



Iowa ChapterGram

CPCU Society Iowa Chapter

May 2007

www.cpcu-iowa.org

MESSAGE FROM THE PRESIDENT . . .

2006-2007 Officers

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Wsheeler@gmrc.com

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Kseward@fbfs.com

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It seems like it was only yesterday that I sat down to write my first message and here I am writing my last one. This past year has certainly flown by.

I have greatly enjoyed serving as President of the Iowa Chapter of CPCU during this past year. It has been a great year, and I think we have accomplished many things. I have many great memories from the past four years serving as an officer of this chapter and better yet, I have met so many great people.

I would like to take this opportunity to thank all of the 2006-2007 officers, directors, and committee chairs for all of their hard work during this past year. I would also like to thank my employer, Grinnell Mutual, for their support during my time of serving as an officer of the Iowa Chapter.

A special thanks to all of our companies and agencies that support the Iowa Chapter. Your support is very much appreciated.

Although our chapter year is rapidly winding down, we still have several activities on the May calendar. Plan to join us on May 16th as we honor the new inductees into the Insurance Hall of Fame. Two of our own, Dean Brooks and Bob Skow, are among this year's inductees. Please plan to join the festivities to honor Dean and Bob for their tireless contributions to our industry.

The May lunch meeting will be held on May 17th at Hoyt Sherman Place. Marvin Knoot will be presenting a fun-filled presentation on the "Fish Philosophy". I have seen Marvin's presentation before, and you certainly do not want to miss it. Jim Jones, our regional governor, will be installing the new officers for the 2007-2008 chapter year.

On May 30th, the Iowa Chapter will be hosting our annual charity golf outing at the Legacy Course in Norwalk. Proceeds will be going to the Fire Safety House at Blank Children's Hospital. Plan to join your fellow CPCUs for a round of golf to benefit this worthwhile project.

To our new CPCUs who will be a part of the Class of 2007, congratulations! Get involved in the Iowa Chapter. This truly is one of the great chapters of the CPCU Society.

Have a great summer and we will see you in the fall.

Wade Sheeler, CPCU
President

"Live as if you were to die tomorrow. Learn as if you were to live forever."
Gandhi



Do You Know?



Deborah Lee Pedrick, CPCU, CIC, CRM

Occupation: Owner, Asset Protection Agency

Background: Worked on the independent agency side for most of career. Began as a clerk learning the business from the ground up. Started with one of the big alphabet house, (then called) Fred S. James in Boston. Later was involved in starting an agency from scratch that allowed her to see all aspects of agency operations. Moved to Des Moines in 1987 and assisted her brother, Bryan Hughes and his partner Dave Creighton, Sr. start the

Bryton Companies. They had a dream to create a one-stop insurance store where there were experts in every area of insurance.

There was a slight detour in this plan when GuideOne insurance acquired the property casualty insurance agency from Bryton, then known as Grodt, Moore, Gregson in 1993. This gave her the opportunity to see an insurance company's perspective and inner workings. Ultimately became the director of their agency operation, CGA Insurance. In 2000, strategic changes with GuideOne gave her the opportunity to purchase the agency in July 2000.

Off-the-Job Interests: Life is pretty much work, church, and home. Two daughters who live in Florida; grandmother to 2 boys ages 3 1/2 and 6 months. Involved in the ministry at First Federated, where her husband, Bill, is the organist. Loves cooking, biking, and being at home with their 3 cats.

Iowa Chapter Covered in *CPCU News*

The Iowa Chapter is featured on the "Chapter Visibility Spotlight" page in the April/May issue of the *CPCU News*. You will find this on page 13 under the caption of "Iowa Chapter Celebrates 55th Anniversary and Spreads the Word." The article covers our recent anniversary celebration in January.

2007 CPCU Events

Wednesday, May 16, 2007 5:00 p.m. (social hour) 6:00 p.m. (dinner) 6:45 p.m. (program)	Olmsted Center, Drake University	Iowa Insurance Hall of Fame
Thursday, May 17, 2007 11:30-1:45	Hoyt Sherman Place	Marvin Knoot—"Fish! Leadership Program"
Wednesday, May 30, 2007 12:00	Legacy Golf Course, Norwalk	Golf Outing

Grinnell Sub Chapter to Celebrate 20 Year Anniversary

May 4th will mark the 20th anniversary of the Grinnell Sub Chapter. Congratulations to them for reaching this historic mark. Their work and assistance has been greatly appreciated over the past 20 years.

Congratulations to Bob Skow and Dean Brooks

We are proud to have two of our members elected to the Iowa Insurance Hall of Fame. Bob Skow, CPCU and Dean Brooks, CPCU (Iowa Chapter President 1983-1984) will be inducted on Wednesday, May 16, 2007. Congratulations to these two exemplary individuals for achieving this special honor.

