



# Iowa ChapterGram

CPCU Society Iowa Chapter

January 2005

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

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## MESSAGE FROM THE PRESIDENT . . .

Message from the President...



**Nancy Green**

Happy New Year! As we reflect upon the past year, we realize that the Iowa CPCU Chapter has had another successful year with interesting meetings and top-notch speakers. We are very grateful for the strong employer support in Iowa.

Make plans to renew your membership today if you have not already done so. Your CPCU membership provides many benefits including:

- Timely technical educational programs
- Chapter leadership opportunities
- Leadership training
- Networking opportunities
- Access to members-only resources on the national CPCU web site ([www.cpcusociety.org](http://www.cpcusociety.org))
- Staying informed with the eJournal, e-Link, and CPCU News
- Career management programs
- Increased visibility

Remember... an educated employee is a more valuable employee. Learn more about surety bonds from Mel Hrubetz January 20<sup>th</sup> at the Airport Holiday Inn. Thanks to our vice president Jeff Baker for making the speaker and lunch arrangements.

Also, two continuing education workshops will be presented February 24<sup>th</sup> by a nationally known speaker, R. Bryan Tilden, CPCU, CLU. "Tips, Tricks, and Traps of the CGL" will be presented in the morning, and the "Umbrella and Excess Liability" workshop will be presented in the afternoon. Thanks to Barb Sullivan for organizing these workshops at the Farm Bureau campus. Check our web site ([www.cpcu-iowa.org](http://www.cpcu-iowa.org)) for additional information and mark your calendar for February 24<sup>th</sup>!

Thanks to Carol Bowers for coordinating the chapter's participation again with Jolly Holiday Lights, the event which supports the Make-A-Wish Foundation for seriously ill children and their families. It was a very busy and successful evening, and our chapter efforts helped pay for more than three wishes for children suffering with life

threatening illnesses. We appreciate everyone's efforts.

I hope that each of you have made a New Year's resolution to get involved with our CPCU chapter... you will be astounded by the rewards. Best wishes for 2005!

**Food for Thought/Quote of the Day:**

"Never believe that a few caring people can't change the world. For, indeed, that's all who ever have." - - Margaret Mead

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## Jolly Holiday Lights

On December 11, 2004, volunteers from the Iowa Chapter volunteered at Jolly Holiday Lights. This light display run by the Make-A-Wish Foundation benefits seriously ill children. We handed out programs, collected fees, and turned off the light displays at the end of the evening.

Over 1600 vehicles entered Water Works Park for this event on the night we volunteered. We can take pride in knowing we helped make wishes come true for some children and their families.

Thank you to everyone who volunteered.

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## 2004 CPCU Meeting Dates, Locations, and Topics

Thursday, January 20, 2005	Airport Holiday Inn	Surety Bonds
Thursday, February 17, 2005	Wakonda	TBA
Thursday, February 24, 2005	Farm Bureau	CPCU Society Workshops

# CPCU Society Workshops

**When:** February 24, 2005

**Where:** Farm Bureau Financial Services  
5400 University Avenue  
West Des Moines, IA 50266  
(515) 225-2004

## Tips, Tricks & Traps of the CGL

Registration 8:00 a.m.  
Program 8:30 a.m. - 12:05 p.m.

### What's it About?

This workshop will discuss how the CGL Policy has evolved into the latest 2004 edition; and how the insurance and risk management professional can best utilize the latest policy and endorsements in the current liability environment.

### Who's it For?

This program is designed for all insurance professionals and other professionals who must protect the interests of their "customers," including agents, brokers, underwriters, adjusters, reinsurers, risk managers, and attorneys, and who have at least three years of experience.

### What You'll Learn

At the conclusion of this workshop, the attentive learner will be able to:

1. Understand how the CGL policy has evolved over the past 15 years.
2. Learn "TIPS" to better understand the coverages.
3. Identify "TRICKS" for using endorsements to structure the policy coverages.
4. Recognize and avoid the "TRAPS" of unexpected exclusion.
5. Recognize and understand changes in the new 2004 CGL Policy.
6. Recommend the coverages needed by your customers.

## Umbrella & Excess Liability

Registration 12:30 p.m.  
Program 1:00 p.m. - 4:35 p.m.

### What's it About?

This is a practical and useful program that will enable an insurance practitioner to determine the "best" umbrella or excess policy. Workshop attendees will analyze the major components of umbrella and excess policies; explore how to avoid major gaps in coverage; and learn how to layer a "mixed" excess program.

### Who's it For?

This program is designed for all insurance professionals and other professionals who must protect the interests of their "customers," including agents, brokers, underwriters, adjusters, reinsurers, risk managers, and attorneys; and who have at least three years of experience.

### What You'll Learn

At the conclusion of this workshop the attentive learner will be able to:

1. Identify the types of excess liability and to provide characteristics of each type.
2. Explore the excess gap that can be created when the primary includes defense within policy limits.
3. Explain major excess liability policy concepts, important policy provisions, and exclusions common to excess liability policies.
4. Understand how a "prior insurance" condition can act to **exclude** coverage.
5. Discover how non-concurrent aggregates can transfer the loss back to the insured.
6. Structure a layered program, including both occurrence and claims-made triggers.

