



# Iowa ChapterGram

CPCU Society Iowa Chapter

January 2008

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

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## Contents

Page

2	Message from the President
3	North Central Iowa Subchapter Event
4	Do You Know? 2008 Golf Outing Scholarship News for 2008
5	Undergraduate Scholarship Application
6	Graduate Scholarship Application
7	Personal Leadership & Organization Excellence
8	2007-2008 CPCU Events CPCU Society Leadership Summit
9	Chapter Meeting

## Upcoming Events

Thursday, January 17	Wakonda Club	Safeguard Iowa
Thursday, February 21	Des Moines Golf & CC	"You're Sitting in My Seat!"
Thursday, February 21	Farm Bureau	NLI Seminar, Building Communication Strategies
Tuesday, April 1	Farm Bureau	Technical Workshops
Thursday, April 17	Hotel Fort Des Moines	Writing an Effective Resume in the ever changing world of on-line recruiting

Happy New Year! Late December and early January is a time when many people reflect on accomplishments during the past year and set goals or resolutions for the coming year. Now is also a great time to renew your commitment to continuing education through participation in CPCU Society programs, and there are many great programs scheduled for the coming months. Be certain to check out our calendar of events on the chapter's website for further information.



I have a question for you. If someone offered you \$1,500, would you take it? The Iowa Chapter currently offers two \$1,500 scholarships to CPCUs or their dependents, yet few who are eligible apply for this financial assistance. New this year, we will also be opening the scholarship up to CPCUs who are pursuing a graduate degree. The scholarship applications can be found in this issue of the Chaptergram. There is also a link to the scholarship applications on our website. Why not take advantage of this opportunity and claim \$1,500 toward educational expenses? The deadline to apply is March 14.

You've worked hard to obtain your CPCU designation, and you are part of a distinguished group of individuals who have achieved this accomplishment. So what are you doing to spread the word about the value of the CPCU designation? By telling others about CPCU, we are increasing the visibility and value of the CPCU designation. The CPCU Society has a goal of telling 1,000,000 people about the CPCU designation by the end of 2008, and I'm happy to report we're already over half way toward reaching this goal. I'd like to hear from you about anything you've done to "spread the word" about the CPCU designation. I'd also like to know if you have any ideas our chapter can use to share the value of the CPCU designation within our local community. Please send your emails to [kseward@fbfs.com](mailto:kseward@fbfs.com).

You will recall from earlier Chaptergram issues that members of our board have been working with CPCUs in northern Iowa to form a sub-chapter. It gives me great pleasure to announce that our board formally approved the by-laws and formation of the North Central Iowa Sub-Chapter at our board meeting on December 12. We are extremely excited about the formation of this new sub-chapter, and we look forward to working with them to better meet the needs of our northern Iowa members. The North Central Iowa Sub-Chapter will hold their first meeting in January where National Governor Jim Jones will be speaking. Further information about this meeting is available in this issue of the Chaptergram.

Don't miss the Iowa Chapter's first meeting of the New Year on January 17 at the Wakonda Club. Our speaker for the meeting will be Jami Haberl from the Safeguard Iowa Partnership. Jami will be sharing information about the work Safeguard Iowa is performing in our state. I hope to see you there.

There has been a great deal of speculation in the news about the possibility of a recession this year. While I'm not a good predictor of economic trends, I can predict good things await Iowa CPCUs in 2008. Remember that education increases your value in any market and helps make you recession proof. If you haven't been an active CPCU member in the past, I hope you will get involved in your chapter meetings and educational events this year. My best wishes to you for a very happy and prosperous 2008!

Kevin M. Seward, CPCU, CSRP

## ***NCI-CPCU***

*North Central Iowa Sub Chapter CPCU*

**Date:** Tuesday, January 15, 2008

**Time:** 8:30 a.m. to Noon

**Registration:** 8:15 a.m. to 8:30

**Location:** Pharmacists Mutual Insurance Co  
808 US Hwy 18W, Algona IA 50511

### ***Leading Organizational Excellence in Insurance Firms***

This interactive workshop is designed for line managers, human resource, learning and development professionals, and all others who need to understand the long run environment of insurance and what they can do to help their organizations meet the challenges and take advantage of the opportunities that the future will bring. The program will especially focus on how insurance organizations can respond by developing better strategies through attracting, retaining, and developing talent.

#### **Topics Include:**

- Overview of Insurance Environment and Key Issues
- Overview of How Successful Companies Respond to Environment
- Strategies for attracting, retaining, and developing talent

This program will be facilitated by James R. Jones, CPCU, AIC, ARM, AIS

Director of the Katie School of Insurance at Illinois State University, and CPCU Regional Governor.

