

# Iowa ChapterGram

CPCU Society Iowa Chapter

April 2004

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



## 2003-2004 Officers

President:  
Dennis Forsythe  
(515) 226-6702  
[Dforsythe@fbfs.com](mailto:Dforsythe@fbfs.com)

Vice President:  
Nancy Green  
(515) 280-2850  
[Nancy.D.Green@EMCIns.com](mailto:Nancy.D.Green@EMCIns.com)

Secretary:  
Jeff Baker  
(515) 237-0106  
[Jeff.baker@lmcins.com](mailto:Jeff.baker@lmcins.com)

Treasurer:  
Wade Sheeler  
(641) 269-8565  
[Wsheeler@gmrc.com](mailto:Wsheeler@gmrc.com)

Past President:  
JoAnn Olson  
(515) 225-5931  
[Jaolson@fbfs.com](mailto:Jaolson@fbfs.com)

## Directors

Kevin Seward  
(515) 225-5699  
[Kseward@fbfs.com](mailto:Kseward@fbfs.com)

Jody Ochsner  
(515) 362-7631  
[Jody.L.Ochsner@EMCIns.com](mailto:Jody.L.Ochsner@EMCIns.com)

Dan Crew  
515-237-0160  
[Dan.Crew@LMCIns.com](mailto:Dan.Crew@LMCIns.com)

Barb Sullivan  
(515) 225-5445  
[Bsullivan@fbfs.com](mailto:Bsullivan@fbfs.com)

## MESSAGE FROM THE PRESIDENT. . . .

Our March seminar on "Ethics and Errors & Omissions" was another successful workshop. The speakers were excellent and those in attendance received 4 CEC's toward their continuing education requirements. The



workshop was co-sponsored again this year by the Iowa Chapter of CPCU, Kelley Insurance Center – Drake University, Des Moines Association of Insurance and Financial Advisors and Society of Financial Service Professionals. A special "Thank You" to **Nancy Green, Judy Brannon, Wade Sheeler and Bruce Kelley** for representing our chapter in putting together this excellent program and coordinating the registration process for all sponsors.

Plan now to attend our next meeting on April 13<sup>th</sup> at the Des Moines Golf and Country Club. It is expected to be another great program with Mike Wieck, Polk County Risk Manager, who will be talking about the Polk County Events Center's Construction Wrap-up and Safety Issues. We will also hold the election of our 2004/2005 officers and directors. I hope to see you there.

I would also like to take this opportunity to say "Thank You" to **Russ Greenwood**. Russ is the editor of our monthly ChapterGram. He does a great job and makes it look easy. He keeps things timely and pertinent. If you have things that you would like to have put in the ChapterGram, please email him at [Russ.E.Greenwood@EMCIns.com](mailto:Russ.E.Greenwood@EMCIns.com).

Golf season is just around the corner. Think spring, sunshine and green grass! Our Annual Golfing Event and Fundraiser for "Farm Safety 4 Just Kids" is just around the corner. This year's event will be held on June 9, 2004 at the Legacy Golf Course in Norwalk, Iowa. For those of you that missed last year's event, it was a tremendous success with over 100 golfers. The course is new and very competitive. You may contact Jeff Jeffus or Cerie Garton for details.

Until next time....Make it a great day!

# CPCU MEMBERSHIP BENEFITS

## Professional Development

Keep your competitive edge through the Society's three professional development tracks — property and casualty insurance education, leadership development, and career management. Because CPCUs have busy schedules, the Society presents educational programs at the chapter level; during the Annual Meeting and Seminars and the National Leadership Institute (NLI); and through partnerships with outside educational institutions and providers. So you can choose how and when you want to learn.

1. **Property and Casualty Insurance Education** — *Stay up to date on the hottest developments in the P/C industry* by participating in the Society's technical education programs (often filed for CE and CPD credits). P/C insurance programs are presented through chapters around the country and at the Annual Meeting and Seminars each year.
2. **Leadership Development** — *Develop the leader inside of you* by serving in national and chapter leadership positions, participating in officer training at the Leadership Summit, and earning the Society's National Leadership Institute (NLI) Certificate of Completion. The highly acclaimed NLI is offered twice a year in various locations throughout the country.
3. **Career Management** — *Advance your career* with the CPCU Society's career management programs and online resources. Career Management Online offers valuable links to career-related web sites, while the National Job Network can help match your skills with exciting career opportunities in the insurance industry.

## CHARLES BENJAMIN (C. BEN) CONDON Seventh President of the Iowa Chapter of CPCU

On Friday, March 19, 2004 "Ben" died of a heart attack in Florida. Ben was born on February 17, 1926 in Des Moines and graduated from Dowling High School going on to Notre Dame graduating in 1949. In November of that year he joined LaMair & Mulock, Inc as a Sales Trainee.

