



**2001-2002
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CPCU Society Iowa Chapter
www.cpcu-iowa.org

February 2002

MESSAGE FROM THE PRESIDENT.....

Gone are the days when “the company” took care of an employee for life. Now, we are each responsible for our own career development. Thanks to **Jennie LeGates** for an excellent January program. Speaker **Billie Ruth Sucher’s** statement, “an up to date resume is like having a spare tire” is good common sense. **Deb Murray** of MidAmerica Search explained what employers are looking for these days, and Jennie talked about networking, including sharing her own story of obtaining her current position solely through networking with a fellow CPCU. A great program enjoyed by what was almost a standing room only crowd.

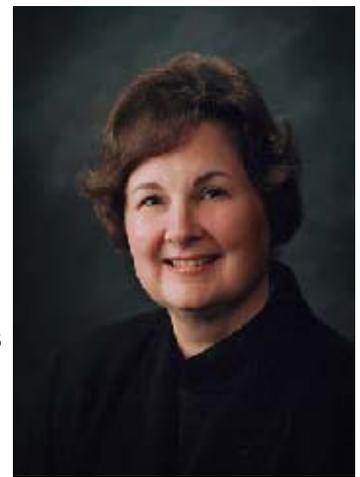
Speaking of taking care of our own career development – consider CPCU’s National Leadership Institute. What is it? It’s a Certificate program developed and offered by the

national CPCU Society, providing training in business skills for insurance people. One day classes are offered in conjunction with the Leadership Summit, being held this year in Las Vegas May 31-June 1. It’s also offered at the Annual Meeting and Seminars in Orlando in October.

Topics include:

- Developing Resilience in a Rapidly Changing World
- Effective Communication Skills
- Facilitative Leadership Skills
- Finance for Nonfinancial Managers
- Practical Techniques for Project Management

If any of these subjects meet your needs for personal development, consider attending. I would especially recommend Facilitative Leadership Skills, an excellent training session that consistently receives very high marks from par-



Judy Brannon

ticipants. Useful skills on the job and in the CPCU Chapter. When I took this workshop, I was so impressed, I applied to teach it – and now I’ve been trained and help lead these sessions. (So, yes, I’m a bit biased!)

Additional information on these workshops can be found on the CPCU Society website: www.cpcusociety.org

September 2001 Completers

Congratulations to the following CPCU Completers from September.

Janet Marie Corrigan Marsh USA Risk and Insurance Services

Janet Partridge State Farm Group

Wayne J Tetzlaff Continental Western Group

Jeff B Varisco Employers Mutual Companies

Martha A Wilson EMC Insurance Companies

Upcoming Meetings

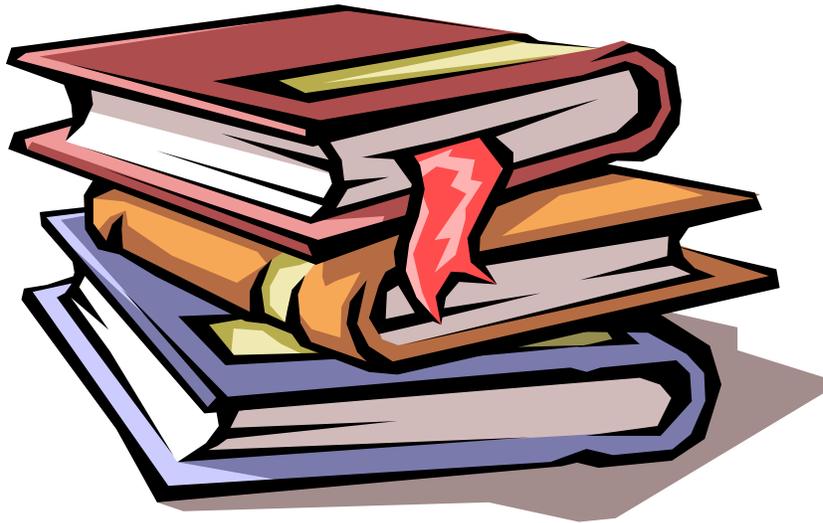
<u>Date</u>	<u>Location</u>	<u>Topic</u>
February 21, 2002	Hy-Vee Conference Center 5820 Westown Parkway West Des Moines	Speaker: Iowa Insurance Commissioner—Terri Vaughan
March 14, 2002	Olmsted Center Drake University	Ethics Seminar
April 18, 2002	Embassy Club 801 Grand, 40th Flr Des Moines	Leadership & Professional Skills
May 22, 2002	Willow Creek Golf Course	Golf Benefit for Farm Safety 4 Just Kids

Golf Outing

Be sure to mark your calendars for the golf outing, which is scheduled for May 22, 2002 at Willow Creek Golf Course. A shotgun start is planned for this year. So, in order to accomplish this, 100 golfers are needed.