Jim Jones works with faculty and industry professionals in helping to develop curriculum for undergraduate students in the insurance program. He works with industry and faculty in developing and facilitating professional and executive education for industry professionals. He manages insurance industry consulting projects across various disciplines in the College of Business, Actuarial Science and Economics departments.



RSVP by January 14, 2008

email to [Linda.Thilges@phmic.com](mailto:Linda.Thilges@phmic.com) or [Shelly.Shellenberg@phmic.com](mailto:Shelly.Shellenberg@phmic.com)

Or call 515-295-2461 Ext 7259 or Ext 7353

## Do You Know?

### Ron Mitchell, CPCU, CIC, CRM, AU, API

**Occupation:** Director of Personal Lines Production—Iowa/Wisconsin  
Grinnell Mutual Reinsurance Company



**Background:** Ron began his insurance career with Grinnell Mutual in July 1991 as a Marketing Rep in North East Iowa. In July of 1994 Ron left Grinnell Mutual to become the Territorial Sales Manager of the Personal Lines Division for Northwestern National Insurance Group. In 1995 Ron rejoined Grinnell Mutual as a Senior Marketing Specialist in Western Iowa. Ron received his CPCU designation in 2002 and AU in April of 2004. Ron was promoted to the position of Director of Personal Lines Production in September of 2004. In working with Grinnell Mutual Ron has worked with the Personal, Commercial and Reinsurance lines of business. Ron has also been active in areas of insurance outside of work, as the current Secretary – Treasurer of the Grinnell Sub-Chapter of the Iowa CPCU Society and an active member of the Iowa CIC Education Committee. Ron sets high expectations for his work and his continued education. Ron works to do his very best for the agents and members of his department. Ron truly enjoys Insurance and the people that he has met throughout his career.

**Off-the-Job Interests:** Enjoys spending time with his wife and two children. He loves to follow all of the sporting activities of the kids, golfing and spending even more time with his wife.

## 2008 Golf Outing

Mark your calendar for the 2008 Golf Outing that will be held on June 5, at Copper Creek Golf Course in Pleasant Hill, IA. The meeting will be in the new clubhouse. More details to be announced.

## Scholarship News for 2008: New Eligibility Guidelines!

This spring The Iowa Chapter of CPCU will again be awarding two \$1,500 scholarships to Iowa Chapter members and/or their dependents, one of which is in honor of Ted Lussem. This has been a very successful program in the past and we are glad to continue this opportunity for a scholarship to our members.

As an additional highlight this year, we have now extended the scholarships to be eligible for graduate school work. The requirements to be eligible for the graduate scholarship are:

- Iowa Chapter of CPCU member only and
- Attending an accredited graduate college or university.

To be eligible for an undergraduate scholarship, applicants must be sophomores, juniors, or seniors attending a four-year accredited college or university in the state of Iowa and maintain an overall GPA of at least 2.75 on a 4.0 scale. Preference will go to students majoring in business and/or an insurance related area of study. NOTE: This scholarship can also be used by a current Iowa Chapter member that is pursuing a four year degree.

Please use the applicable form provided in this ChapterGram. The forms are also available on our website at [www.cpcu-iowa.org](http://www.cpcu-iowa.org). Applications should be mailed to Casey Fett by Friday, March 14, 2008.

# Undergraduate Scholarship Application

Iowa Chapter of CPCU  
2008 Undergraduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition during recipient's sophomore, junior or senior year.  
Amount may be applied to spring, summer or fall tuition.

**Eligibility:**

- a. Iowa Chapter of CPCU members or one of their dependents; and,
  - b. Sophomores, Juniors or Seniors attending a four-year accredited college or university in the state of Iowa; and,
  - c. Maintaining an overall G.P.A. of at least 2.75 on a 4.0 scale.
- Preference will be given to students majoring in business and/or insurance related area of study.

Applicant Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_ Phone: \_\_\_\_\_

Permanent Mailing Address: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_ Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_ CPCU Member Name \_\_\_\_\_

Year in school: Sophomore / Junior / Senior

Major: \_\_\_\_\_

Minor: \_\_\_\_\_

Grade Point Average: \_\_\_\_\_ Anticipated Graduation Date: \_\_\_\_\_

Please complete and return this form and the following information by Friday, March 14, 2008:

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history and other information you believe is important for consideration.

2. A statement explaining your career goals and your thoughts about why you are deserving of consideration for this scholarship award. Also, if you are majoring in or have an emphasis in insurance, please explain your interest in that career path.

Please mail the completed application, résumé and statement to:

Casey Fett, CPCU  
Iowa Chapter of CPCU  
c/o Allied Insurance  
1100 Locust St. Dept 5502  
Des Moines, IA 50391-5502

# Graduate Scholarship Application

Iowa Chapter of CPCU  
2008 Graduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition at an accredited graduate college. Amount may be applied to spring, summer or fall tuition.

