



Iowa ChapterGram

CPCU Society Iowa Chapter

February 2005

www.cpcu-iowa.org

2004-2005 Officers

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MESSAGE FROM THE PRESIDENT . . .



Nancy Green

Don't get stuck in the winter doldrums! Invest in yourself and make those plans now to enhance your knowledge and skills. We often overlook the value of continuing education during the normal frenzy of our daily activities. However, leaders know that continuing education is critical for

success. So don't delay! Register today for two exceptional workshops February 24th with a nationally known expert, 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. These workshops, sponsored by the national CPCU Society and co-sponsored by our Iowa chapter, have been filed for continuing education credits. Thanks to Barb Sullivan for organizing these workshops at the Farm Bureau campus. Check our web site (www.cpcu-iowa.org) for additional information.

The regular monthly meeting on February 17th at the Wakonda Country Club will provide another opportunity to learn more about our insurance environment. Bob Skow, CEO of the Independent Insurance Agents of Iowa, will speak about current issues, including the Spitzer/contingent commission situation. Join us for lunch in a beautiful setting, network with other professionals, and expand your mind!

Thanks to our vice president Jeff Baker and our speaker Mel Hrubetz for an interesting presentation about surety bonds at our January meeting.

Did everyone notice the photo and article about the Grinnell subchapter's Fire Department donation in the latest national CPCU News publication? The Grinnell subchapter is comprised entirely of employees of Grinnell Mutual Reinsurance Company, and the subchapter raised funds for new radios for fire department personnel. It is great to receive national publicity for this worthwhile cause, and we appreciate everyone's efforts with the fundraising activities. The subchapter has had a busy year of activities; Tressa Lepley is president of the Grinnell subchapter this year.

Speaking of worthwhile causes, be sure to mark June 8th on your calendar for the next CPCU golf event at Legacy golf course in Norwalk. It should be a fun event, and proceeds will go to the Blank Children's Hospital Fire Safety House which is used for fire safety education. Contact Tom Podraza at 508-4475 or podrazt@nationwide.com for additional information about the June 8th golf event.

Let me know if you have comments, questions, or suggestions concerning our chapter. I look forward to seeing you at one of the upcoming meetings!

Food for Thought/Quote of the Day:

“And in the end it's not the years in your life that counts...
It's the life in your years.” -- Abraham Lincoln

2005 Scholarship News for Iowa Chapter

The Iowa Chapter of CPCU Scholarship Committee and Board of Directors have agreed that one of our \$1,500 scholarships will again be awarded to an Iowa Chapter member or one of their dependents. We believe this change has been well-received and, overall, very successful, and we will continue offering this opportunity for scholarship dollars to our members.

To be eligible, applicants must be sophomores or juniors attending a four-year accredited college or university in the state of Iowa and maintain an overall G.P.A. of at least 2.75 on a 4.0 scale. Preference will go to students majoring in business and/or an insurance related area of study. Remember, not just dependents are eligible. If a member of the Iowa Chapter is currently pursuing a four-year degree, he/she is encouraged to apply for the scholarship.

Please use the application form provided to submit the needed paperwork for consideration. This should be sent by Friday, March 18, 2005 to Pat Martin as shown on the form.

Insurance Hall of Fame Nominations

Do you know somebody who deserves consideration for the Iowa Insurance Hall of Fame? Look for a nomination form in this ChapterGram. Fill it out and send it to **Karey Meek-Anderson**. Deadline for nominations is March 15, 2005.

**2005 Iowa Chapter CPCU Golf Outing
Legacy Golf Course – Norwalk
June 8, 2005 - Wednesday
Noon Shotgun Start**



Mark your calendars and get your golfing buddies together for this great outing to raise money to support the Blank Children's Hospital - Fire Safety House.

Plans are being made to make this event even greater than last year. Here is your opportunity to show your support for a good cause and have a great time.

Company sponsorships are available for special events, holes, etc. Donations of company golf prizes are appreciated.

