



Iowa ChapterGram

CPCU Society Iowa Chapter February 2010

www.cpcu-iowa.org

2009-2010 Officers

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Upcoming Events

Thursday, February 18	Best Western Airport	Bill Stowe, Des Moines City Public Works Director
Thursday, February 25	Farm Bureau West Des Moines	Leadership Workshops
Tuesday, March 23	Drake University	Ethics day
Tuesday, April 6	Farm Bureau West Des Moines	Leadership Workshops

White-outs, Blizzards, Drifting, Blowing, Tow Bans, Travel Advisories, Drifts and Ice! According to the National Weather Service, snowfall in Central Iowa in December and January is now second on the list of snowiest for the period. We are now at 41.4 inches! The record remains 50.2 inches in 1885-1886.

But as rough as it's been around here, we would be remiss not to remember the heartbreaking situation in Haiti. The CPCU Society Board of Directors voted unanimously on Jan. 19 to establish a Haiti Emergency Relief Fund. Member and chapter donations, by check only, will be gratefully received. The Society will match contributions up to \$25,000. All proceeds will be forwarded on your behalf to the Clinton/Bush Haiti Fund, which was recently established by the two former presidents.



At our February Chapter Meeting, we will be collecting donations for the Clinton Bush Haiti Fund. The Iowa Chapter of the CPCU Society encourages you to consider donating to this worthy cause.

We will hear from Des Moines Public Works Director Bill Stowe on February 18th at the Best Western Airport Inn. He and his team have done an exceptional job of keeping our streets clear and traffic moving during this trying winter.

Also, we have scheduled workshops at the Farm Bureau for this spring. The first is on February 25th when Rodney Flanders will present two workshops:

- Building Facilitative Skills for Leaders
- Building Highly Effective Teams

And in April, 2010 when Bryan Tilden will return to Iowa to present two sessions:

- Insurance Valuation Problems, closing gaps
- Pollution and Environmental Liability

Watch for details on Ethics Day at Drake University on March 23 and check the website often for updates at www.cpcu-iowa.org.

Please plan to join us for one or more of these Chapter Activities. As always, if you would like to meet and network with your professional peers, please contact me or any Board Member!

Barb Sullivan, CPCU, AIC

“Whether you think you can or think you can't, you are right.”

Henry Ford



The Iowa Insurance Hall of Fame was founded in 1997 to recognize individuals who have made outstanding contributions to the Iowa insurance industry. Since its beginning, IIHOF has inducted over 60 members (with 15 having their CPCU designations) representing PC and life companies, agencies, educators, attorneys and regulators. These are just some of the people who have helped Iowa grow into one of the leading insurance centers in the world.

IIHOF is now looking for nominees for consideration. Each of your companies/agencies has people that have made a significant impact on our industry and deserve to be nominated. Now is the time for you to make a nomination. Don't think it will be done by someone else.

Nomination information can be found at the IIHOF web site: www.iihof.org.

Additional information or assistance in the process is available by contacting: Jeff Jeffus, CPCU, at jeff.jeffus@stateauto.com or call 515.223.9438 x-2337.

100 Most Powerful People in the Insurance Industry

Insurance Broadcasting, in conjunction with the Insurance Media Association, has announced the 7th annual list of the "100 Most Powerful People In The Insurance Industry, North America" also referred to as "The Insurance Dream Team." Dr. Therese M. Vaughan, NAIC Chief Executive Officer is on the list. Dr. Vaughan was inducted into the Iowa Insurance Hall of Fame in 2003 and was presented the Burkhalter Award on November 12, 2009.

2010 Golf Outing

Forget about the cold and snow. It's time to start thinking about the CPCU Golf outing. This relaxed and fun outing will be held Friday June 11th at Copper Creek. Look in future newsletters for additional information. Any questions or comments please contact Brian Wright at 345-2686 or Brian.W.Wright@EMCIns.com.



Deb Cunningham, CPCU, CIC, AU

Occupation: Commercial Property Specialist/Staff Underwriter
-EMC Insurance Companies

Background: Graduated from Drake University with a degree in Psychology. I began my career in the industry as a high school intern with a local County Mutual. After college, I held agency positions beginning in 1989 as a personal lines customer service agent and later a commercial lines customer service agent before joining EMC as an assistant underwriter in 1999. From there I moved into a commercial underwriting position in 2000 and in 2007 transitioned to Home Office as a commercial property underwriter. I earned the CIC designation in 1994, AU designation in 2002 and the CPCU designation in 2007.



Off-the-Job Interests: Spending time with my husband Jeff, daughter Jordan, and son Jacob. I love to spend time with my children and acting as chaperone for their field trips. Baking occupies quite a bit of time, especially around the Holidays. Reading both fiction and non-fiction books is one of my favorite things to do. I also have a passion for learning and being able to pass that knowledge along to others.

2010 Scholarship News for Iowa Chapter Members

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

The scholarships will be available to graduate and undergraduate students. To be eligible, graduate applicants must be an Iowa Chapter of CPCU member and attend an accredited graduate college or university. For undergraduate applicants to be eligible, they 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 be given to students majoring in insurance or an insurance related area of study. NOTE: The undergraduate 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. Applications should be sent to Doug Nuehring by Friday, March 12, 2010.

Graduate Scholarship Application

Iowa Chapter of CPCU
2010 Graduate Scholarship Application

Scholarship Amount: \$1,500 toward tuition at an accredited graduate college or university. 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

Applicant Name: _____

Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Permanent Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Email Address: _____ Graduate Program: _____

Please complete and return this form and the following information by Friday, March 12, 2010:

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. Also, please list graduate level insurance courses you have taken or plan to take.