Burkhalter Award

The **Burkhalter Award** will be presented to individuals for outstanding achievements and contributions to the insurance industry in Iowa. The impact and effect of the contribution and achievements of the recipient will be recognized and broad based in the community.

The **Burkhalter Award** is designed to recognize people who have made a contribution to the property and casualty insurance industry and their community through civic involvement.

The **Burkhalter Award** is named after Major General Louis D. Burkhalter, Jr. who was the first individual in Iowa to attain the CPCU designation; a charter member of the Iowa Chapter of CPCU; and the first president of the Iowa Chapter. Mr. Burkhalter had a long and distinguished career in the insurance industry, military and through his civic activities.

The fields of achievements to be evaluated include the following:

Promoting the field of insurance within the business community through civic and non-civic activities; achievements beyond primary professional responsibilities; innovation within the industry; specific achievements which benefit the industry; research efforts; volunteer work in the industry and community; and leadership activities in the governmental arena.

GOALS OF THE BURKHALTER AWARD

- Recognize outstanding service rendered to the community and insurance industry.
- Give community visibility to the recipient and his/her achievements and contributions.
- Generate interest and motivation within the Iowa insurance industry to aspire to this award.
- Contribute to the public image and visibility of the Iowa property and casualty insurance industry.

YOUR NOMINATION FOR THIS YEAR'S AWARD IS ENCOURAGED

The Iowa Chapter seeks qualified recipients for the prestigious **Burkhalter Award**. If you know of someone who has made an outstanding contribution to our profession and their community, we encourage you to submit a nomination.

To nominate an individual for the Burkhalter Award:

1. Obtain a nomination form...one appears in this newsletter.
2. Complete the form.
3. Return to the Iowa Chapter of CPCU, c/o AML Ltd., 100 East Grand Ave Ste. 330, Des Moines IA. 50309.
4. Nomination deadline is October 1st.
5. The award will be presented at the annual I-Day seminar.

Burkhalter Award Nomination Form

IOWA CHAPTER CPCU "BURKHALTER AWARD" NOMINATION FORM

PLEASE TYPE OR PRINT ALL INFORMATION

NAME OF NOMINEE: _____

COMPANY/ORGANIZATION OF NOMINEE: _____

NOMINEE'S ADDRESS: _____

TELEPHONE NUMBER IF KNOWN: (_____) - _____ - _____.

PLEASE INDICATE THE AREA, OR AREAS, OF THE NOMINEE'S CONTRIBUTION:

() **CONTINUING EDUCATION**: Advancing the professionalism of insurance through participation and improvement of the instructional process.

() **PROMOTING INSURANCE**: Enhancement of the industry within the business community by involvement in either civic or other activities.

() **EXTERNAL ACHIEVEMENT**: Voluntary work or accomplishments in the industry or community outside the scope of one's normal job responsibilities.

() **RESEARCH EFFORTS**: Activities, which have led, or will lead, to major improvements in the insurance environment such as, but not limited to, published works.

() **INNOVATION WITHIN THE INDUSTRY**: Accomplishments that have added to the overall creative excellence of the industry.

() **SPECIFIC ACHIEVEMENTS WHICH BENEFIT THE INDUSTRY**: Those milestones specifically targeted to improve the industry's general welfare.

() **LEGISLATIVE ACTIVITIES**: Participation in government affairs leading to positive insurance legislation.

() **LEADERSHIP**: Providing guidance and direction resulting in a better insurance climate.

() **OTHER**: Please specify _____

BRIEF SUMMARY OF NOMINEE'S ACCOMPLISHMENTS: _____

NAME OF PERSON (NOMINATOR) COMPLETING THIS FORM: _____

YOUR ADDRESS: _____

PHONE NUMBER: (_____) - _____ - _____.

PLEASE RETURN THIS FORM TO: Iowa Chapter of CPCU, c/o AML Management, Ltd, 100 East Grand, Suite 330, Des Moines, IA. 50309. Deadline for submission: October 1st.

www.cpcu-iowa.org



JOIN US FOR THE

2007 ANNUAL CPCU GOLF OUTING

Wednesday, May 30, 2007

The Legacy Golf Club - Norwalk, Iowa

12:00 PM Shotgun Start



Mark your calendar for an afternoon of golf. Our outing is a Best Ball tournament open to not only CPCUs, but all insurance industry employees, family, friends and business associates.

