



Iowa ChapterGram

CPCU Society Iowa Chapter

September 2004

www.cpcu-iowa.org

2004-2005 Officers

President:
Nancy Green
(515) 280-2850
Nancy.D.Green@EMCIns.com

Vice President:
Jeff Baker
(515) 237-0106
Jeff.baker@lmcins.com

Secretary:
Wade Sheeler
(641) 269-8565
Wsheeler@gmrc.com

Treasurer:
Kevin Seward
(515) 225-5699
Kseward@fbfs.com

Past President:
Dennis Forsythe
(515) 226-6702
Dforsythe@fbfs.com

Directors

Jody Ochsner
(515) 362-7631
Jody.L.Ochsner@EMCIns.com

Pat Martin
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Pat.A.Martin@EMCIns.com

Barb Sullivan
(515) 225-5445
Bsullivan@fbfs.com

Russ Greenwood
(515) 237-2075
Russ.E.Greenwood@EMCIns.com

MESSAGE FROM THE PRESIDENT . . .

Welcome back from a really COOL summer! I hope that each of you have had an opportunity to relax and rejuvenate during the summer months.

It is energizing to anticipate another successful CPCU year. Thanks to Dennis Forsythe for his dedicated leadership as president of the Iowa

Chapter during the past term. Under Dennis' guidance and with submission assistance from Julayne Sankot, our chapter earned the Gold level for the 2003-2004 Circle of Excellence Recognition Program administered by the national CPCU Society. In fact, our chapter's submission was selected from all entries to be posted on the national CPCU web site. What an honor! I am proud to be attending the 60th Annual Meeting October 23-26 in Los Angeles where our chapter will be recognized for its outstanding accomplishments.

This year we have another great group of leaders for the Iowa CPCU Chapter prepared to continue the high standards, including the elected officers and directors: vice president Jeff Baker; secretary Wade Sheeler; treasurer Kevin Seward; and four directors Barb Sullivan, Jody Ochsner, Pat Martin, and Russ Greenwood. Many other individuals are involved with the chapter through various committees and task forces (see the attached list on page 3). All of these individuals play a critical role in the success of the Iowa CPCU chapter. The CPCU Society is encouraging the use of task forces rather than long standing committees to reduce commitment length and promote enthusiasm for the tasks ahead. If you are interested in personal/professional development as a CPCU volunteer, please let us know. It is a wonderful way to get to know other insurance professionals in the area.

Another way to become acquainted with local insurance professionals is to attend the monthly meetings. Vice president Jeff Baker has an exciting agenda of meetings scheduled to provide insights into the complex world of insurance. Two meetings are scheduled for September. An all day Facilitative Leadership seminar is being co-hosted by the national CPCU Society Tuesday, September 14th, at Farm Bureau. Leadership skills are so



Nancy Green

important in today's fast paced world. I have personally attended this leadership seminar at the National Leadership Institute, and I heartily endorse the seminar. Attendance is limited so do not hesitate to register!

The September 16th lunch meeting at the Des Moines Club will provide a forum to learn about the new downtown library from Kay Runge, Director of the Des Moines Public Library. The Des Moines Club will be a perfect setting, overlooking the construction site.

On October 14th Nickie Hunter, a CPCU with Chubb, will discuss D&O and EPLI Claims at the LaMair-Mulock-Condon Co. office, 4200 University in West Des Moines. I-Day at the Hy-Vee Convention Center November 4th promises to be an interesting event with Bill Bailey from the Insurance Information Institute, Rick Bruess from Principal Financial, and Jim Marks from the national CPCU Society as speakers. We will also be welcoming our 22 new designees to the chapter at I-Day.

I look forward to seeing you at one of the upcoming meetings.

Food for Thought/Quote of the Day:

Any intelligent fool can make things bigger, more complex and more violent. It takes a touch of genius, and a lot of courage, to move in the opposite direction. ~ Albert Einstein

News From the First Chapter President

Greetings from Lou Burkhalter ...

