



Iowa ChapterGram

CPCU Society Iowa Chapter

April 2006

www.cpcu-iowa.org

2005-2006 Officers

President:
Jeff Baker
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Jeff.baker@lmcins.com

Vice President:
Wade Sheeler
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Wsheeler@gmrc.com

Secretary:
Kevin Seward
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Kseward@fbfs.com

Treasurer:
Jody Ochsner
(515) 280-2456
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Past President:
Nancy Green
(515) 280-2850
Nancy.D.Green@EMCIns.com

Directors

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(515) 267-6615
Pat.martin@fiserv.com

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MESSAGE FROM THE PRESIDENT . . .



Jeff Baker

With April here we are almost through the CPCU year, and my year as president certainly has gone quickly. Our next meeting will be at Blank Park Zoo, and we will have a new slate of officers to elect for 2006/2007. The nominees are as follows:

- President -Wade Sheeler- Grinnell Mutual
- Vice President -Kevin Seward - Farm Bureau
- Secretary -Jody Ochsner - EMC Insurance
- Treasurer -Barb Sullivan - Farm Bureau

These officers will be installed at the May meeting. The speaker April 20th is Paul Caulkins from the Dale Carnegie Institute.

It is a good time to begin thinking about next year and what involvement you would like to have in the chapter. There will be several positions open for committee chairs, and I would be happy to visit with anyone about what activities these entail. Being a CPCU has been more rewarding being involved in the chapter, and has allowed me to meet many people in the industry I would not otherwise have had the opportunity to get to know.

Mark your calendars for June 7th for the Golf outing at the Legacy Golf Course. Details to follow.



Election of 2006 - 2007 Officers

The Nominating Committee of the Iowa Chapter of CPCU will present the following slate of nominees for election as next year's officers at the April 20th meeting:

President	Wade Sheeler
Vice President	Kevin Seward
Secretary	Jody Ochsner
Treasurer	Barb Sullivan

Director (Community Development)	Dan Crew
Director (Professional Development)	Karen Wassather

Barb Sullivan is the current Director of Professional Development. Pat Martin is concluding her term as Director of Community Development.

We thank Pat for her service to the Iowa Chapter and thanks also to Barb for agreeing to serve the Chapter in a different capacity.

The election of officers will be at the April 20th meeting at Blank Park Zoo. Installation will be at the May 19th meeting at EMC Insurance Companies.

New Iowa CPCU Caps & Visors for \$5.00

Now you can wear a stylish cap or visor with "Iowa CPCU Society" on the front and our web site address "www.cpcu-iowa.org" on the back! The caps and visors are a high quality pigment-dyed cotton twill in khaki or faded blue with contrasting stitching. The caps are a low profile, 6-panel baseball design with embroidered eyelets. The caps have an antique brass snap closure on self fabric, and the visors have a self-fabric Velcro closure. One size fits all.

The caps and visors will be available at monthly meetings and at the June 7 golf outing, and the best part is the price—only \$5!

So... be stylish and spread the word about CPCU!

Credit Card Processing

How many times have you heard the term "ease of doing business"? Well, now our chapter can boast that we have "ease of registration" with our new credit card payment processing. We accept all major credit cards (MasterCard, VISA, Discover, and American Express).

Not only do we have another payment option available, but it's "easy to use". All you have to do is go to our chapter's web site (www.cpcu-iowa.org), click on on-line registration, enter the required information, click continue, and you're done! Once you've completed the registration process, you will receive an e-mail confirmation, which is also your receipt. That's all there is to it! We hope you will try this new payment method to register for our next event.

Survey Results

The officers and directors of the Iowa Chapter would like to thank each of you who completed our recent survey. We received 73 responses, which is 14.3% of our membership. Here is a brief recap of the results:

- Over 82% of the respondents indicated that the chapter meetings were either managed in a good or excellent manner.
- Chapter activities appear to be well attended by our membership...over 53% indicated they had attended 3 or more chapter activities over the past 12 months. Work demands were the most frequently cited response as to why participants did not attend various activities.
- Chapter meetings appear to work well with members' schedules...over 72% indicated the meeting times work well with their schedule, with lunch meetings being the preferred meeting time.
- The most favored meeting topics are: technical insurance information, insurance legislation, and general business information.
- The Chapters' website (www.cpcu-iowa.org) is used frequently...68.5% of the respondents indicated they visited the site on a quarterly basis or more frequently.
- Respondents indicated they read the Chaptergram ...less than 11% of the responses indicated they seldom or never read the Chaptergram.
- The survey did show the maturing of our membership...over 45% indicated they were age 50 or older.

