be recognizing the new designees at its annual I-Day, which will be held on Thursday, November 14, 2002 at the University Park Holiday Inn in West Des Moines. This year's theme is View from the Top, The Future of the Property & Casualty Insurance Industry and will feature speakers from all areas of the Property and Casualty insurance industry. Please mark this date on your calendars. The detailed brochure with the registration information will be mailed the middle of October. Plan now to attend.

### **VOLUNTEERS NEEDED**

Our CPCU Chapter has received an urgent request from the Des Moines Fire Dept. for volunteers to man the Fire Safety Trailer in the next month. This is our most visible community effort and touches so many lives. Please consider donating a morning or afternoon to help teach the children how to handle a fire emergency.

Tuesday, October 15, at Willard/Mann Elementary, 1001 Amos, at 9:00 a.m. Need 1 or 2 people.

Tuesday, October 22, at St. Joseph School, 3303 E. 33rd St., at 1:00 p.m. Need 1 or 2 people.

Thursday, October 24, at Monroe Elementary, 30th & Hickman Rd., at 9:30 a.m. Need 1 more person.

Call Pam Heilskov at (515) 280-2951 to add your name to the schedule

### **CPD**

Keeping updated and current in our profession is important to all of us. Our employers encourage it, our clients demand it of us and on a personal level, staying knowledgeable in our field is very satisfying and rewarding.

Through the CPD – Continuing Professional Development program - the CPCU Society offers both opportunities to keep our skills sharp through attending meetings and workshops and a way to be recognized for doing so. To qualify for CPD recognition, an applicant must earn 60 points during a two-year period. Points can be earned by attending chapter meetings, passing exams or courses, teaching, writing, conducting research, serving the Iowa Chapter or National in various capacities. New designees are automatically CPD qualified for two years.

Qualifying for the CPD program also helps your chapter towards receiving the Continuing Professional Development Award for Excellence from National. If you are already CPD qualified – congratulations! You will be receiving a reminder of the date through which you are qualified via e-mail or mail. If not, it's easy to get an application via the CPCU Society website at [www.cpcusociety.org](http://www.cpcusociety.org). Click on the Learning Center at the top of the page and then on CPD Program on the left. Scroll down to see the link "Applying for the CPD" and the toll-free phone number to check on a CPD expiration date or to request an application.

If you have any questions or I can help in any way, please contact Shirley Winters at 226-6450 or [swinters@fbfs.com](mailto:swinters@fbfs.com).

**IOWA CHAPTER CPCU SOCIETY  
Seminar**

Co-sponsored by Kelley Insurance Center, Drake University \*

**4 CE credits available**

**Gary Grasmann, Asst Vice President, General Liability Division, ISO**

**Commercial General Liability Revisions: A Review of the Policy Changes and Endorsements.** Topics include internet liability, employee benefits coverage, product withdrawal coverage, mold endorsements, and terrorism exclusion

**Businessowners policy (7/02 edition): A Review of the Businessowners Coverage Form (BP 00 03).** Topics include factor-based rating, expansion of eligibility, Businessowners Classification Table, and new optional coverage endorsements.

**Friday, October 11**

Registration:	7:30 a.m. to 8:00 a.m.
Commercial General Liability Revisions:	8:00 a.m. to 10:00 a.m.
Businessowners Policy Program (7/02 edition)	10:00 a.m. to 12:00 noon

Location: Parents Hall, Olmsted Center, Drake University

Cost: \$ 40.00

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

\*Note: The Kelley Insurance Center is advertising this seminar as its **CPCU Friday**, part of Drake's Fall 2002 Continuing Education Series. If you are also on Drake's mailing list, be careful not to register twice!

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**CPCU-Drake University BOP-CGL Seminar  
October 11, 2002**

Method of Payment: \_\_\_\_\_ Cost: \$40.00

\_\_\_ Check payable to Drake University enclosed

\_\_\_ Discover \_\_\_ Mastercard \_\_\_ Visa Card number: \_\_\_\_\_

Expiration date: \_\_\_\_\_

Name \_\_\_\_\_  
(As it appears on your license, if CE credits are requested)

Social Security Number \_\_\_\_\_  
(Needed only if CE credits requested)

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_

Daytime phone: \_\_\_\_\_

Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_

Kelley Insurance Center - Drake University  
212 Aliber Hall, Des Moines, IA 50311-4505  
Phone: (515) 271-2134  
Fax: (515) 271-2001

**IOWA CHAPTER CPCU SOCIETY MEETING**

Topic: Perspectives on Indoor Mold  
Speaker: Dennis Lamport and Jan Gibson, EMC Insurance Companies  
Date & Time: Thursday, October 17, 2002 11:30 a.m.  
Location: Embassy Club, 801 Grand Ave., Ste. 4000, Des Moines, IA  
Cost: \$18.00 per person

The national news media has freely associated alleged health hazards with “toxic black mold”, contributing to heightened concerns of occupants of schools, commercial and public buildings and residences. The stimulation of claims within the insurance industry has resulted in requests for increased rates and clarification of policy coverage. This presentation will present facts to provide the CPCU a better understanding of the potential impact of mold within the insurance industry and the knowledge to better handle, or prevent, problems encountered.

Questions to: Dennis Forsythe (515) 226-6702  
dforsythe@fbfs.com

To enable us to have an accurate count for food purposes, **please call, fax, or e-mail reservations by** October 11, 2002 to:

Jeff Baker  
Phone: (515) 237-0106  
Fax: (515) 244-9535  
E-mail: CPCU@lmcins.com

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Make checks payable to: Iowa Chapter – CPCU

Mail checks to: Jeff Baker, CPCU  
Lamair-Mulock-Condon  
808 5<sup>th</sup> Ave.  
Des Moines, IA 50309-1315

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

Company: \_\_\_\_\_ Total Enclosed: \$ \_\_\_\_\_  
Cost: \$18 per person