Please mail the completed application, résumé and statement to:

Doug Nuehring, CPCU
Iowa Chapter of CPCU
c/o EMC Insurance Companies
Box 712
Des Moines, IA 50306-0712

Alternatively, you can email the documents to "Doug.W.Nuehring@EMCIns.com".

Undergraduate Scholarship Application

Iowa Chapter of CPCU
2010 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 12, 2010:

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 and list the insurance courses that you have taken or plan to take.

Please mail the completed application, résumé and statement to:

Doug Nuehring, CPCU
Iowa Chapter of CPCU
c/o EMC Insurance Companies
Box 712
Des Moines, IA 50306-0712

Alternatively, you can email the documents to "Doug.W.Nuehring@EMCIns.com".

Attend CPCU Society Workshops in West Des Moines!

Presented by the CPCU Society and the Iowa Chapter

When: Thursday, Feb. 25, 2010

Where: Farm Bureau Insurance Company
5400 University Avenue
West Des Moines, IA 50266

Cost: CPCU Society members: \$99 for one workshop and \$149 for both workshops
Nonmembers: \$109 for one workshop and \$199 for both workshops

Building Facilitative Skills for Leaders

Registration: 7:30–8 a.m. Workshop: 8–11:30 a.m.

Meetings and discussions are a vital part of an organization's decision-making process. Too often, however, these interactions can be meaningless, lead to interpersonal conflict and equate to wasted time. In this workshop, you will learn facilitation skills that will enable you to increase the productivity of meetings, thereby leading to smarter group decisions. At the end of this workshop the participant will be able to:

- Get and keep attendees engaged from the start.
- Resolve problem attendee behavior.
- Learn techniques to stimulate and facilitate brainstorming sessions.
- Conduct meetings that produce results.

Building Highly Effective Teams

Registration: 12:30–1 p.m. Workshop: 1–4:30 p.m.

This high-level course is designed for the experienced insurance professional who wants to learn how to develop highly effective teams. Participants will learn and experience key skills and factors for team success. You will learn how to determine when a team is an effective solution to resolve a problem, its correct definition, and how it successfully works. During this highly interactive course, you will discover “the rule of six” — six hidden traps and the six crucial success factors that make a successful team.

Instructor for Both Sessions

Rodney M. Flanders, CPCU, ARM, CLU, CEBS, has more than 20 years of experience in the property-casualty insurance and is currently vice president for Wausau Agency. Flanders received his CPCU Designation in 1991 and holds a bachelor of arts degree from Central College. He also has completed executive education programs from the Kellogg School of Management and the School of Business from the University of Wisconsin-Madison.

Questions

Call the CPCU Society's Member Resource Center at (800) 932-CPCU, option 4.

2010 CPCU Events

Thursday, February 18, 2010 11:30-1:00	Best Western Airport	Speaker: Bill Stowe, Des Moines City Public Works Director
Thursday, February 25, 2010 7:30-4:30	Farm Bureau West Des Moines	Leadership Workshops
Tuesday, March 23, 2010	Drake University	Ethics day
Tuesday, April 6, 2010 8:00-4:30	Farm Bureau West Des Moines	Leadership Workshops
Thursday, April 15, 2010 11:30-1:00	Embassy Club	Dan Agnew, Retired CEO of Grinnell Mutual Reinsurance
Thursday, May 20, 2010 7:30-9:00am	Des Moines Golf & Country Club	Julie Rochman, CEO from IBHS (Institute for Business and Home Safety)
Friday, June 11, 2010	Copper Creek Golf Course in Pleasant Hill	2010 CPCU Golf Outing

Haiti Emergency Relief Fund

The January 12th earthquake that struck Haiti has caused immense destruction and loss of life. More than 150,000 victims have already been buried and at least 600,000 people are now homeless and struggling for their survival.

At our February 18th chapter meeting, we will be collecting donations for the Clinton Bush Haiti Fund. The CPCU Society Board of Directors has already agreed to match donations to this fund up to \$25,000. The Iowa Chapter of the CPCU Society encourages you to consider donating to this worthy cause.

Additional information about this fund is available online at www.clintonbushhaitifund.org. Checks should be made payable to Clinton Bush Haiti Fund. All donations are tax deductible.

The Iowa Chapter of the CPCU Society sincerely appreciates your consideration of this charitable opportunity!

Chapter Meeting

Date & Time	Thursday, February 18 2010, 11:30 a.m.
Location:	Best Western Airport
Speaker:	Bill Stowe, Des Moines City Public Works Director
Topic:	The City of Des Moines' experience in fighting the Flood of 2008 will be summarized as well as an overview of risk management and emergency response in protection of public infrastructure.

DESCRIPTION:

Bill Stowe has worked for the National Labor Relations Board (NLRB), Inland Steel Industries, Shell Oil, MidAmerican Energy, as well as the City of Des Moines. He holds a Bachelor of Arts from Grinnell College, a Master of Science in Engineering from the University of Wisconsin, a Master of Science in Industrial Relations from the University of Illinois, and his Juris Doctor from Loyola University Law School. He is a member of the American Arbitration Association Panel of Arbitrators, and a Past President and board member of the Iowa Chapter of the American Public Works Association. He also belongs to the American, State, and County Bar Associations and Phi Beta Kappa. In addition, he is a member of the American Society of Civil Engineers and the Construction Institute's Claims Avoidance and Resolution Committee.

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by February 12, 2010 to:

cpcu-iowa@associationinsight.com

Make checks payable to: Iowa Chapter – CPCU

Mail checks to: Iowa Chapter CPCU
c/o Association Insight
1255 SW Prairie Trail Parkway
Ankeny, IA 50015

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) and click on the link on the main page under News and Hot Topics.

For questions about the meeting, not concerning reservations, please call Russ Greenwood at 515-345-2075.