For more information, contact Tom Podraza at 515-508-4475 or podrazt@nationwide.com.

Note Concerning Monthly Meeting Registrations

Please be sure to include your name and company when you register for the monthly meetings. If you register through an e-mail to CPCU-iowa@aml.org, your name and company may not be apparent to AML. Therefore, by including your name and company when you register, you will help the process run smoother and help to avoid any potential confusion. Thank you.

2005 CPCU Meeting Dates, Locations, and Topics

Thursday, February 17, 2005	Wakonda	Bob Skow—Hot insurance Topics including Eliot Spitzer vs. Contingent Commissions
Thursday, February 24, 2005	Farm Bureau	CPCU Society Workshops
Thursday, March 10, 2005	Drake University	Ethics and more: Bioterrorism

Iowa Chapter of CPCU 2005 Scholarship Application

Scholarship Amount: **\$1,500** toward tuition during recipient's sophomore, junior or senior year. Amount may be applied to spring, summer or fall tuition.

Eligibility:

- a. Iowa Chapter of CPCU members or one of their dependents; and,
- b. Sophomores, Juniors or Seniors attending a four-year accredited college or university in the state of Iowa; and,
- c. Maintaining an overall G.P.A. of at least 2.75 on a 4.0 scale.

Preference will be given to students majoring in business and/or an insurance related area of study.

Applicant Name: _____

Mailing Address: _____

City/State/Zip Code: _____ Phone: _____

Year in school: Sophomore / Junior / Senior

Major: _____ Minor: _____

Grade Point Average: _____ Anticipated Graduation Date: _____

*Please complete and return this form and the following information by **Friday, March 18, 2005:***

1. A résumé that includes information regarding applicant's scholastic honors, extracurricular activities, employment history and other information you believe is important for consideration.
2. A statement explaining applicant's career goals and thoughts about why he/she is deserving of consideration for this scholarship award. Also, if majoring in or have an emphasis in insurance, please explain the interest in that career path.

Please mail the completed application, résumé and statement to:

Pat Martin, CPCU
Iowa Chapter of CPCU
EMC Insurance Companies
717 Mulberry St
Des Moines, IA 50309

You may direct questions to 515-237-2176 or Pat.A.Martin@EMCIns.com



Iowa Insurance Hall of Fame Nomination Form

Guidelines: To be eligible for consideration, nominees must have an Iowa connection, serve as a role model for young people as well as others in the insurance business, exhibit the highest standards of ethical conduct, and have significantly impacted the insurance industry.

Nominee Information:

Name: _____

Address: _____

Home Phone: _____ Office Phone: _____

E-mail: _____

Nominator Information:

Name: _____

Address: _____

Home Phone: _____ Office Phone: _____

E-mail: _____

Required documentation to be included with the nomination:

- Biographical Information
- Summary of contributions to the insurance industry and community
- Other documentation to support guideline considerations, including letters of recommendation

Please send all nomination materials to: **Karey Meek-Anderson, HIA, CSA**
Iowa Bankers Insurance & Services, Inc.
P.O. Box 6210
Johnston, Iowa 50131

Deadline: March 15, 2005

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, February 17th, 2005 11:30 a.m. to 1:00 p.m.
Location:	Wakonda Country Club 3915 Fleur Drive, Des Moines, Iowa
Topic:	Hot Insurance Topics including Eliot Spitzer vs. Contingent Commissions
Speaker:	Bob Skow, CPCU, CAE & CEO Iowa "Big I"
Cost:	\$20.00 per person

Bob Skow has been with the Big-I since 1990 and its CEO since 2002. He started his insurance career with EMC. In 1978 he acquired an agency in Guthrie Center and also became a member of the House of Representatives for the State of Iowa. Part of Bob's work with the agents association involves working with the legislature to support or oppose items of interest to members.

Bob is an energetic speaker who is in demand around the Midwest. Come on out for lunch and an update on current insurance issues.

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, Feb. 14th, 2005 to:

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

When using e-mail, please be sure to include name and company.

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