



IAGDM Newsletter

Insurance Association of Greater Des Moines, Inc.

VOLUME 33, ISSUE 6

DECEMBER 2011

"Dedicated to insurance education, loyalty to the industry and the professional development of its members."

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PRESIDENT'S MESSAGE



It's December - Let the holiday craziness begin! How many times have you vowed, "I am not going to get stressed out next year at the holidays?" Then Black Friday hits and you turn the calendar to December and without realizing it, the holiday stress is upon you. This year I'm making a conscience effort for it to be different and thought I'd share a few of the tips I've found about time management during the holidays.

I make my lists every year of what needs done before the big day and every year I end up scratching off a decorating idea, skipping a holiday cocktail with a friend and making a few less cookies because I simply run out of time. One tip I found expands on this. It states to make your listed detailed. Thus if you are baking cookies, make a to do item for deciding on which recipes to make and a to do item for shopping for the ingredients. When you make the holiday to do list, add a column and rate the item as "must do" or "would be nice." (And yes, holiday with the in-laws should be marked as a must do) Then add a third column noting the amount of time needed. This column can be a real eye opener! Once you have your list done, go to your calendar and mark your time off. This helps you see which "must do" items you have time for and which of the "would be nice" items will have to be cut.

Remember, you don't have to do everything yourself. That's right you Type A's out there, the suggestion is that you involve your spouse, children or co-hosts in the process and ask them to help with tasks. I was happy to see that my annual cookie bake with my girlfriends fits into this suggestion. This fits cooking baking and spending time with friends into one time frame rather than having to allot for two separate times. Another alternative is to outsource what you can afford to. Hire someone to clean your house. Or support your local bakery and buy your cookies and desserts. Some communities have fundraisers where you can buy plates of holiday cookies. This supports local charities and offers a great variety of cookies. (And you didn't even have to get out the mixer!)

Multiple articles I found suggest shopping online to avoid the nightmare the malls can be. I try to have all my shopping done by Thanksgiving for just this reason. I'll give them that online is more convenient and that the malls can be hectic. However, I still try to support the local business owner's if they have something that fits my gift list.

Hopefully you can find a way to incorporate a tip or two into your holiday time management. I wish you all an enjoyable holiday season.

In Fellowship –
Brenda Kluger



INSURANCE ASSOCIATION OF GREATER DES MOINES

Wednesday, December 7th, 2011



Nancy Williams, President
Maria Davis, Director of Advancement
AIB College of Business

Ms. Nancy Williams was elected president of AIB College of Business January 1, 1999. First employed with the college in May of 1982, she has held a variety of positions before being named president. During her time as president, she initiated the addition of online education, sought and received approval to offer Bachelor of Science degrees in addition to Associate of Applied Science. Under her leadership, the college has added competitive athletics and now competes in the NAIA. Ms. Williams holds an Associate's degree from AIB; a Bachelor's and Master's from Upper Iowa University. Ms. Williams is a member of the Rotary Club of Des Moines and of the Greater Des Moines Partnership and has been an active member of the South Des Moines Chamber of Commerce since 1987. In 2004, Ms. Williams was named South Des Moines Citizen of the Year by the group. She was recognized as a "40 Under 40" in 2000 by the Business Record.

Maria Davis, Director of Advancement, AIB College of Business. Maria has been with the College 2 years and her primary goal is to fundraise for scholarships for students to lessen the burden of college tuition. AIB is a non-profit, private college where you can receive your associate's or bachelor's degree, and its mission is "...to provide quality educational opportunities that prepare students to build careers in business." With the generosity of employees, faculty, alumni, businesses and friends of the college, AIB has given over \$3 million in scholarships in the 2010-2011 academic year

Topic: Insurance Program at AIB College of Business & Scholarship Program

Where: Wakonda Club
3915 Fleur Drive
Des Moines, IA 50321-2199

Price: \$15.00 Christmas Dinner

When: Networking at 5:00
Dinner at 5:30 followed by speakers

Please contact: Jennifer Murphy at 515-223-6900 wk, 515-720-0468 cell.
Jmurphy@HolmesMurphy.com for reservations before **Friday December 9th**.

