



# Iowa ChapterGram

CPCU Society Iowa Chapter

October 2005

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

## 2005-2006 Officers

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

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

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

Treasurer:  
Jody Ochsner  
(515) 280-2456  
[Jody.L.Ochsner@EMCIns.com](mailto:Jody.L.Ochsner@EMCIns.com)

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

## Directors

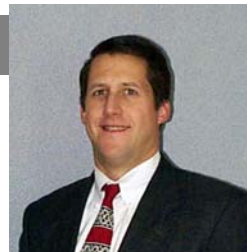
Pat Martin  
(515) 267-6615  
[Pat.martin@fiserv.com](mailto:Pat.martin@fiserv.com)

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

Russ Greenwood  
(515) 237-2075  
[Russ.E.Greenwood@EMCIns.com](mailto:Russ.E.Greenwood@EMCIns.com)

Sam Waters  
(515) 267-5597  
[SWaters@guideone.com](mailto:SWaters@guideone.com)

## MESSAGE FROM THE PRESIDENT . . .



**Jeff Baker**

The chapter year is in full swing. See upcoming events, meetings, etc...a full schedule for the year at [cpcu-iowa.org](http://cpcu-iowa.org).

Your Iowa chapter of CPCU is proud to announce the chapter has made a donation to hurricane Katrina relief, and with the National CPCU Society's matching funds program, our chapter's donation of \$1,000 will be matched by the society dollar for dollar for a total contribution of \$2,000. These donations from chapters around the country will be forwarded to the American Red Cross. The Iowa chapter's donation is made possible by funds raised through our various activities throughout the year.

Each members' support of chapter activities is critical to maintaining an active chapter, and by doing so we are able to make community contributions, and on occasion national contributions like this. This last year, the chapter raised money for Blank Children's Hospital as a contribution towards a new fire safety house to teach kids fire safety. In addition, the chapter sponsors the Ted Lussem scholarship each year.

Last month's lunch meeting featured the topic of alternative risk financing, and this month's topic for our October 20th meeting will be useful to all. Scott Kuechler from Gen RE will speak on the finer points of claims made vs. occurrence triggers of coverage. The meeting will be held at Wakonda Club on Fleur Drive. The food there is always excellent, and as a special incentive we will be giving out some gift cards to some fine local restaurants at each meeting now through year end. Grab a co-worker who may not regularly attend meetings and come on out!

For those of you traveling to Atlanta for the CPCU Society's annual meeting October 22-25, have a safe trip and congratulations to our chapter's 14 new designees!

See you at Wakonda on October 20th....."

## 2005-2006 Officers, Directors, and Committee Chairs

Position	Person	Phone	Email Address	Fax Number
President	Jeff Baker	(515) 237-0106	Jeff.Baker@lmcins.com	(515) 244-9535
Vice-President	Wade Sheeler	(641) 269-8565	Wsheeler@gmrc.com	(641) 236-2838
Secretary	Kevin Seward	(515) 225-5699	Kseward@fbfs.com	(515) 226-6311
Treasurer	Jody Ochsner	(515) 280-2456	Jody.L.Ochsner@EMCIns.com	(515) 280-2975
Immediate Past President	Nancy Green	(515) 280-2850	Nancy.D.Green@EMCIns.com	(515) 237-2016
<b>Director: Member Activities</b>	Russ Greenwood	(515) 237-2075	Russ.E.Greenwood@EMCIns.com	(515) 237-2016
New Designee Rep	Open			
Candidate Development	John Ahrold	(515) 309-6209	Jahrold@ahroldfay.com	(515) 309-6225
Membership	Open			
Golf Event	Cerire Garton	(515) 508-5122	gartonc@nationwide.com	(515) 508-2001
Member Involvement	Karen Wassather	(515) 508-4580	wassatk@nationwide.com	(515) 508-4665
<b>Director: Internal Operations</b>	Sam Waters	(515) 267-5597	SWaters@guideone.com	
Circle of Excellence Submission	Open			
Past Presidents' Club	Cerie Garton	(515) 508-5122	gartonc@nationwide.com	(515) 508-2001
ChapterGram Editor	Russ Greenwood	(515) 237-2075	Russ.E.Greenwood@EMCIns.com	(515) 237-2016
Job Description Task Force	Lynette Foster	(515) 267-2315	lfoster@guideone.com	(515) 267-5750
Industry Visibility-Historian	Ted Lussem	(515) 243-4289	Tlussem@brooks-lussem.com	(515) 246-1329
<b>Director: Community Development</b>	Pat Martin	(515) 267-6615	Pat.martin@fiserv.com	(515) 267-6640
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	Open			
Photographer	Lloyd Sandbulte	(515) 225-5678	Lsandbulte@fbfs.com	(515) 226-6057
Scholarships	Dan Crew	(515) 237-0160		
Iowa Insurance Hall of Fame	Jeff Jeffus	(515) 491-9877	a.jeffus@mchsi.com	
<b>Director: Professional Development</b>	Barb Sullivan	(515) 225-5445	Bsullivan@fbfs.com	(515) 226-6565
Education-Leadership & Career Mgmt	Karen Wassather	(515) 508-4580	wassatk@nationwide.com	(515) 508-4665
Research	Open			
Ethics	Bruce Kelley	(515) 280-2950	Bruce.G.Kelley@EMCIns.com	(515) 280-2895

