



# Iowa ChapterGram

CPCU Society Iowa Chapter

October 2010

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

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## Upcoming Events

Thursday, October 21	Glen Oaks Country Club	Speaker: Paul Kneuer Topic: A snapshot of today's reinsurance industry
Thursday, November 11	Des Moines Marriott	"I-Day" CEO Panel - Kim Austen, Steve Crawford & Bruce Kelley
Thursday, December 16	Holiday Inn & Suites at Jordan Creek	Speaker: Debbie Ladehoff Topic: "Generations at Work"
Thursday, January 20	Botanical Center	Speaker: Lonn Abeltins, Senior Fire Investigator

Although summer is coming to a close and the leaves will soon start to change, the activities of the Iowa Chapter of CPCU for 2010-2011 are just getting started. On September 2<sup>nd</sup>, we had a great turnout when we volunteered to assist Meals from the Heartland assemble and package meals for starving people around the world. We have another volunteer opportunity approaching that will help attain visibility for our chapter and promote a great cause. On October 23<sup>rd</sup> our chapter will form a team to participate in the Susan G Komen Race for the Cure. The 5K run/walk will start at the State Capitol Grounds, and our chapter will match donations up to \$1,000. Come out, join our team, and help us support this worthy cause.



We had a great meeting at the Wakonda Country Club on Thursday, September 16<sup>th</sup>. At the meeting, Kevin Seward received the 2009-2010 CPCU Excellence Award. Kevin has worked hard for our chapter for several years and now volunteers on a task force for the National Society of CPCU. Please join me in extending congratulations to Kevin. In addition, Ted Lussem gave an interesting history of our chapter, and Jody Ochsner gave a tremendous overview of the current chapter. Furthermore, we were privileged to have Mike Jagadich join us from Lincoln, Nebraska to present volunteer opportunities at the national level. If you are interested in volunteer service at the national level, please contact me, and I will get you additional information.

On September 25<sup>th</sup> - 29<sup>th</sup>, I had the honor of attending the CPCU Society's Annual Seminar held in Orlando. I was proud to accept our Circle of Excellence/Gold Level at the Circle of Excellence luncheon. In addition, while in Orlando, I was pleased to host a reception for our 26 new designees. I enjoyed mingling and conversing with them. We have a very diverse group of new members. If you see any of them, I encourage you to congratulate them on earning the CPCU designation and to welcome them to the chapter.

We will hold our next chapter meeting on October 21<sup>st</sup> at Glen Oaks Country Club. This will prove to be a great way to start your morning as this will be a breakfast meeting beginning at 7:30. Hope to see you there.

In addition, we are conducting 2 technical workshops on November 2<sup>nd</sup> at Farm Bureau led by Bryan Tilden. The morning session, entitled "2010 Commercial Auto Policy – What's New", will commence at 8:00 a.m. The afternoon session, entitled "2007 Commercial General Liability", will begin at 1:00. Please see our website for more information.

Have a great month, and I look forward to seeing you at one of our upcoming events.

*A man only learns in two ways, one by reading and the other by association with smarter people.*  
---Will Rogers ---

Russ Greenwood, President, Iowa Chapter of CPCU

## Meals from the Heartland

On Thursday, September 2nd, thirty-two members from the Iowa Chapter of the CPCU Society volunteered at Meals from the Heartland's packaging event.

Throughout the weekend packaging event, more than 12,000 volunteers packaged nearly 4.5 million meals for starving people in Haiti, South Africa, Jamaica, and the United States. In addition, nearly \$700,000 was donated to pay for the cost of the meals.

The scope and magnitude of this event makes it a one of the largest humanitarian events of its kind in the United States! The volunteers had a memorable and rewarding experience while helping to facilitate the organization's purpose of "**Feeding the World's Hungry**".



## Race for the Cure

The Iowa Chapter of the CPCU Society is inviting you to dust off your favorite pair of running shoes or walking shoes and join us in support of a wonderful cause. Our chapter has formed a team to participate in the 19<sup>th</sup> annual Komen Race for the Cure. This 5K run/walk event will start at the State Capitol Grounds on Saturday, October 23<sup>rd</sup>. Our team plans to have a fun time supporting this worthy cause! Registration for the event costs \$25 and includes a free t-shirt.