**Please remember that if you are on the permanent list and you do not cancel your reservation, you will need to pay for your meal that the Association is obligated to pay in your absence.*

CALENDAR OF EVENTS

Future Programs:

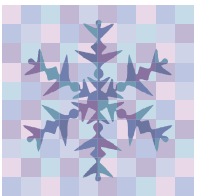
Meeting	Place	Program
January 11	EMC	Cindy Schnell, IA Insurance Division—Fraud Department
February 8	Big I	Jim Swift Industry Trends
March 14	LMC	IAGDM Membership Committee Designations and Benefits of Membership

Events Around the Region and Beyond:

June 6-9, 2012	NAIW International Convention Omni Dallas Hotel— Dallas TX
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December Dates to Remember:

- ◆ 7—National Pearl Harbor Remembrance Day
- ◆ 8—National Brownie Day
- ◆ 16—National Chocolate Covered Anything Day
- ◆ 19—Oatmeal Muffin Day
- ◆ 21—First Day of Winter
- ◆ 21—Hanukkah begins
- ◆ 25—Christmas
- ◆ 26—Kwanzaa Begins
- ◆ 27—Make Cut Out Snowflakes Day
- ◆ 31—New Year's Eve



DECEMBER BIRTHDAYS

Lisa Bielser

12/1



Committee Meetings

Board Meeting:

Jan 4, 2012 5 pm @ IIAI, 4000 Westown Pkwy, WDM

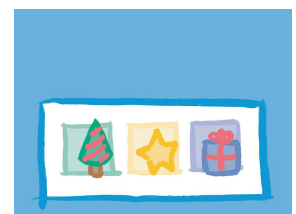
Finance Committee Meeting:

To be announced

Program Committee Meeting:

To be announced

Deadline for January
Newsletter Items: Dec 26
Sheri Snodgrass, Editor
e-mail:
sheri@snodgrasses.com



Kudos Korner

Kudos & Welcome to our newest member, JoLynda Hayes!

Kudos to Tanya Wentzel for being recognized during CPCU I-Day events as a new CPCU designee!

Kudos to IAGDM members for monetary donations used to purchase and those that donated hats, mittens and gloves at the October & November meetings. We donated almost 100 items to Madison Elementary School. (see article in this month's newsletter)

Kudos to the Membership Committee for organizing a Fun & Fellowship event – Great cause, Great shopping, Great company!

Kudos to Ted Lussem for receiving the Burkhalter Award at the 2011 CPCU I-Day! (See CPCU article in this month's newsletter)



Meet a Member ~ Marilyn Paul

Current Title/Position/ Duties/Employer

Membership Coordinator Independent Insurance Agents of Iowa
Work with the Professional Liability program (E & O) for our member agents. Also do some accounting, payroll and other various duties. I have been at IIAI since 2003.

How many years working in the in the Insurance Industry

I started working at Travelers Insurance company right out of high school. I had various jobs there which included rating, and assistant underwriting as well as a mail room clerk. I learned a lot working there. After I left there I went to the agency side and worked for a local agency for 20 years. I did a little bit of everything there, accounting, customer service and implemented our computer system. I also did software training for an Agency Management Vendor part-time. In 2003 I had the opportunity to join IIAI. Its been a great background to have worked at a company, agency and now an association. I attended college part time but did not finish my degree. I obtained my CPCU designation in 2009. I also have my AIM, AIT, and CPIW.

Family/Pets/Hometown

I was born in Cairo, Illinois and have lived in San Antonio, Texas, Little Rock, Arkansas and Des Moines, IA. I've lived here the longest but still think of myself as a "Southern Girl". I do not have any children but have 5 nephews and 1 niece that I try to spoil as much as I can. I have an older brother by 12 years and my oldest nephew Brad is 12 years younger than me.