## 2005 CPCU Meeting Dates, Locations, and Topics

Thursday, October 20, 2005	Wakonda Club	Scott Kuechler - Gen Re
Thursday, November 10, 2005	Embassy Suites	I-Day
Thursday, December 8, 2005	Temple for Performing Arts	Larry Hersberger, Director of the Vaughan Insurance Institute University of Iowa
Thursday, January 19, 2006	Des Moines Botanical Center	Jewelry Appraisals & Claims Settlement—Toby Joseph (Joseph's Jewelers)
Thursday, February 16, 2006	Allied Insurance	Marketing Trends & Contingent Commissions—Jim Hagenbucher, VP Marketing, Allied
Thursday March 9, 2006	Drake University	Ethics
Thursday, April 20, 2006	Blank Park Zoo	Pat Griffin, Dale Carnegie Training
Thursday, May 11, 2006	EMC Insurance	Iowa Workers' Compensation Marketplace—Bob Skow
Wednesday, June 7, 2006	Legacy Golf Course, Norwalk, IA	Golf Outing

## New Designee Reception

Your Iowa Chapter has arranged a welcome reception in honor of our new designees on Monday, October 17, 2005 at Lone Star Restaurant 1801 22nd St. West Des Moines. All chapter members are welcome to attend and congratulate our new CPCUs. The chapter will provide appetizers and drinks for all who attend. We will sponsor the event from 5:00 p.m. through 7:00 p.m. Hope to see you all there.

## Iowa Chapter CPCU donates to Hurricane Katrina Relief



The Iowa Chapter of CPCU donated \$1,000 to Hurricane Katrina relief efforts this month, and with the national CPCU Society's 100% matching funds, a total of \$2,000 went to Hurricane relief efforts. CPCU National Governor Mike Holm on the left in the photo is accepting the check at the Iowa Big-I convention from Jeff Baker and Ted Lussem.

## Chapter Positions Available for This Year

If you have ever thought of volunteering for a position with your Iowa Chapter, now is the ideal time. We have a need for someone to fulfill the following positions:

**New Designee Representative**  
**Membership**  
**Circle of Excellence**

**Good Works**  
**Research**

If interested in the New Designee or Membership position, please contact Russ Greenwood (515) 237-2075.

If interested in the Circle of Excellence position, please contact Sam Waters (515) 267-5597.

If interested in the Good Works position, please contact Pat Martin (515) 267-6615.

If interested in the Research position, please contact Barb Sullivan (515) 225-5445.

You may also contact Jeff Baker (515) 237-0106 for information on any position.