Here is the best news! Our Iowa CPCU Society Chapter has agreed to match all of the money donated to our team dollar per dollar up to a total matching donation of \$1,000.

The purpose of this event is best described by the Susan G. Komen Foundation as follows:

***Be Part of the Global Movement. Be Part of the Fight.***

***When you race, you are making a difference. You are an inspiration. And you are carrying on the promise of finding a cure. Whether you're celebrating survivorship or honoring those who have lost their breast cancer battle, you are raising the awareness and funds needed to fight this life threatening disease. Join the cause and let's win this race together.***

Here is the link to become a participating member of our team or to make a donation to a team member: [http://race.komendesmoines.org/site/TR/Race/General?team\\_id=2270&pg=team&fr\\_id=1030](http://race.komendesmoines.org/site/TR/Race/General?team_id=2270&pg=team&fr_id=1030)

If you have any questions about this event, please contact Jeff Wilson at [jeff.wilson@theimgroup.com](mailto:jeff.wilson@theimgroup.com).

The **Burkhalter Award** is designed to recognize individuals for outstanding contributions to their community and the property/casualty insurance industry in Iowa. This award will be presented at the annual I-Day seminar.

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 civic activities.

### **Nominees for this award will be evaluated based upon the following criteria**

- Promotion 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
- Leadership activities in the governmental arena

### **Goals of the BURKHALTER Award**

- Recognize outstanding service 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(along with supporting documentation) to:  
Iowa Chapter CPCU Burkhalter Award  
c/o Association Insight  
1255 SW Prairie Trail Parkway  
Ankeny, IA 50015
4. Nomination deadline is October 15th.

# 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 AND SUPPORTING DOCUMENTATION TO:  
Iowa Chapter CPCU Burkhalter Award  
c/o Association Insight  
1255 SW Prairie Trail Parkway  
Ankeny, IA 50015

Deadline for submission: October 15th

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

## Thanks to Our 2010 I-Day Sponsors

Ahrold Fay Rosenberg Insurance Strategies  
Arthur J. Gallagher Risk Management Service, Inc  
Asset Protection Agency  
Bearance Management Group  
Bituminous Insurance  
Brooks-Lussem-Clem Insurance  
Brown-McNerney-Johnson  
C Mac Chambers Agency  
CGA Insurance Services  
Chubb Group of Insurance Companies  
Concorde General Agency  
Continental Western Group  
The Dana Company  
Davis Insurance Agency, Inc  
Donaghy-Kempton Insurors  
Donahue Insurance Agency, Inc.  
EMC Insurance Companies  
EMC National Life Company  
EMC Risk Services, LLC  
EMC Underwriters, LLC  
Farmers Mutual Hail Insurance Company of Iowa  
FBL Financial Group  
First Western Insurance, Inc  
GAB Robins, North America, Inc  
Gateway Insurance Services, Inc., Ames  
General Casualty Companies  
General Reinsurance Corporation  
Grinnell Iowa CPCU Sub-Chapter  
Grinnell Mutual Reinsurance  
GuideOne Insurance  
Holmes Murphy and Associates  
The IMT Group  
Independent Insurance Agents of Des Moines  
Independent Insurance Agents of Iowa  
Indiana Insurance  
Insurance Association of Greater Des Moines  
Integrity Mutual Insurance Company  
Iowa Bankers Insurance and Services, Inc  
Iowa Communities Insurance Pool  
Iowa FAIR Plan  
Iowa Insurance Hall of Fame  
Iowa Mutual Insurance Company, De Witt  
Kelley Insurance Center – Drake University  
Krist Insurance Services  
LaMair-Mulock-Condon, Co  
Le Mars Insurance Company  
Marsh U. S. Consumer  
Merchants Bonding Company  
Middendorf Insurance Associates, Inc.  
Miller and Fidler Insurance Agency  
Montgomery St John Insurance  
Joe Morten & Son, Inc. dba Motor-Ways, Inc  
Nationwide Family of Companies in Central Iowa  
\*Allied Insurance  
\*Nationwide Agri-business  
\*Nationwide Insurance  
NCMIC Group  
North Central Iowa CPCU Sub-Chapter  
Old Republic Surety Company  
Partners Mutual Insurance Company  
Pharmacists Mutual Insurance Company, Algona  
Philadelphia Insurance Company  
Professional Solutions Insurance Services  
Progressive Insurance  
Rain and Hail, LLC  
Reynolds & Reynolds, Inc.  
SECURA Insurance  
Society Insurance  
State Auto Insurance Companies  
Truckers Insurance Associates, Inc  
United Fire and Casualty Company  
West Bend Mutual Insurance Company  
Willis and Moore, Inc