Maj. General Louis D. Burkhalter, CPCU celebrated his 95th birthday on June 11th. Lou was one of the ten founders of the Iowa Chapter of CPCU and served as the first president of the Chapter in 1952. He now lives in Cedar Rapids, Iowa. The officers of the Chapter sent Lou birthday greetings and received the following note back which he asked that we share with the Chapter.

"Thanks for the beautiful birthday card. CPCU is an unusual organization in the insurance business. Its objective is improvement of professional abilities. The Code of Ethics is an indicator.

My associations with the others was always good and elevating. I'm sure this is true for all of you today. My best wishes to all of you"

Lou Burkhalter

2003 Tax Return Available for Inspection

The 2003 Federal Income Tax Return has been completed and filed with the Internal Revenue Service. Any member who wishes to inspect the tax return for the Iowa Chapter, may contact Kevin Seward at (515) 225-5699 or via email at: Kseward@fbfs.com and a copy will be provided for inspection.

2004-2005 Officers, Directors, and Committee Chairs

Position	Person	Phone	Email Address	Fax Number
President	Nancy Green	(515) 280-2850	Nancy.D.Green@EMCIns.com	(515) 237-2016
Vice-President	Jeff Baker	(515) 237-0106	Jeff.Baker@lmcins.com	(515) 244-9535
Secretary	Wade Sheeler	(641) 269-8565	Wsheeler@gmrc.com	(641) 236-2838
Treasurer	Kevin Seward	(515) 225-5699	Kseward@fbfs.com	(515) 226-6311
Immediate Past President	Dennis Forsythe	(515) 226-6702	Dforsythe@fbfs.com	(515) 453-3355
Director: Member Activities	Russ Greenwood	(515) 237-2075	Russ.E.Greenwood@EMCIns.com	(515) 237-2016
New Designee Rep	Lynette Foster	(515) 267-2315	lfoster@guideone.com	(515) 267-5750
Candidate Development	John Ahrold	(515) 309-6209	Jahrold@ahroldfay.com	(515) 309-6225
Membership	Don Shafer	(515) 267-2122	Dshafer@guideone.com	(515) 267-5730
Golf Event	Tom Podraza	(515) 508-4475	podrazt@nationwide.com	(515) 284-0373
Member Involvement	Karen Wassather	(515) 224-7904	wassatk@nationwide.com	
Director: Internal Operations	Jody Ochsner	(515) 362-7631	Jody.L.Ochsner@EMCIns.com	(515) 362-7890
Circle of Excellence Submission	Donna Schindel	(515) 508-4420	schindd@nationwide.com	
Past Presidents' Club	Cerie Garton	(515) 471-3778	Cerie.Garton@hawkeyesecurity-ins.com	(515) 284-0373
ChapterGram Editor	Russ Greenwood	(515) 237-2075	Russ.E.Greenwood@EMCIns.com	(515) 237-2016
Industry Visibility-Historian	Ted Lussem	(515) 243-4289	Tlussem@brooks-lussem.com	(515) 246-1329
Administrator Feasibility	Wade Sheeler	(641)-269-8565	Wsheeler@gmrc.com	(641) 236-2838
Director: Community Development	Pat Martin	(515) 237-2176	pat.a.martin@emcins.com	(515) 237-2016
Public Relations	Dawn Sassatelli	(515) 508-5297	sassatd@nationwide.com	(515) 508-2001
Web Site Development	Bob Conroy	(515) 267-5980	bconroy@guideone.com	
Good Works	Steve McDonald	(515) 225-5607	stevenmcdonald@fbfs.com	
Photographer	Open			
Scholarships	Mike Anderson	(515) 226-8222	mike.anderson@generalcasualty.com	(877) 218-8474
Iowa Insurance Hall of Fame	Jeff Jeffus	(515) 491-9877	a.jeffus@mchsi.com	
Director: Professional Development	Barb Sullivan	(515) 225-5445	Bsullivan@fbfs.com	(515) 226-6565
Education-Leadership & Career Mgmt	Karen Wassather	(515) 224-7904	wassatk@nationwide.com	
Research	Open			
Ethics	Bruce Kelley	(515) 280-2950	Bruce.G.Kelley@EMCIns.com	(515) 280-2895

