



# Iowa ChapterGram

CPCU Society Iowa Chapter

May 2003

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

## 2002-2003 Officers

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Treasurer:  
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Jeffb@lmcins.com

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Jbrannon@guideone.com

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Kseward@fbfs.com

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Wsheeler@gmrc.com

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515-237-0160  
Dan.Crew@LMCIns.com

Barb Sullivan  
(515) 225-5445  
Bsullivan@fbfs.com

## MESSAGE FROM THE PRESIDENT. . . .

The CPCU year is coming to an end and the Iowa Chapter has had another successful year. We will be submitting our recognition program next month and based on our activities over the past year, it looks like we will once again qualify for the highest recognition level within the Circle of Excellence.



It takes many dedicated volunteers to commit their time, energy and ideas to make such a strong chapter. Over 25 chapter members served as officers, directors or committee chairs this past year. I want to extend my sincere thanks to all of these individuals for their commitment to making the Iowa Chapter one of the top CPCU chapters.

Congratulations to next year's officers:

**Dennis Forsythe**, President  
**Nancy Green**, Vice President  
**Jeff Baker**, Secretary  
**Wade Sheeler**, Treasurer

**Jody Ochsner**, Director (2 years)  
**Kevin Seward**, Director (2 years)

**Dan Crew** and **Barb Sullivan** will be continuing with the second year of their terms as directors.

These officers will be installed at our May 15<sup>th</sup> lunch meeting that will be held at EMC Insurance Companies. I've had the pleasure to work with all of these people on the CPCU board and I know they'll be great leaders for our chapter next year!

On May 15<sup>th</sup>, we will also recognize **LaMair-Mullock-Condon Co** with a presentation of a CPCU Excellence Award in recognition of their support of the CPCU designation and of the Iowa Chapter.

If you have been a participant in our annual golf outing the past couple of years, you probably remember the uncooperative May weather we've experienced. This year, the golf outing has been moved to June in hopes of better weather. The golf outing is scheduled for June 12<sup>th</sup> at the Legacy Golf Course in Norwalk. The course has all of the latest and greatest in golf technology and the proceeds from our golf outing continue to support *Farm Safety 4 Just Kids*. We're hoping for 100 golfers, so start putting your foursomes together!

Another important event during the month of May is the Iowa Insurance Hall of

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Fame Induction on May 22<sup>nd</sup>. There will be 4 inductees into the Hall of Fame this year and 2 of the inductees are CPCU members. Look for details regarding this event in this ChapterGram.

I've just completed my 7<sup>th</sup> year on the CPCU board and what a great experience it has been. I've had the pleasure to work with so many other insurance professionals. It has made my membership within the chapter so much more enjoyable through the many associations and acquaintances I've made over the years as a board member.

Hope you all have a great summer and I look forward to seeing you at our upcoming events!

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### Open Positions

The Iowa Chapter still has open positions available for those interested in becoming active in our Chapter. Some of the open positions are ChapterGram Editor, Golf Outing Coordinator, and Scholarship Committee Member. There may be other positions open as well. So, if you have an interest in becoming involved, please contact Dennis Forsythe at 515-226-6702 [dforsythe@fbfs.com](mailto:dforsythe@fbfs.com) or JoAnn Olson at 515-225-5931 [jaolson@fbfs.com](mailto:jaolson@fbfs.com) for complete details.

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### Future Meeting Dates, Location and Topic

|               |                                    |   |
|---------------|------------------------------------|---|
| May 15, 2003  | EMC Insurance Companies            | Installation of Officers<br>Guest Speaker:<br>Terri Vaughan |
| May 22, 2003  | Drake University<br>Olmsted Center | Iowa Insurance Hall<br>of Fame Induction                    |
| June 12, 2003 | Legacy Golf Club<br>Norwalk, IA    | Golf Outing   |

## Fire Safety Trailer

The West Des Moines and the Des Moines Fire Departments need your help the first two weeks of May. Both departments were excited about the CPCU involvement and were most appreciative of the offer, so everyone please open your calendars and pencil in one of the following dates:

### **DES MOINES FIRE DEPARTMENT**

On Saturday, May 10, the Fire Safety Trailer is scheduled for a neighborhood event at Hawkeye Elks Club located at 1401 Walker St., across the street (east) from East High School. The event is from 8 a.m. to 4 p.m., but we only need to schedule help from 10 - 4. This is an annual neighborhood gathering with food, exhibits, crafts, fire trucks, etc. so it should be a fun day for your family also. This event offers the opportunity to reach both children and parents. The schedule is for 2 hr. shifts. However, if you want to stay longer, let me know.

10 - 12; 12 - 2; and 2 - 4. Call me to sign up (280-2951) or e-mail me at [pam.j.heilskov@emcins.com](mailto:pam.j.heilskov@emcins.com).