Ben received his CPCU in 1953 and became a partner in the agency that fall. The name of the agency was changed to LaMair-Mulock-Condon, Co. (LMC) in 1966, and he went on to become Chairman of the Board of the agency, before retiring in 1991.

Ben was the 7th president of the Iowa Chapter of CPCU for the 1958-1959 year. (It should be noted that he was the first of seven members of LMC to be president of our chapter) He also served as LMC's representative to Assurex International for over 25 years and served as that organization's president in 1971-1972.

In May of 2003, Ben was inducted into the Iowa Insurance Hall of Fame recognizing his achievements and contributions to the insurance industry.

## April Dual Program

Be sure to register for the April 29th seminars. There is a morning session and an afternoon session. Seating is limited so be sure to get your application in early. You will find information on the following pages.



# The CPCU Society and the Iowa Chapter

## Present Two Educational Programs

### Developing Resilience In a Rapidly Changing World

8 - 11:30 a.m.

#### Analyzing Time Element Exposures

#### *Show Me the Money!*

12:30 - 4:05 p.m.

**When:** Thursday, April 29, 2004

**Registration Times:**

7:30 - 8 a.m. Developing Resilience

Noon - 12:30 p.m. Analyzing Time

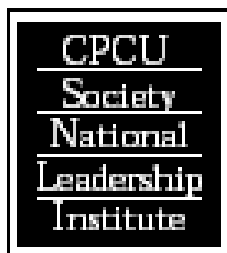
Element Exposures

**Cost:** One Course: \$79 for CPCU Society members  
\$99 for nonmembers

Two Courses: \$109 for CPCU Society members  
\$129 for nonmembers

Materials and refreshments will be provided.

**Where:** Farm Bureau Insurance Company, Classroom A, 5400 University Avenue, West Des Moines, IA 50266 (515) 225-2004



#### Developing Resilience In a Rapidly Changing World

##### Learning Objectives

This program will help you acquire skills to manage change successfully and influence your future in a positive way.

1. Understand the five characteristics of personal resilience.
2. Identify and describe the personal benefits of resilience.
3. Capitalize on "positive" opportunities available to you in situations perceived as "negative."
4. Become more flexible in your thinking when faced with "negative" changes.

**Gregory G. Deimling, CPCU**, is principal of Gregory G. Deimling and Associates, a risk, insurance, and management consulting firm located in Cincinnati, OH. Deimling has more than 20 years of experience in the insurance industry.

A past president of the CPCU Society's Cincinnati Chapter, he has also served nationally as secretary-treasurer, regional vice president, governor, member of the Strategic Planning Committee, and chairman of the Interest Sections Governing Committee and Budget & Finance Committee.

*Completers of this seminar will receive a course certificate for Developing Resilience from the CPCU Society as part of the National Leadership Institute.*

**CPD:** This seminar qualifies for 3 CPD points.

*The views and opinions of the speakers are their own and not necessarily shared by the officers, members, or staff of the CPCU Society.*

#### Analyzing Time Element Exposures

#### *Show Me the Money!*

##### Learning Objectives

At the conclusion of this workshop, the attentive learner will be able to:

1. Identify business income and extra expense exposures for commercial enterprises.
2. Identify contingent business interruption exposures for commercial enterprises.
3. Examine alternative risk financing and risk control techniques to address time element exposures.
4. Examine how to identify and quantify time element exposures.

**Richard G. Rudolph, Ph.D., CPCU**, attained a doctor of philosophy in business administration in 1989, and currently holds six professional designations conferred by the American Institutes. He has written and spoken on the subjects of insurance coverages; risk financing; agent errors and omissions; financial solvency; ethics; effective business writing; and creative thinking.

Rudolph entered the insurance industry in 1972, and joined in 1992 the risk management consulting practice that now bears his name.

##### Continuing Education Credits

The CPCU Society has filed this workshop for the following continuing education credits:

- CPD—3 (approved)
- CE credits in Iowa (3)

*This course may be rejected and no credit given.*

Please call (800) 932-CPCU, ext. 2767 for updated CE information.

**Please see next page for registration information**

### Cancellation Policy:

Your registration fee less \$20 will be refunded if notification is received at the Society two weeks prior to the program.

### Questions:

Call the CPCU Society's Member Resource Center at (800) 932-2728, option 4.