The entry fee includes green fees for 18 holes, range balls prior to tee time, use of a cart with GPS, real time scoring, and dinner. There will also be a \$2,500 Hole-in-One contest, (sponsored by First Western) a \$5,000 putting contest (Sponsored by Safelite Auto Glass), and “Hit the Windshield and win \$500” Contest (Sponsored by Auto Glass Center).

If you prefer, you can join us for GOLF ONLY or DINNER ONLY as well. If you do not have a complete foursome, let us know and we will match you up. Dinner will begin at 5:00 p.m. Prizes will be awarded during dinner.

This year our chapter will be raising money to support the **Blank Children’s Hospital Fire Safety House**.

Fees may be paid by credit card, by **registering at CPCU-iowa.org**, or by cash or check at the door.

For Questions, please call Jeffery Vail, CPCU at 515-224-9896 or email at vailj2@nationwide.com

Please email, fax, or mail your CPCU Golf Outing Reservation to:

Jeffery A. Vail, CPCU
150 S. Prairie View Drive
W. Des Moines, IA 50266
Office: (515) 224-9896
Fax: 515-224-2390
vailj2@nationwide.com

or

Iowa Chapter CPCU
c/o Association Mgmt. Ltd.
100 E. Grand, Suite 330
Des Moines, IA 50309
Fax: 515-243-2049
CPCU-iowa@aml.org

Golfer #1:

Name: _____ Golf & Dinner \$75
Phone No: _____ Golf only \$60
Email: _____ Dinner only \$20
Agency/Company _____

Golfer #2:

Name: _____ Golf & Dinner \$75
Phone No: _____ Golf only \$60
Email: _____ Dinner only \$20
Agency/Company _____

Golfer #3:

Name: _____ Golf & Dinner \$75
Phone No: _____ Golf only \$60
Email: _____ Dinner only \$20
Agency/Company _____

Golfer #4:

Name: _____ Golf & Dinner \$75
Phone No: _____ Golf only \$60
Email: _____ Dinner only \$20
Agency/Company _____

Iowa Insurance Hall of Fame

2007 Inductees

Dean E. Brooks, Iowa Manager, State Auto Insurance
John A. Gunn, Founder of Employers Mutual Casualty Insurance
Paula A. Siedenbug, retired V.P. of Farm Bureau Insurance
Bob Skow, CEO, Independent Insurance Agents of Iowa
Robert W. Verhille, Retired Life Insurance Agent in Cedar Rapids area

NOTE: This event has been moved to WEDNESDAY, MAY 16, 2007

You
are cordially invited to
attend the Eleventh Annual
**IOWA INSURANCE HALL
OF FAME CEREMONY**

Honoring these inductees for 2007

Dean E. Brooks Paul A. Siedenbug
* John A. Gunn Bob Skow
Robert W. Verhille

**Awarded Posthumously*

Wednesday May 16, 2007

Olmsted Center, Drake University

Social 5:00 - Dinner 6:00 - Program 6:45

\$30 per person - Business Dress

Reserved Tables of 8 available for \$300

Submit reservations by May 11th to

Melissa Meiners

Iowa Insurance Hall of Fame

% Independent Insurance Agents of Iowa

4000 Westown Parkway

West Des Moines, IA 50266

Phone 515-223-6060

E-mail Melissa@IIAIowa.org



Congratulations to our 2007 Scholarship Recipients



Tereca Johnson

Daughter of Jean and Doug Johnson. She is the recipient of the Ted Lussem Scholarship. Tereca is a junior at Drake University, majoring in Public Relations with an anticipated graduation date of May 2008.



Stephen Cate

Son of Alison Cate. He will be the recipient of our second scholarship. Stephen is a junior at the University of Iowa, majoring in Finance with an anticipated graduation date of May 2008. Stephen is also working on his certificate in Risk Management and Insurance.

Chapter Meeting

Date & Time	Thursday, May 17, 2007 11:30 a.m. — 1:45 p.m.
Location:	Hoyt Sherman Place 1501 Woodland Ave, Des Moines, IA 50309
Speaker:	Marvin Knoot
Topic:	"Fish! Leadership Program"

DESCRIPTION: FISH!

Based on the best-selling book, this seminar draws lessons from the world famous Pike Place Fish Market in Seattle. Discover how to inject fun and energy into work while increasing morale among employees. Find out how Pike Place Fish Market draws out employees' creativity while building attitudes of trust, accountability and teamwork.

We will also install officers for the 2007—2008 year. Therefore, please expect this meeting to last until approximately 1:45 p.m.

To enable us to have an accurate count for food purposes, please call, fax or e-mail reservations by May 11, 2007 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.
100 East Grand
Suite 330
Des Moines, Iowa 50309

Name(s): _____

Company: _____ Total Enclosed: \$ _____

Cost: \$20 per person