Golf will begin in the afternoon and followed by an evening meal and installation of officers.

Plan now to attend!!



AIS 25 Study Group

There will be a study group for AIS 25—Delivering Insurance Services. The study group will begin on February 18, 2002. This will be a member participative study group where all members of the study group will be involved. The plans are to

meet on Mondays at Holmes, Murphy & Assoc., 3001 Westown Parkway, West Des Moines at 3:30. The sessions should be over by 4:30. If you have any questions, please contact Ted Lussem at 515-243-4289.

Be sure to check out the Iowa Chapter's website at <http://www.cpcu-iowa.org> for updates on the meetings, directors, officers, and chairs list, past ChapterGrams and other news.

Mark your calendars

CPCU Seminar

March 14 Parents Hall, Olmsted Center, Drake University

Registration/continental breakfast: 7:30 to 8:00

Morning sessions: 8:00 to 11:35

Lunch and lunch speaker: 11:45 to 1:30

Morning Sessions:

Kidnap & Ransom: Presented by our own fellow CPCU, Jarrett Wright of Chubb, and H. Wesley Odom Jr. from the Ackerman Group discussing Kidnap and Ransom coverages, how terrorism relates to K&R coverages, along with some actual experiences of the Ackerman Group in handling these situations.

Mergers & Acquisitions: If there's a Des Moines area company that hasn't bought, sold, or been bought or sold in the past 3 years, it's a rare one. Find out what the current situation looks like. How will 9-11 affect this area? Speaker is Francis "Skip" Hagerty of Philo Smith Capital Corporation

Trends in Proximate Cause: Michael Jones CPCU, partner with the law firm of Patterson, Lorentzen, Duffield, Timmons, Irish, Becker & Ordway, will address the importance of proximate cause to insurance issues – selling, underwriting, and adjusting – as well as recent decisions.

Lunch Speaker:

Making Ethics Count. Scott Avelino, Director, Integrity Management Services, KPMG, Washington DC, will present a reality check on corporate integrity, legal and marketplace trends, social accountability and challenges.

This seminar is co-sponsored by CPCU and the Kelley Insurance Center, Drake University.

Watch for a separate mailing from Drake with registration information.

Cost: \$50.00 seminar and lunch
\$25.00 lunch only

CE Credits applied for

Trendsetters

Again this month, Trendsetter focuses on an enthusiastic Drake CPCU instructor. Dean Zingg, CPCU, has been a CPCU instructor since 1984, claiming his first designation (AIC) at that time. His formal education includes a BA in Political Science/History from Washburn University (Topeka, KS), an MS degree in Training and Development, and an imminent Education Specialist degree in Adult Learning. Dean spent 17 ½ years in the Claims area at GuideOne prior to his work at Drake. He is currently writing licensing exams and approving continuation education courses on behalf of various states. He also served as Education Chairperson for the Iowa Chapter of CPCU for two years. (He did not want us to forget his three stepsons, one son, two daughters, five grandchildren, and numerous pets as part of his continuing education!)

Dean's emphasis on education in his own life illustrates his philosophy on being an insurance professional. "Never stop learning." "Age has no veto power over learning. (J. R. Kidd)" "Insurance is an honorable profession; we must do everything in our power to keep it that way." His advice is to always be on the lookout for evidence we are wavering from that premise. "We have a duty to encourage young people entering the industry" to get educated in the profession.

Zingg's observations about insurance in Des Moines are similar to Sam Water's views (Jan. 2002 ChapterGram). Both see a smaller number of people involved in the industry and a smaller number testing for their designations. Either or both of two reasons may be at the root of this: fewer

professionals are needed and/or fewer new employees in the industry see the necessity for education

As a corollary to the smaller numbers sitting for exams, Dean fears companies' concern with the bottom line is overshadowing our [CPCU] real purpose—our promise to "... seek continually to maintain and improve [our] professional knowledge, skills, and competence (Canon 2 of the Code of Professional Ethics)." The median age of CPCU students is now 35 and of mixed ages, including more older students than ever. "Opportunities do not exist in the same areas as existed 20 years ago. Career paths have had to change"; yet many entrants in insurance did not change their expectations or career goals, so are doing so at a point later in life.