### **WEST DES MOINES FIRE DEPARTMENT**

This schedule runs from May 5 to May 15, M - F, beginning at 9:00 a.m. each day, and involves the following schools:

Monday, May 5 - Westridge Elem.: 5500 E P True Pkwy (WDM)

Tuesday, May 6 - Crossroads Park Elem. : 1050 - 50th St. (WDM)

Wednesday, May 7 - Western Hills Elem.: 600 - 39th St. (WDM)

Thursday, May 8 - Jordan Creek Elem.: 4105 Fuller Rd. (WDM)

Friday, May 9 - Phenix Elem.: 415 - 7th St. (WDM)

[Sat. May 10 - Hawkeye Elks Club, Des Moines FD in Des Moines]

Monday, May 12 - Rex Mathis Elem.: 1401 Vine St. (WDM)

Tuesday, May 13 - Clegg Park Elem.: 1020 - 8th St. (WDM)

Wednesday, May 14 - Fairmeadows Elem.: 807 - 23rd St. (WDM)

Thursday, May 15 - Sacred Heart Elem.: 1601 Grand Ave. (WDM)

As you can see, there are no specific times scheduled yet. I will revise the schedule as soon as the WDMFD notifies me, then send an e-mail through the company representatives to each of you. The FD asks that you arrive 15 to 20 minutes prior to your shift for orientation.

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Call me to reserve your date and time (280-2951) or e-mail me at pam.j.heilskov@emcins.com. This is one way we can be of direct service to our community, helping to avoid unnecessary tragedies. It is also a good way to keep our industry visible in a very positive light. It would be a good time to wear that CPCU pin to promote your professional commitment.

I will try to call the school each morning to verify that you are needed. If the schedule changes, I will call your business number or e-mail you when possible. I included the phone number of the schools so that if the weather is bad, you can personally check with the school to be sure the Fire Safety Trailer will be there before you drive to the school.

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### **TRAILER RETIRES**

Another issue concerning the Fire Safety Trailer (or "Smoke House" as it is sometimes called) is that after May 2003, the current nine-year-old trailer is being retired until funds can be raised for a new one. The trailer is owned by Blank Children's Hospital according to Kathy Legget, Coordinator of Advocacy and Outreach. She said that budget cuts have kept them from hiring someone to schedule and manage the trailer, which travels the entire state. And, that both the trailer and/or the pickup break down on almost every trip!

Her group will spend the next year writing grant requests and taking contributions for purchasing a new trailer and pickup. New trailers are approximately \$37,000 and are fifth-wheel style, so the pickup needs to be equipped to pull a fifth wheel. The goal is to have the outfit ready to schedule by July 2004. That is over a year with no visits.

All contributions to the fund drive (corporate commitments are welcome) should be directed to Kathy Legget at 241-5963. NOTE: Since the Des Moines Fire Dept. traditionally schedules its school visits in the fall (October), there will be no Des Moines visits this year. May is your only opportunity to experience helping the children learn how to handle themselves in a fire emergency.

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## **Iowa Chapter of CPCU Scholarship Update**

We are pleased to announce that the scholarship committee has awarded the first \$1,500 scholarship to Douglas Cole. Doug's dad is Brian Cole, CPCU and owner of Brooks-Lussem Insurance. Doug is a sophomore at the University of Northern Iowa, majoring in Business Management. He plans to further his education by pursuing his master's degree and by obtaining the CPCU designation. Currently, his career plans are to enter the insurance business, following graduation, by joining Brooks-Lussem Insurance.

Selecting the recipient was not an easy task. All applicants are worthy and we are impressed by the credentials of all of the applicants. All are sophomores; all are involved in a variety of extracurricular and/or work activities; and all are maintaining grade point averages of 3.7 or more. Reviewing these applications really gives you hope for the future!

We believe this first year of offering a scholarship to our membership has been very successful and we will look forward to evaluating next year's applicants.  
Judy Brannon, JoAnn Olson and Dan Crew

**CPCU Excellence Award to  
LaMair-Mullock Condon (LMC)**

LMC was established in 1865 and is one of Iowa's oldest risk management, insurance, employee benefits and financial services firm. LMC is also a stockholder of Assurex Global. Assurex is an insurance brokerage, employee benefit and financial services firm. Assurex is the world's third largest broker and the largest, privately held brokerage firm.

In 1999, LMC was honored by the Better Business Bureau when they were chosen as the recipient of the BBB's "Integrity Award." In addition, Reagan & Associates, an independent insurance consulting & research firm, has listed LMC as one of the "top 30" brokers in the country for five consecutive years. Their research is part of a performance review and ongoing industry study entitled, "The Best Practices of the Leading Independent Insurance Agencies in the United States."

LMC's Mission Statement is: "To assist our clients in reaching their goals by providing a full range of insurance, risk management and related products and services of the highest quality." To this end, one of LMC's Core Values is: "We continually strive to improve our services. The personal and professional growth and development of our employees is encouraged and promoted."

LMC backs this up by paying for the books, exams and study materials employees use as they pursue the CPCU designation and other continuing education programs. When an employee attains the designation, they and their guest attend the CPCU Society's annual convention courtesy of LMC. Finally, LMC pays the annual Society dues for all employed CPCUs.

