



Iowa ChapterGram

CPCU Society Iowa Chapter

January 2006

www.cpcu-iowa.org

2005-2006 Officers

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MESSAGE FROM THE PRESIDENT . . .



Jeff Baker

2006 promises to be a busy year for the Iowa CPCU Chapter, and we start off with our January lunch meeting at the Des Moines Botanical Center with a program on Jewelry appraisals from Josephs Jewelers. The meeting is Thursday

Jan 19th at 11:30. The following week we have two 1/2 day CPCU Society seminars in West Des Moines at Farm Bureau. The morning session topic will be "Insuring the E-Commerce Account" followed in the afternoon by "2004 Commercial General Liability" policy changes-including the changes that took place this year in 2005. If you have never been to a society sponsored seminar, we encourage you to attend.

We continue to encourage our membership to become involved in the success of your chapter, and the best way to do this is to attend the monthly meetings. We have been having a drawing from the names of all attendees at each meeting for some gift certificates to some great local restaurants, so come on out and get involved.

Thanks to all who made 2005 a success for the chapter, and special thanks to Ted Lussem who continues to guide us and keep us on track throughout the year. Ted has worked with the CPCU chapter for many years, and we hope he continues to for many years to come.

Happy new year and we will see you in 2006



2005 CPCU Meeting Dates, Locations, and Topics

Thursday, January 19, 2006	Des Moines Botanical Center	Jewelry Appraisals & Claims Settlement—Toby Joseph
Tuesday, January 24, 2006 am	Farm Bureau-(Technical Workshop)	Insuring the E-Commerce Account
Tuesday, January 24, 2006 pm	Farm Bureau-(Technical Workshop)	2004 CGL - Bryan Tilden
Thursday, February 16, 2006	Allied Insurance	Marketing Trends & Contingent Commissions, Jim Hagenbucher, VP Marketing, Allied
Thursday March 9, 2006	Drake University	Ethics
Wednesday, March 29, 2006	Farm Bureau-NLI Workshop	Strategic Thinking and Planning
Thursday, April 20, 2006	Blank Park Zoo	Pat Griffin, Dale Carnegie Training
Thursday, May 11, 2006	EMC Insurance	Iowa Workers' Compensation Marketplace—Bob Skow
Tuesday, May 16, 2006	Farm Bureau-NLI Workshop	Building Highly Effective Teams
Wednesday, June 7, 2006	Legacy Golf Course, Norwalk, IA	Golf Outing

Distinguished Graduate Award

Congratulations to Steven M. Kappenman, CPCU, AIC, ARP, ARe, AU for receiving the Distinguished Graduate award for the Associate in Commercial Underwriting designation. Steve is employed at Farm Bureau in West Des Moines.

Awards for Academic Excellence

Congratulations to Tom Smolen, CPCU, ARe for receiving the Award for Academic Excellence for the Associate in Reinsurance designation. Tom is employed at Nationwide in Des Moines.

Grinnell Subchapter Donation



The Grinnell Subchapter of the Iowa Chapter of CPCU recently undertook a fundraising project to assist their local fire department in raising funds for the purchase of new training software for the fire department personnel. The Grinnell Subchapter donated over \$900 for this worthwhile project.

Shown presenting the check to Dan Sicard of the Grinnell Fire Department are Pam Bryan, CPCU; Cindy Hanevy, CPCU; Jennie LeGates, CPCU; Eric Bru, CPCU; Marsha Dunsmoor, CPCU; John Gorman, CPCU; and Mike Groves.

The Grinnell Subchapter currently has 36 members and is composed entirely of employees of Grinnell Mutual Reinsurance Company of Grinnell, Iowa.

Iowa Chapter Supports Jolly Holiday Lights

The members of the Iowa Chapter once again supported the Make-A-Wish foundations' Jolly Holiday Light event at Waterworks Park. This is the third year that members have volunteered to help out with this event.

On the evening of December 11th, eight members of the Iowa Chapter spent the evening staffing the entrance gate. Thanks go to Steve Kuntz, Wade Sheeler, Steve & Susan McDonald, Stuart Walker, Kevin Flagg, Bill Hudash, Dave Long, and Carol Bowers. Special thanks go to Carol for organizing our Chapter's participation in the event.

CPCU Society Workshops

When: January 24, 2006

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

Insuring the E-Commerce Account

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

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 changes in the marketing of products to consumers and business.
2. Discuss the mechanics of operation of the e-commerce account.
3. Explore the exposures faced in the electronic commerce community.
4. Understand the importance of an effective risk management program.
5. Discuss the coverages available and deficiencies of the standard industry forms.
6. Introduce the new specialty forms available for the e-commerce account.

2004 Commercial General Liability

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

What's it About?

Get the lowdown on the new Commercial General Liability program. You will learn about changes that reflect the new mobile equipment definition; pollution, war, and electronic data exclusions that have been modified or added; new ISO policies, such as the Electronic Data Liability Coverage Form and Product Withdrawal Coverage Form; and the new additional insured endorsements and modified definition of "insured contract."

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. Scrutinize the impact of the revised definition of mobile equipment that considers mobile equipment subject to motor vehicle statutory requirements as autos.
2. Identify the need for the Electronic Data Liability Coverage Form.
3. Discover how the new Product Withdrawal coverage Form operates, along with the new endorsement that covers goodwill.
4. Review the new additional insured endorsements, and how the definition of insured contract can be changed.
5. Understand why the pollution exclusion has been revised.
6. Examine the new endorsements excluding exterior insulation and finish systems.

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

Each workshop has been filed for four (4) continuing education credits in Iowa

Each workshop has been approved for three (3) CPD units by the AICPCU.

These programs 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	\$89 for one workshop \$169 for both workshops
for CPCU Society members	\$79 for one workshop \$149 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 refreshment breaks.

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.

Registration Form

Yes - Please register me for the “*Insuring the E-Commerce Account*” workshop on January 24, 2006 in West Des Moines, Iowa. (ECA012406)

Yes - Please register me for the “*2004 CGL*” workshop on January 24, 2006, in West Des Moines, Iowa. (4CGL012406)

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: \$89/\$169 \$ _____

CPCU Society member: \$79/\$149 \$ _____

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:	Thursday, January 19, 2006 11:30 a.m.
Location:	Des Moines Botanical Center
Speaker:	Toby Joseph, Joseph's Jewelers
Topic:	Jewelry Appraisals—Before and After the Claim
Cost:	\$20.00 per person

Join us for lunch Thursday, January 19, 2006, at the Des Moines Botanical Center. Toby Joseph from Joseph's Jewelers will be our speaker. He will speak on jewelry appraisals.

***Reservation form also may be obtained at www.cpcu-iowa.org ("Hot Topics")**

To enable us to have an accurate count for food purposes, please call Kelly Kipping at 515-243-1558, fax to 515-243-2049 or e-mail reservations to CPCU-iowa@aml.org by January 13, 2006 - 4:00 p.m.

Make checks payable to: Iowa Chapter – CPCU

Mail checks and registrations 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