### Registration Form:

- Yes**—Please register me for the “Developing Resilience” course on April 29, 2004, in West Des Moines, IA. (DR042904) *Registration fee includes a course certificate, all handout material, and refreshment breaks.*
- Yes**—Please register me for the “Analyzing Time Element Exposures” course on April 29, 2004, in West Des Moines, IA. (ATE042904) *Registration fee includes one CE certificate, all handout material, and refreshment breaks.*

### Four Easy Ways to Register:

- **Online** at [www.cpcusociety.org](http://www.cpcusociety.org) (CPCU Society members only).
- **Fax** registration form to (610) 251-2780.
- **Call** (800) 932-CPCU and select option 4 to speak to our Member Resource Center.
- **Mail** registration form to the CPCU Society at the address shown below.

Name (Mr./Ms.)	Company
Street	City/State/Zip
Phone	Fax
Name on Badge	E-mail

### Please pay registration fee in advance.

CPCU Society member:  \$79 for one course  
 \$99 for two courses

Nonmember:  \$109 for one course  
 \$129 for two courses

Amount Enclosed \$ \_\_\_\_\_

- Check enclosed payable to: **CPCU Society**  
 Charge my credit card:  MasterCard  Visa  American Express  Diner's Club

Account Number	Expiration Date
Name as it appears on card	Signature (required)



**Send registration to:** CPCU Society, 720 Providence Road,  
PO Box 3009, Malvern, PA 19355-0709

**Phone:** (800) 932-2728, option 4

**Fax:** (610) 251-2780

## 2004 CPCU Meeting Dates, Locations, and Topics

Tuesday, April 13, 2004	Des Moines Golf & Country Club	Mike Wieck, Polk County Events Center
Thursday, April 29, 2004 (AM)	Farm Bureau	Greg Deimling, Resiliency National Leadership Institute
Thursday, April 29, 2004 (PM)	Farm Bureau	Richard G. Rudolph, Analyzing Time Element Exposures (CE Credit)
Thursday, May 13, 2004	Salisbury House	Dave Narigon, Arbitration as an Alternative to the Tort System
Thursday, May 20, 2004	Drake University Olmsted Center	Iowa Insurance Hall of Fame
Wednesday, June 9, 2004	Legacy Golf Course	Golf Event

## Chapter Bylaws Update

Watch your mail for information about updates to the Iowa Chapter CPCU bylaws. Ballots must be postmarked by May 1, 2004. Contact the chapter vice president, Nancy Green, at [nancy.d.green@EMCIns.com](mailto:nancy.d.green@EMCIns.com) or (515) 280-2850 with any questions.

## Don't Forget to Pay Your Dues

Be sure to reinvest in yourself. You may pay your dues for 2004 by mail, fax, phone, or online. Learn more at [www.CPCUSociety.org](http://www.CPCUSociety.org)

## Photographer Needed for Next Year

Do you enjoy taking pictures? If so, consider being the Iowa Chapter's photographer for next year. You do not need to supply your own camera. You may use the chapter's camera. For more information please contact either Nancy Green at (515) 280-2850 or Russ Greenwood at (515) 237-2075.

# Iowa Chapter CPCU Society Meeting

Date & Time	Tuesday, April 13, 2004 — 11:30 a.m.
Location:	Des Moines Golf & Country Club 1600 74th St. West Des Moines
Topic:	Events Center and Related Contractors Wrap-Up & Safety Programs
Speaker:	Mike Wieck, Polk County Risk Manager
Cost:	\$20.00 per person

Join us for lunch Tuesday, April 13<sup>th</sup>, at the Des Moines Golf & Country and learn about the new Events Center under construction in downtown Des Moines which is scheduled to open in part September 2004. Mike Wieck, the Polk County Risk Manager, will explain the Events Center construction process, including the unique arrangements for contractors' wrap-up and safety programs.

The Des Moines Golf & Country Club is located at 1600 74<sup>th</sup> Street in West Des Moines, north of I-80 at exit 121. After exiting I-80, proceed north on 74<sup>th</sup> Street and turn left into the entrance at the first left, with Westown Parkway on the right.

Questions to: Nancy Green 515-280-2850  
Nancy.D.Green@EMCIns.com

To enable us to have an accurate count for food purposes, please call, fax or e-mail reservations by April 7, 2004 to:

Wade E. Sheeler, CPCU, CIC  
Phone: 641-269-8565  
Fax: 641-236-2838  
E-mail: iowacpcu@gmrc.com

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

Mail checks to:

Wade E. Sheeler, CPCU, CIC  
Grinnell Mutual Group  
4215 Hwy. 146  
P. O. Box 790  
Grinnell, IA 50112-0790

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

Company: \_\_\_\_\_ Total Enclosed: \$ \_\_\_\_\_  
Cost: \$20 per person