It appears based on the results of the survey, that our membership is generally satisfied with the operation of the Iowa Chapter. Our members did express a desire for practical technical insurance information they can use in their jobs.

Check out the survey results under "Hot Topics" at www.cpcu-iowa.org.

The results of this survey will continue to be studied by the officers and directors and the Past Presidents Council. We look forward to ways in which we can enhance the value you receive by being a member of the Iowa Chapter of CPCU.

2005-2006 CPCU Meeting Dates, Locations, and Topics

Thursday, April 20, 2006	Blank Park Zoo	Paul Caulkins, Dale Carnegie Training Election of Officers & Directors
Tuesday, May 16, 2006	Farm Bureau-NLI Workshop	Building Highly Effective Teams
Friday, May 19, 2006	EMC Insurance	Iowa Workers' Compensation Marketplace - Bob Skow Installation of Officers & Directors
Wednesday, June 7, 2006	Legacy Golf Course, Norwalk, IA	Golf Outing

Building Highly Effective Teams

When:	Tuesday, May 16, 2006	Cost:	CPCU Society Members: \$99 for half-day course \$129 for full-day course
Registration Times:	8-8:30 a.m. and 12:30-1 p.m.		
Program Times:	8:30 a.m.-Noon and 1-4 p.m.	Nonmembers:	\$129 for half-day course \$149 for full-day course
Where:	Farm Bureau Insurance Company 5400 University Avenue West Des Moines, IA 50266		

What You'll Learn

Teams are all around us: sports teams, project teams, and work teams. While some succeed, many do not. But why? If we have the talent, we know the mission, and we have realistic time frames, our teams should be successful. Participants in this interactive course will learn and experience key skills and factors for team success.

In module 1, participants will discuss when a team is an effective solution to resolving a problem. What is a team and how does it work? During this highly interactive course, you will learn tools to help make you an effective team player. You will discover the six hidden traps and experience the six crucial success factors.

In module 2, participants will discuss what challenges to be aware of when developing a team. Learn how to skillfully navigate dysfunctional team behavior and stay focused on achieving the goal of the team. This high-level, interactive course is geared toward the experienced insurance professional who wants to learn how to develop more highly effective teams.

Instructor

Donna M. Skelcy, J.D., CPCU, is a State Farm claims section manager leading a group of more than 100 employees. Before moving into a leadership position, she worked in State Farm's in-house claims litigation counsel office conducting numerous trials. Skelcy began the practice of law in a private law firm where she tried many insurance litigation matters. Skelcy obtained her CPCU in 2004 and is currently working toward her ChFC. She has sharpened her presentation skills not only in trial but by leading in-house seminars at State Farm.

Course Certificate

Attendees will receive a certificate for this course. Attendees may also purchase a Certificate of Participation plaque.

To Learn More

The CPCU Society National Leadership Institute (NLI) 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. Both CPCU Society members and nonmembers are invited to attend NLI sessions. For further information on these courses, call the Society's Member Resource Center at (800) 932-CPCU, option 4.

Register today

Register for this session online at www.cpcusociety.org.

Questions?

Contact the CPCU Society's Member Resource Center at (800) 932-CPCU, option 4, or send an e-mail to membercenter@cpcusociety.org

Iowa Chapter CPCU Society Meeting

Date:	Thursday, April 20, 2006 11:30 a.m.
Location:	Blank Park Zoo
Speaker:	Paul Caulkins, Dale Carnegie Training, Inc.
Topic:	Leadership Skills for the Insurance Professional
Cost:	\$20.00 per person

Join us for lunch Thursday, April 20, 2006, at the Blank Park Zoo. Paul Caulkins from Dale Carnegie Training will be our speaker. He will speak on Leadership Skills for the Insurance Professional.

Registration form also may be obtained at www.cpcu-iowa.org ("Hot Topics")

Five ways to Register for this Meeting:

1. By credit card at www.cpcu-iowa.org ("Hot Topics")
2. E-mail registration to CPCU-iowa@aml.org
3. Fax registration form to Kelly Kipping at 515-243-2049
4. Mail registration form to the address below
5. Call Kelly Kipping at 515-243-1558

To enable us to have an accurate count for food purposes, please register prior to 4:00 p.m. on April 14, 2006.

Make checks payable to: Iowa Chapter – CPCU

Mail check and registration 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