



Iowa ChapterGram

CPCU Society Iowa Chapter

JANUARY 2000

www.cpcu-iowa.org

1999-2000

Officers

President:
Bruce Gunn Kelley
(515) 280-2950
bruce.g.kelley@emcins.com

Vice President:
Robert D. Conroy
(515) 267-5980
rconroy@guidemail.com

Secretary:
Judith A. Brannon
(515) 267-5346
jbrannon@guidemail.com

Treasurer:
JoAnn Olson
(515) 225-5931
jaolson@fbfs.com

Past President:
Gregory R. Mauk
(515) 225-5821
gmauk@fbfs.com

Directors

Douglas R. Pearson
(515) 457-5206
pearsod2@nationwide.com

Dennis Forsythe
(515) 226-6702
dforsythe@fbfs.com

Nancy D. Green
(515) 280-2850
nancy.d.green@emcins.com

Jeff Baker
(515) 237-0106
jeffb@lmcins.com

President's Message...

One New Year tradition is the making of resolutions. New Year's resolutions focus us on what is important. This year, I asked several members of our Chapter what their resolutions are concerning insurance education and our CPCU Society. I received several replies.

Jenifer Mercer-Klimowski: "Find a continuing legal education program that actually addresses the insurance industry."

Ted Lussem: "Teach ARM 56 for the Chapter and retake AIT 134."

Cerie Garton: "Try and live up to my duties and obligations on the board of directors and make the meetings."

Dean Zingg: "To get my CPD form in on time."

Bob Conroy: "Take an IIA course from the AIT series."

Pat Martin: "Pass AIT 134 and go on with the AIT program."



Bruce Gunn Kelley
President 1999 - 2000



Thanks to these Chapter members for revealing their resolutions. I hope that when you make your resolutions you remember our Chapter and insurance education. By the way, I resolve to attend the National meeting in San Antonio, Texas next October 22-24. Happy New Year!

Four new CPCU designees announced

Congratulations to four new CPCU designees who successfully completed their final CPCU exam in September. They are:

Timothy Butler

Guide One Insurance

Carolyn Goodwin

State Farm Insurance

Tressa Lea Lepley

Grinnell Mutual Group

Michelle J. Sinclair

Seabury & Smith

ARM 56— Essentials of Risk Financing course offered

The Kelley Insurance Center and the Iowa Chapter CPCU society are cosponsoring classes to prepare for the May 1, 2000 ARM 56—Essentials of Risk Financing exam starting January 18th, 2000 at the Reynolds & Reynolds Inc., 300 Walnut Street, Des Moines. For information on this class, contact Ted Lussem at (515) 243-4289.

CPCU'S In the News

Vickie Martin, CPCU, Director of Education at Continental Western Insurance, was named 1999 Rookie of the Year by IAGDM (Insurance Agents of Greater Des Moines).

Marilyn Paul, CPCU, AAM, CPIW of Mac Chambers Agency was named 1999 Insurance Professional of the Year.

Congratulations!

Live Satellite Broadcast—Hidden Liabilities From Mergers & Acquisitions

Effective due diligence before a merger or acquisition can lead to adjustments in negotiations—or can yield discoveries that become deal breakers. Liabilities assumed under prior purchase and sales agreements—as well as liabilities not properly transferred—can be hidden time bombs that must be recognized and treated.

Plan to attend the February 1, 2000 three-hour broadcast to discuss this important issue. The broadcast will be held at Farm Bureau Insurance from 12—3 p.m.

Cost is \$85 for CPCU Society Members, \$75 for CPD-Qualified Members, \$99 for Non-CPCU Society members of RIMS, IIAA, PIA, or IRMI, and \$109 for Nonmembers.

To register by phone, call 1-800-932-2728 from 7 a.m. to 5 p.m.

Attendees will earn 3 CPD credits and the Society will file for CLE credits upon request.

Our chapter has a site on the World Wide Web. Check it out at <http://www.cpcu-iowa.org>

Please see the site for a Chapter Officer, Director & Chairs list and other news and updates.

IMUA 2000 essay contest open

The Inland Marine Underwriters Association has announced its annual inland marine essay contest. First prize is \$1500 and a trip to IMUA's 2000 meeting. Second prize is \$500.

Contestants may choose to write essays on either of these subjects.

Logistics—how does the integrated approach to logistics impact the inland marine underwriter?

E-Commerce—explain how e-commerce has changed the way insurance covers commerce.

Submissions must be between 1,500 and 2,000 words, and must be received at the IMUA office by February 1, 2000.

Essays will be judged by a panel of inland marine professionals and representatives from the Insurance Institute of America and the College of Insurance. For further information call Gretchen Michelfeld of the IMUA at (212)233-7958.

Chapter Tax Return available for your review

A public inspection copy of our Society's tax return is available for anyone who would like to review it. Please contact Jo Ann Olson at 225-5931 for details.



Future Chapter Meetings

Please mark your calendars for the following meetings:

January 21	Loss Control—part 2	University Park Holiday Inn
February 17	TBD	Wakonda Club
March TBD	Drake/IIAA meeting	Drake University
April 27	Hall of Fame	Historical Museum
May TBD	Annual meeting & Golf	Willow Creek

January 2000 CPCU Chapter Meeting

Topic: Risk Management and Insurance Issues for the Senior Open-Part
2

Time: Friday, January 21, 2000 from 11:30 a.m. to 1:00 p.m.

Where: University Park Holiday Inn, West Des Moines

Cost: \$15.00 (includes lunch)

Our speaker is Robert Jester from Jester Insurance Services. He will review the risk management issues surrounding the U.S. Seniors Open that was held in West Des Moines in 1999.

If you attended the meeting last year on this topic you know that Mr. Jester is an entertaining and informative speaker. This is his report on what went right and what went wrong.

Note that the meeting location is at the University Park Holiday Inn in West Des Moines.

To enable us to have an accurate count for food purposes, please call, fax, or e-mail reservations by January 14, 2000 to: Jo Ann Olson FBL Financial Group
5400 University Avenue
West Des Moines IA 50266-5997
Phone: 225-5931
Fax: 226-6566
E-mail: jaolson@fbfs.com

Questions: Contact Bob Conroy (515) 280-2950

Make Checks Payable to: Iowa Chapter-CPCU