2004 CPCU Meeting Dates, Locations, and Topics

Tuesday, September 14, 2004	Farm Bureau	Facilitative Leadership—Cindy Baroway & Judy Brannon
Thursday, September 16, 2004	Des Moines Club	New Des Moines Library—Kay Runge
Thursday, October 14, 2004	LMC, 4200 University WDM	D& O and EPLI Claims—Nickie Hunter, CPCU
Thursday, November 04, 2004	Hy-Vee Convention Center (Conferment Officer & Luncheon Speaker— Jim Marks, Exec V.P. of the Society.)	I-Day—Bill Bailey from III Rick Bruess from Principal Identity Theft
Thursday, December 09, 2004	Des Moines Golf & C.C.	Holiday Program
Thursday, January 20, 2005	Airport Holiday Inn	Surety Bonds

Iowa Chapter CPCU Golf Outing a Success

On June 9, 2004 the Iowa Chapter of CPCU held our annual charity golf outing. We had 88 golfers participate and several attended a dinner afterwards in the clubhouse. In all, we raised \$1600 for Farm Safety 4 Just Kids and donated a total of \$2500 to the charity. Thank you to everybody for making the outing a huge success.

How Can the Chapter Help Your Charity?

Do you know of a charity in need of assistance? How can the Iowa Chapter assist that charity attain a specific goal? If you have a charity in mind or have an idea of how the Iowa Chapter may help a charity, please contact Nancy Green (515) 280-2850.

Congratulations to our Newest Members

FIRST NAME	LAST NAME	COMPANY
Lori	Becker	State Farm Insurance Cos
Mark	Berven	Allied Group Insurance
Shelley	Birmingham	GuideOne Insurance
Christine	Dreyer	EMC Insurance Companies
Christine	Eblen	EMC Insurance Companies
Tamara	Evans	EMC Insurance Companies
Lorie	Hancock	Farm Bureau Mutual Ins Co
Thomas	Hoelscher	Allied Insurance
Joel	Jacobsen	Farm Bureau Mutual Ins Co
Erik	Keninger	EMC Insurance Companies
Michael	Lovell	EMC Insurance Companies
Treva	Myers	EMC Insurance Companies
Karen	Olson	Farmland Ins Companies
Carol	Ratekin	EMC Insurance Companies
Kris	Rowe	Farm Bureau Mutual Ins Co
Victoria	Schwering	Allied Group Insurance
Mark	Stout	Nationwide Agri Business
Connie	Tanner-Smith	Nationwide
Denise	Taylor	Farm Bureau Mutual Ins Co
Patricia	Wolf	Allied Group Insurance
Brian	Wright	EMC Insurance Companies
Karen	Yuska	State Farm Insurance Cos

Congratulations to these individuals for their hard work and dedication. Welcome to the Iowa Chapter.

Chapter Positions available for Next Year

We are in need of volunteers for the following positions:

**Photographer
Research**

For information regarding the photographer position, please contact Pat Martin (515) 237-2176
For information regarding the Research position, please contact Barb Sullivan (515) 225-5445
You may also contact Nancy Green (515) 280-2850 for information on either position.

**CPCU
Society
National
Leadership
Institute**

**The CPCU Society and the Iowa Chapter Presents the
National Leadership Institute Seminar**

Tuesday, September 14, 2004

Facilitative Leadership Skills

8:00 a.m. — 4:00 p.m.

Don't miss this special presentation

This highly interactive seminar is for all insurance industry leaders. Whether you are a chapter officer or hold other key leadership roles in your organization, this seminar will help you plan and conduct meetings to get results back on the job.

This is a special one-of-a-kind presentation that will be limited to 24 attendees. Don't miss one of the most practical and stimulating career development seminars in the industry.

When: Tuesday, September 14, 2004

Where: Farm Bureau Insurance Company

Classroom A

Cost: CPCU Society Members: \$129
Nonmembers: \$149

5400 University Avenue
West Des Moines, IA 50266
(515) 225-2004

Registration: 7:30—8:00

Learning Objectives:

This seminar will help you plan and conduct productive meetings to get results. See how to solve problems, make important group decisions, and improve activities at work or within your chapter.