## Thanks to all of our 2005 I-Day Contributors

Ahrold Fay & Co	Independent Insurance Agents of Iowa
Allied Insurance	Independent Insurance Agents of Des Moines
Arthur J. Gallagher & Co. of Iowa, Inc.	Insurance Association of Greater Des Moines
Asset Protection Agency	Insurance Management Group, Altoona
Bilbrey Insurance Services, Inc.	Iowa Bankers Insurance & Services, Inc.
Bituminous Insurance	Iowa Mutual Insurance Company, De Witt
Brooks-Lussem Insurance, Inc.	Kelley Insurance Center – Drake University
C Mac Chambers Agency	Krist Insurance Services
CGA Insurance Services	LaMair-Mullock-Condon Co.
Chubb Group of Insurance Companies	Merchants Bonding Company (Mutual)
Concord General Agency	Met Life Auto and Home
Continental Western Group	Motor-Ways, Inc.
Davis Insurance Agency, Inc.	Nationwide Agribusiness Insurance Company
Donaghy-Kempton Insurors	NCMIC Group
Drive Insurance From Progressive	NOEL Insurance, Inc., Ottumwa
EMC Insurance Companies	Old Republic Surety Company
EMC Risk Services	Partners Mutual Insurance Company
Farmers Insurance Group	Pharmacists Mutual Insurance Company
Farmers Mutual Hail Insurance Company of Iowa	Philadelphia Insurance Company
FBL Financial Group	Rain and Hail, LLC
First Western Insurance Inc.	RCS Group, Inc.
FiServ Insurance Solutions	Reynolds & Reynolds, Inc.
Freedom Financial Bank	SECURA Insurance Companies
GAB Robins, North America, Inc.	State Auto Insurance Companies
General Casualty Companies	Taylor Insurance Services
Grinnell Mutual Reinsurance Company	TrueNorth Companies
GuideOne Insurance	United Fire & Casualty Company
Hawkeye-Security Insurance Company	West Bend Mutual Insurance Company
Holmes Murphy and Associates	Jim White Agency, Inc.
IMT Insurance Company (Mutual)	Willis and Moore, Inc.

# I-Day 2005

It is not too early to start thinking about this year's I-Day. Reserve Thursday November 10, 2005 from 8:00—1:30 and plan to attend this year's event. This year's agenda tantalizes us with several dynamic speakers, and Embassy Suites provides an excellent location for this year's occasion.

## AGENDA

- 8:00 – 8:30 a.m. Registration, Coffee & Rolls  
**Introductions by**  
**Cerie Garton, CPCU, CIC**
- 8:30 – 9:15 a.m. **Allen Williams**  
*Project Manager, Iowa  
Department of Economic Development*
- 9:15 – 10:00 a.m. **Susan E. Voss, JD**  
*Iowa Insurance Commissioner*
- 10:00 – 10:30 a.m. Networking Break
- 10:30 – 12:00 p.m. CEO Round Table  
**Terri Vaughan, Ph.D, CPCU**  
*Moderator*  
**Bradley S. Kuster, CPCU**  
**Jim Swift, CPCU**  
**Edward T. Berg, CPCU**  
**W. Kim Austen, CPCU**
- 12:00 – 1:30 p.m. Luncheon Speaker  
Introduced by  
**Judith A. Brannon, CPCU**  
*Governor, CPCU Society*  
**Millicent W. Workman, CPCU, CPIW, AU**  
*President, CPCU Society*  
Conferment of New Designees

## Get Your Career in Gear

The CPCU Society presents the 61st Annual Meeting and Seminars October 22-25, 2005 in Atlanta, GA.

With 24 Property and Casualty Insurance tracks to choose from, you can focus your education on the skills you need to build on the success you have developed through your CPCU designation.

Join your fellow CPCU Society members, new designees, and industry leaders in Atlanta for the best in education, networking, and leadership the property and casualty insurance industry has to offer. And "Get Your Career in Gear!"

See the national website for more information at [www.cpcusociety.org](http://www.cpcusociety.org).

# Iowa Chapter CPCU Society Meeting

Date & Time	Thursday, October 20, 2005, 11:30 a.m.
Location:	Wakonda Club, 3915 Fleur Drive, Des Moines
Topic:	Occurrence vs. Claims Made Policy Triggers
Speaker:	Scott Kuechler, CPCU, General Reinsurance
Cost:	\$20.00 per person

Join us for lunch Thursday, October 20, 2005, at the scenic Wakonda Club. Scott Kuechler, CPCU from Gen Re will be making a presentation on Occurrence vs. Claims Made Policy Triggers. This is guaranteed to be an informative presentation with lots of great examples.

Questions to: Wade E. Sheeler, CPCU, CIC  
641-269-8565  
wsheeler@gmrc.com

To enable us to have an accurate count for food purposes, please call, fax or e-mail reservations by October 14, 2005 to:

CPCU-iowa@aml.org  
or Kelly Kipping at 515-243-1558

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

Mail checks to:

Iowa Chapter CPCU  
c/o Association Management Ltd.  
431 East Locust  
Suite 300  
Des Moines, Iowa 50309

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

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