Dean is hopeful that programs such as the one Drake offers will bridge the gap for young people as they look at future careers. Drake puts on a two-week summer program for teachers. The class is for three hours of graduate credit in insurance and is tuition-free as long as the teachers agree to pass along the information to their classes.

When asked how the Iowa Chapter of CPCU could or should grow, Dean wholeheartedly backed all of the community outreach programs currently underway. He encouraged using the Chapter as a conduit of information for the community, seeing only positive impacts resulting from the fundraising drives, the Fire Safety Program, and other educational opportunities, such as the scholarship programs.


State of Iowa
Executive Department

IN THE NAME AND BY THE AUTHORITY OF THE STATE OF IOWA
PROCLAMATION

- WHEREAS, THE STATE OF IOWA IS A RECOGNIZED LEADER IN THE UNITED STATES PROPERTY AND CASUALTY INSURANCE INDUSTRY; AND
- WHEREAS, IOWA'S PROPERTY AND CASUALTY INSURANCE COMPANIES, AGENTS, BROKERS AND EMPLOYEES PERFORM AN ESSENTIAL ROLE IN THE FINANCIAL SECURITY OF MILLIONS OF INDIVIDUALS, FAMILIES AND BUSINESSES IN IOWA AND THROUGHOUT THE WORLD; AND
- WHEREAS, THE CPCU (CHARTERED PROPERTY AND CASUALTY UNDERWRITERS) DESIGNATION IS RECOGNIZED AS THE STANDARD FOR EDUCATIONAL DEVELOPMENT AND ETHICAL CONDUCT OF PROPERTY AND CASUALTY INSURANCE PROFESSIONALS; AND
- WHEREAS, THE IOWA CHAPTER OF THE CPCU SOCIETY IS A KEY SUPPORTER AND PROMOTER OF IOWA'S PROPERTY AND CASUALTY INSURANCE INDUSTRY; AND
- WHEREAS, THE MEMBERS OF THE IOWA CHAPTER OF THE CPCU SOCIETY SUPPORT AND PARTICIPATE IN NUMEROUS VOLUNTEER SERVICES PROMOTING THE SAFETY AND WELLBEING OF IOWA CITIZENS; AND
- WHEREAS, JANUARY 25, 2002 IS THE 50TH ANNIVERSARY OF THE ESTABLISHMENT OF THE IOWA CHAPTER OF THE CPCU SOCIETY;

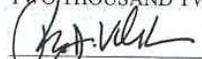
NOW, THEREFORE, I, THOMAS J. VILSACK, GOVERNOR OF THE STATE OF IOWA, DO HEREBY PROCLAIM JANUARY 25, 2002, AS

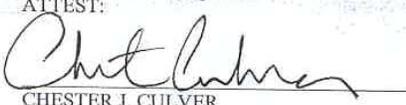
CPCU SOCIETY DAY

IN IOWA.



IN TESTIMONY WHEREOF, I HAVE HERETO SUBSCRIBED MY NAME AND CAUSED THE GREAT SEAL OF THE STATE OF IOWA TO BE AFFIXED. DONE AT DES MOINES THIS 7TH DAY OF JANUARY IN THE YEAR OF OUR LORD TWO THOUSAND TWO.


 THOMAS J. VILSACK
 GOVERNOR

ATTEST:

 CHESTER J. CULVER
 SECRETARY OF STATE

IOWA CHAPTER CPCU SOCIETY MEETING

Topic: Implications of September 11th for Insurance Markets

Date & Time: Thursday, February 21 11:30 a.m.

Location: Hy-Vee Conference Center, 5820 Westown Parkway, West Des Moines

Cost: \$15.00 per person

September 11th, 2001 was a historic and tragic event for America. The implications of this event on insurance markets could be profound. Insurance commissioner Terri Vaughan will share her thoughts on this important topic.

Questions to: Jo Ann Olson (515) 225-5931
Jaolson@fbfs.com

To enable us to have an accurate count for food purposes, **please call, fax, or e-mail reservations by** February 14th to:

Nancy Green
Phone: (515) 280 2850
Fax: (515) 237 2016
E-mail: nancy.d.green@emcins.com

Cancellations needed by February 14

Make checks payable to: Iowa Chapter – CPCU

Mail checks to: Nancy Green, CPCU
EMC Insurance, W4S
717 Mulberry
Des Moines, IA 50309

Name(s): _____

Company: _____ Total Enclosed: \$ _____
Cost: \$15 per person