**Eligibility:**

- a. Iowa Chapter of CPCU members only and
- b. Attending an accredited graduate college or university.

\*\*Preference will be given to students majoring in business and/or insurance related area of study.

Applicant Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City/State/Zip Code: \_\_\_\_\_ Phone: \_\_\_\_\_

Email Address: \_\_\_\_\_ Graduate Program \_\_\_\_\_

Please complete and return this form and the following information by Friday, March 14, 2008:

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history and other information you believe is important for consideration.
2. A statement explaining your career goals and your thoughts about why you are deserving of consideration for this scholarship award. Please state why your graduate degree will help you on your path to your career goals.

Please mail the completed application, résumé and statement to:

Casey Fett, CPCU  
Iowa Chapter of CPCU  
c/o Allied Insurance  
1100 Locust St. Dept 5502  
Des Moines, IA 50391-5502



*Presents*

## **Personal Leadership & Organizational Excellence**

A Workshop Facilitated by: **James R. Jones**, CPCU, AIC, ARM, AIS  
Director, Katie School of Insurance at Illinois State University  
CPCU Regional Governor

Workshop participants will learn how to align their personal leadership brand with the corporate mission to create a high performance culture and to effectively handle key issues in the insurance environment.

### **Here's what you'll learn:**

- Key issues in facing the insurance environment
- Overview of how successful companies respond
- Exploring how personal leadership impacts your corporate environment and the bottom line
- Strategies for attracting, retaining, and developing talent

### **Who Should Attend?**

This interactive workshop is designed for insurance professionals in management, human resources, learning and development, and all others who would like to make a greater leadership contribution to the success of their company.

**Date: Wednesday, January 16, 2008**  
**Time: 8:30-noon (Doors open at 8:00)**  
**Location: Marriott Hotel**  
**1250 Jordan Creek Parkway**  
**West Des Moines**

**Seating at this complimentary workshop is limited! Please  
RVSP at [Excellance@GarrisonOrg.com](mailto:Excellance@GarrisonOrg.com) by January 5, 2008!**

## 2007-2008 CPCU Events

Thursday, January 17, 2008 11:30-1:00	Wakonda Club	Jami Haberl, Executive Director of Safeguard Iowa which is a public/private partnership developed to respond to disasters.
Thursday, February 21, 2008 7:30am	Des Moines Golf & Country Club	Speaker: Marsha Eagan, Past President of the National CPCU Society Topic: "You're Sitting in My Seat!"
Thursday, February 21, 2008 1:00pm	Farm Bureau	NLI Seminar Speaker: Marsha Eagan Topic: Building Communication Strategies
Tuesday, April 1, 2008	Farm Bureau	Technical Workshops
Thursday, April 17, 2008 11:30-1:00	Hotel Fort Des Moines	Speakers: Katie Roland, HR Specialist and Mekenze Bishop, Senior Recruiter Topic: Writing an Effective Resume in the ever changing world of on-line recruiting
Thursday, May 15, 2008 11:30-1:00	Blank Park Zoo	TBA
Thursday, June 5, 2008	Copper Creek Golf Course	Golf Outing

## CPCU Society Leadership Summit

### Calling all Leaders!

Excel in leadership performance at the 2008 CPCU Society's Leadership Summit, April 2-5, in Orlando, FL. Conduct Society business, learn to lead your chapter with great proficiency; and take advantage of *three full days* of leadership development opportunities. Enjoy a brand new flexible program that's designed to meet your personal leadership development needs. The Summit combines five major CPCU Society leadership events into one exciting program.

Plan to attend new and specialized chapter leader workshops, plus CPCU Society Center for Leadership courses designed for chapters and interest group leaders. Mark your calendar for this "not to be missed" leadership event. For more details, go to the Society's website at [www.cpcusociety.org](http://www.cpcusociety.org).

# Chapter Meeting

Date & Time	Thursday, January 17, 2008 11:30 a.m.
Location:	Wakonda Club
Speaker:	Jami Haberl, Executive Director
Topic:	Safeguard Iowa Partnership

## DESCRIPTION:

Jami Haberl will provide an overview of Safeguard Iowa Partnership which was launched on January 29, 2007 by the Iowa Business Council and Business Executives for National Security. Jami will review why the partnership was launched, outline the mission and objectives of the partnership, discuss the accomplishments and discuss how your organization can become involved.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by January 11, 2008 to:

CPCU-iowa@aml.org  
or Kelly Kipping

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: \$25 per person

To register by credit card go to our chapter's web site ([www.cpcu-iowa.org](http://www.cpcu-iowa.org)) and click on the link on the main page under News and Hot Topics.

For questions about the meeting, not concerning reservations, please call Jody Ochsner at 515-345-2456.