LMC has supported the Iowa Chapter of CPCU for many years. In fact, several past presidents have been from LMC:

Ben Condon, 1958-59  
Mike LaMair, 1965-66  
Carl Grant, 1974-75  
Gene Clay, 1980-81  
Jerry Cross, 1985-86  
Mark Keairnes, 1989-90  
Sharon Johnson, 1990-91  
Greg LaMair, 1995-96

Currently, LMC account executive, Jeff Baker, is advancing through the board positions and has nearly completed his term as treasurer. LMC employs 12 CPCUs and many employees hold other Institute designations.

**Iowa Insurance  
Hall of Fame**

This year two of the four new inductees are part of the Iowa Chapter of CPCU. Not only Terri Vaughan, CPCU, our Insurance Commissioner, but also Ben Condon, CPCU, who was the 7th president of the Iowa Chapter in 1958/59.

The new inductees and their affiliations are:

C. Ben Condon, Retired Chairman, LaMair-Mulock-Condon, Co.  
Robert E. Fulwider, Principal, Wuestenberg-Fulwider Agency  
West Liberty, IA

Robert N. Houser, Retired Chairman, Principal Financial Group  
Therese M. Vaughan, Iowa Insurance Commissioner, 1994 to present

The induction ceremony will be held on May 22, 2003 with a reception and dinner starting at 5:30 PM at the Olmsted Center at Drake University. The cost is \$25 and business dress is requested.

Reservations are due by May 16th and should go to:

Jackie Miller, Miller & Fidler Insurance Agency  
P O Box 65007, West Des Moines, IA 50265  
Phone (515) 223-6757, FAX (515) 223-5344  
Or e-mail: [manager@millerfidler.com](mailto:manager@millerfidler.com)

For additional information, contact Jeff Jeffus at (515) 471-3879

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**New Designee was First Recipient of the  
Theodore "Ted" Lussem Scholarship**

Della Roberts, who is a new designee, was the first recipient of the Theodore "Ted" Lussem Scholarship in 1999. The scholarship was awarded to a junior or senior insurance major who expressed an interest in entering the property/casualty industry after graduation. Della Roberts is currently employed by Holmes Murphy & Associates in Des Moines, Iowa. Congratulations goes to Della Roberts and all of the other new designees for their educational accomplishments.

## Iowa Chapter Members Go National

Wade Sheeler, CPCU, was appointed to a three year term on the Budget and Finance Committee of the CPCU Society by James R. Nau, President of the CPCU Society. This appointment was effective at the conclusion of the 2002 Annual Meeting of the CPCU Society which was held October 2002 in Orlando, Florida.

The Society Board of Governors voted unanimously to receive the recommendations of the Nominating Committee for the 2003-2004 Class of Governors. One of the names on the list was Iowa Chapter member Judy Brannon. Judy will be included on the election ballot that is sent to all Society members this summer. If Judy is elected as a Regional Governor, her Chapters will be Cedar Valley, Chicago, Chicago-Northwest Suburban, Chicago-West Suburban, and Iowa.

Congratulations to both Wade and Judy for their accomplishments. It's an honor to have them as members of our Chapter.

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## Golf Outing

This year's golf outing is scheduled for June 12, 2003, at Legacy Golf Course in Norwalk. The format will be a shotgun start beginning at 1:00. This year the carts will be equipped with a GPS so you will know the exact distance to the pin. In addition, the carts are equipped with on board scoring so everyone can keep track of the leader board during play and won't have to wait until that final moment at the clubhouse.

We will be looking for companies, agencies or other associated businesses to sponsor a hole for \$100. All donations will go to Farm Safety 4 Just Kids. This is the charity that the Iowa Chapter golf outing has sponsored for the last few years.

We need 100 golfers for this event. If you don't have a foursome, don't worry, we'll build one for you. Reservations and questions should be directed to Jeff Jeffus, [alton.jeffus@hawkeyesecurity-ins.com](mailto:alton.jeffus@hawkeyesecurity-ins.com) or 515-471-3879.

A special "mailing" will be going out next month for complete details along with a reservation form. However, it's not too early to start planning.

**IOWA CHAPTER CPCU SOCIETY MEETING –**

Topic: Current Events  
Speaker: Terri Vaughan, Iowa Insurance Commissioner  
Date & Time: Thursday, May 15, 2003, 11:30 a.m.  
Location: EMC Insurance Companies, Des Moines, Iowa  
Cost: \$18.00 per person

Iowa Insurance Commissioner, Terri Vaughan, will be the guest speaker at the May meeting. Terri's speech will focus on the current events in the insurance industry with a primary focus on the State of Iowa. In addition to Terri's presentation, Roger Hoefer, the Chapter's National Governor, will be present for the installation of officers.

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

To enable us to have an accurate count for food purposes, **please call, fax, or e-mail reservations by May 12, 2003** to:

Jeff Baker  
Phone: (515) 237-0106  
Fax: (515) 244-9535  
E-mail: CPCU@lmcins.com

Make checks payable to: Iowa Chapter – CPCU

Mail checks to: Jeff Baker, CPCU  
LaMair-Mulock Condon  
4200 University Ave. Ste. 200  
West Des Moines, IA 50266

Name(s): \_\_\_\_\_

Company: \_\_\_\_\_ Total Enclosed: \_\_\_\_\_  
Cost: \$18 per person