And learn to:

- ♦ Model and implement the behaviors of an effective meeting facilitator.
 - ♦ Plan and conduct meetings using underlying concepts of groups, teams, and meetings.
 - ♦ Use effective questioning techniques to stimulate discussion and facilitate brainstorming.
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Course Materials, lunch, and afternoon refreshments will be provided.

Instructors for Seminar

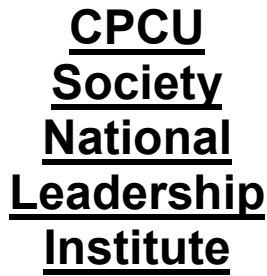
Cindy Baroway, CPCU, AIC, has 20 years of experience in the insurance industry. A mortgage broker and insurance consultant, Baroway also teaches CPCU courses and works for the insurance department at the Community College of Aurora, marketing its insurance programs. Previously, Baroway worked for Safeco Insurance Company as a home office claims director. Baroway has been active at both the local chapter and national levels of the CPCU Society.

Judy Brannon, CPCU, ARP, AIAF, Are, API, AIS, ARC, retired in July 2004 from GuideOne Insurance, where she was a vice president. She has 37 years of experience in the insurance industry. A past president of the CPCU Society's Iowa Chapter, Brannon is serving a three-year term as a member of the Society's national board of Governors.

Completers of the seminar will receive a **“Course Certificate in Facilitative Leadership Skills”** from the CPCU Society as part of the National Leadership Institute.

The National Leadership Institute is the CPCU Society's premier educational program for insurance industry professionals looking to advance their careers or take on leadership roles within their organizations.

Please see the registration on the following page:



The CPCU Society and the Iowa Chapter Presents the National Leadership Institute Seminar

Tuesday, September 14, 2004
Facilitative Leadership Skills
8:00 a.m. — 4:00 p.m.

Registration Form:

Yes - Please register me for the "Facilitative Leadership Skills" seminar on September 14, 2004 in West Des Moines, Iowa. (FLS091404)

Four Easy Ways to Register:

- Online at www.cpcusociety.org (CPCU members only)
Call (800) 932-CPCU and select option 4 to speak to our Member Resource Center
Fax registration form to (610) 251-2780.
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: \$129 for seminar \$

Nonmember \$149 for seminar \$

Check enclosed payable to CPCU Society

Charge my credit card MasterCard Visa American Express

Expiration Date Account Number

Name as it Appears on Card Signature (required)

Iowa Chapter CPCU Society Meeting

Date & Time	Thursday, Sept 16 th 2004 11:30 a.m.
Location:	Des Moines Club – Overlooking the new Des Moines Public Library site
Topic:	The New Des Moines Public Library
Speaker:	Kay Runge-Director-Des Moines Public Library
Cost:	\$20.00 per person

Join us for lunch on Thursday, September 16th at the Des Moines Club atop the Ruan Center overlooking the building site of the new Des Moines Public library. Our speaker will be Kay Runge, director of the library. Kay will give us an overview of the new library once it is operational, as well as an idea of the vast amount of planning that went into the new library. Come see what you and your family have to look forward to with this fantastic new facility.

The Des Moines Club is located atop the Ruan Center at 666 Grand Ave, Des Moines 33rd floor. If you take 7th street exit and go south. There is street parking (meters) or the best bet will likely be the parking ramp at 7th and Grand Ave.

Questions to: Jeff Baker CPCU ARM 515-237-0106
jeff.baker@lmcins.com

To enable us to have an accurate count for food purposes, please call, fax or e-mail reservations by Thursday, Sept. 8th, 2004 to:

Kevin Seward
Phone 515-225-5699
Fax 515-226-6311
E-mail kseward@fbfs.com

Make checks payable to: Iowa Chapter – CPCU

Mail checks to:

Kevin Seward
Farm Bureau Financial Services
5400 University Ave
West Des Moines, IA 50266-5950

Name(s): _____

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