# CPCU Society Workshops

## Speaker For Both Workshops

**R. Bryan Tilden, CPCU, CLU**, is a national lecturer and expert witness in the field of insurance. Prior to starting his own firm, Tilden and Associates, he was the director of technical affairs and director of education for IIANC.

Tilden has been active in insurance education as a grading panel member for the Insurance Institute of America and the American Institute for Chartered Property Casualty Underwriters. In 1988, IIANC presented him with the Ernest F. Young Education Award, and in 1989 Agent of the Year. Tilden has taught in schools for both the PIA and IIAA, been a speaker at RIMS and CPCU meetings, and has spoken at various conventions.

*The views and opinions of the speaker are his own and not necessarily shared by the officers, members, or staff of the CPCU Society.*

## Continuing Education Credits

These workshops have been filed for the following continuing education credits:

- Iowa (4)

Both workshops have been approved for three (3) CPD units by the AICPCU.

*These courses may be rejected and no credit given. Please call (800) 932-2728, ext. 2767 for updated CE Information.*

## CE Certificates

Registration fee includes one CE certificate per workshop. Additional certificates are available as follows:

\$4 each—CPCU member & CPD Qualified

\$8 each—CPCU member NOT CPD Qualified

\$12 each--Nonmember

## Registration information for EACH Workshop

Fees: for nonmembers	\$99 for one workshop \$189 for both workshops
for Farm Bureau employees	\$94 for one workshop \$179 for both workshops
for CPCU Society members	\$89 for one workshop \$169 for both workshops

**For More Program Information** contact John Kelly, CPCU, the Society's continuing education coordinating manager, at (610) 251-2773

**To Register** call the CPCU Society's Member Resource Center at (800) 932-2728, option 4.

**Registration Fee** includes one CE certificate per workshop, all handout material, and refreshments.

**Cancellations** if received 2 weeks prior to the program will be allowed and the registration fee less \$20 will be refunded.

**Tax Deductions** for educational expenses are permitted in accordance with current U.S. Treasury regulations.

**Group Rate Discount** of 15% is available to organizations registering three or more employees at the same time. The discount applies to each registrant.

## Registration Form

**Yes** - Please register me for the “*Tips, Tricks, and Traps of the CGL*” workshop on February 24, 2005 in West Des Moines, Iowa. (TTT022405)

**Yes** - Please register me for the “*Umbrella and Excess Liability*” workshop on February 24, 2005, in West Des Moines, Iowa. (UEL022405)

Name (Mr./Ms.)

Company

Street

City/State/Zip

Phone

Fax

Name on Badge

E-Mail

**Please pay registration fee in advance**

Fee includes one CE certificate per workshop, all handout material and refreshment breaks.

Check enclosed payable to: CPCU Society

Charge my credit card:

MasterCard  Visa

American Express  Diner's Club

Nonmember: \$99/\$189 \$ \_\_\_\_\_

Farm Bureau employees: \$94/\$179 \$ \_\_\_\_\_

CPCU Society member: \$89/\$169 \$ \_\_\_\_\_

Group Rate Discount: 15% \$ \_\_\_\_\_

CPD Qualified until 20 \_\_\_\_ less \$5 \$ \_\_\_\_\_

TOTAL \$ \_\_\_\_\_

ACCT NO.

EXPIRATION DATE

NAME AS IT APPEARS ON CARD

SIGNATURE (Required)

**Send registration to:**

CPCU Society, 720 Providence Road, Malvern, PA 19355-0709

**Phone:** (800) 932-CPCU, Option 4

**FAX:** (610) 251-2780

# Iowa Chapter CPCU Society Meeting

Date & Time	Thursday, January 20th, 2005 11:30 a.m. to 1:00 p.m.
Location:	Airport Holiday Inn 6111 Fleur Drive
Topic:	Surety Bonds—the Misunderstood Portion of the P/C Industry
Speaker:	Mel Hrubetz, CPCU, ARM, AFSB Vice President LaMair Mulock Condon Co.
Cost:	\$20.00 per person

Surety bonds are an often misunderstood portion of the P&C industry to those who have no direct contact. Mr. Hrubetz will give an overview of the surety industry and a good solid coverage of the basic surety bond principals.

Upon graduating from Drake University with a degree in business, Mr. Hrubetz started in the industry in 1959 with Insurance Company of North America. In 1978 he joined LaMair Mulock Condon Co. as an account executive, and eventually became a partner/stockholder. Mr. Hrubetz has been active in the National Association of Surety Bond Producers and has been regional vice president, director, membership committee chair and legislative committee chair.

Broaden your insurance horizons and enjoy a nice lunch and fellowship at our January meeting.

Questions to: Jeff Baker CPCU ARM 515-237-0106  
jeff.baker@lmcins.com

To enable us to have an accurate count for food purposes, please call, fax or e-mail reservations by Monday, Jan. 17th, 2005 to:

CPCU-iowa@aml.org  
or Kelly Kipping at 243-1558

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Make checks payable to: Iowa Chapter – CPCU

Mail checks to:

Iowa Chapter CPCU c/o  
Association Management Ltd.  
431 East Locust  
Suite 300  
Des Moines, Iowa 50309

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

Company: \_\_\_\_\_ Total Enclosed: \$ \_\_\_\_\_  
Cost: \$20 per person