## Attend CPCU Society Workshops in West Des Moines!

The CPCU Society and the Iowa Chapter proudly present . . .

**Workshops are Filed for Continuing Education Credits!**

**2010 Commercial Auto Policy — *What's New?!***

and

**2007 Commercial General Liability**

### Presented by

R. Bryan Tilden, CIC, CPCU, CLU, ARM, ALCM, ChFC, SCLA

### When

Tuesday, Nov. 2, 2010

Registrations: 7:30–8 a.m. and 12:30–1 p.m.

Workshops: 8–11:35 a.m. and 1–4:35 p.m.

### Where

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

**For More Information:** <http://www.cpcusociety.org/page/164888/>

## 2010-2011 CPCU Events

Thursday, October 21, 2010 7:30-9:00am	Glenn Oaks Country Club	Speaker: Paul Kneuer Topic: A snapshot of today's reinsurance industry
Thursday, November 11, 2010 8:00am-2:00pm	Des Moines Marriott	"I-Day" CEO Panel—Kim Austen, Steve Crawford, and Bruce Kelley
Thursday, December 16, 2010 11:30-1:00	Holiday Inn & Suites at Jordan Creek	Speaker: Debbie Ladehoff Topic: "Generations at Work"
Thursday, January 20, 2011 11:30-1:00	Botanical Center	Speaker: Lonn Abeltins, Senior Fire Investigator
Thursday, February 17, 2011 11:30-1:00	Des Moines Club Grille Room	Speaker: Charlie Kingdollar, General Reinsurance Corporation
Thursday, March 24, 2011	TBA	Ethics day
Thursday, April 21, 2011 11:30-1:00	Des Moines Blank Zoo	Speaker: Adrian Lund, Insurance Institute for Highway Safety
Thursday, May 19, 2011 7:30-9:00am	Des Moines Golf & Country Club	Speaker: Jeff DeTurris, ISO (Insurance Service Organization)

## 2009 Tax Return Available for Inspection

The 2009 Federal Income Tax Return has been completed and filed with the Internal Revenue Service. Any member who wishes to inspect the tax return for the Iowa Chapter may contact Erin Osier at (515) 223-6998 or via e-mail at [EOsier@holmesmurphy.com](mailto:EOsier@holmesmurphy.com) and a copy will be provided for inspection.



# Chapter Meeting

Date & Time	Thursday, October 21, 2010, 7:30 a.m.
Location:	Glen Oaks Country Club
Speakers:	Paul Kneuer, Holborn Reinsurance Broker
Topic:	A snapshot of today's reinsurance industry

## DESCRIPTION:

Paul Kneuer is Holborn's Chief Reinsurance Strategist from New York. Paul will cover the following topics:

- Key recent events in reinsurance (Andrew through Katrina)
- Supply factors for reinsurance
- The U.S. recession and demand for insurance and reinsurance
- Outlook 2011 and 2012
- "Thank you, Iowa," or catastrophe funding for coastal exposures

To enable us to have an accurate count for food purposes, please mail or e-mail reservations by October 15, 2010 to:

[cpcu-iowa@associationinsight.com](mailto: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](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 Richard Keith at 515-327-2755.