Hobbies/Interests

I love live theatre, movies and music. I also love to read and could spend the day in a library or bookstore. I claim to be an exerciser but that wanes from time to time. I did walk the IMT ½ Marathon in 2008.

What movie have you seen most often?

When Harry Met Sally. I also like Pretty Women. Obviously romantic comedy. I'm also a big fan of Al Pacino.

What is one thing people do not know about you, that you don't mind sharing?

Some people may know this but I have held every office of IAGDM. Treasurer 87/88, Recording Secretary 88/89, Corresponding Secretary 89/90, Vice President 96/97, President Elect 97/98 and President 98/99. I've been ½ of a skit portraying Sonny & Cher about 4 times. I'm Sonny.

If you could have dinner with anyone, who would it be, and why?

I can't seem to narrow this down. If I look at people who are no longer living I would say Mother Teresa.

Ted Lussem Receives the 2011 Burkhalter Award

by Robert Conroy CPCU CIC on November 18, 2011



The **Burkhalter Award** is presented at I-Day to a person who has made significant contributions to the community and the Iowa insurance industry. The [Burkhalter Award](#) is designed to recognize individuals who have influenced the Iowa property and casualty insurance industry and their community through civic involvement. The 2011 recipient is [Theodore "Ted" Lussem](#), CPCU, AIM, AU, AAI, AIC, ALCM, APA, ARM, ARP, AIAF, AMIM, AAM, ARe, AIS, API, AFSB, ASLI.

Ted is known as Mr. [CPCU](#) in Iowa and beyond. He was president of the Iowa chapter in 1979-1980. Over the years he has organized and facilitated numerous programs from the [American Institute for Chartered](#)

[Property Casualty Underwriters](#) and is responsible for many insurance professionals' career success.

Ted was inducted into the [Iowa Insurance Hall of Fame](#) in 2000. At the 2009 CPCU Society Annual Meeting and Seminars in Denver Ted was presented with the prestigious "Celebrating CPCU Excellence" award for his outstanding contributions to the Iowa Chapter and the CPCU Society. Marvin Kelly, Past President of the CPCU Society, presented the award to Ted in Denver and called him the "Rock of Gibraltar of the Iowa Chapter." Marvin also thanked Ted for his devotion to the industry, noting that "over the decades, Ted has taught, mentored, and inspired countless insurance professionals in Des Moines."

IAGDM Members Donate Mittens, Gloves & Hats to Madison Elementary

Members of the Insurance Association of Greater Des Moines, Inc. (IAGDM) delivered a warm donation to Madison Elementary School on Tuesday, November 22, 2011. In the months of October and November members of the Association contributed hats, mittens/gloves and even donated money to buy more items for the donation. The final tally of the donation presented to the school was almost one hundred pairs of mittens, gloves and stocking hats.

Madison Elementary School is located on the east side of Des Moines. The school hosts a diverse student enrollment. The school has 350 students ranging from Kindergarten to 5th grade. Madison Elementary School colors are red & white and the school's mascot is the lion.

IAGDM is affiliated with NAIW dba International Association of Insurance Professionals (IAIP). This Association has membership from all lines of insurance and risk management. IAGDM promotes education, encourages professional development and offers networking opportunities amongst industry professionals. For information about joining IAGDM, visit www.iagdm.org or contact Sue Reichardt, Membership Chair at 515/345-2562 or sue.j.reichardt@emcins.com.



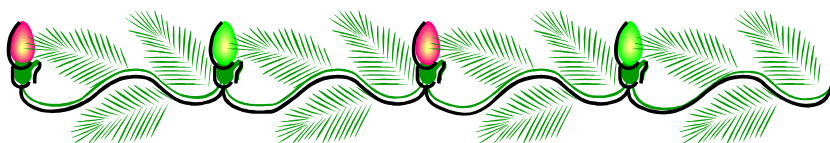
IAIP introduces the Insurance Buyer's Guide

IAIP has launched The Insurance Buyer's Guide on its website and is being marketed to members, partners, insurance industry professionals and end consumers. If you would like your company listed in the Insurance Blue Book, call IAIP's partner Directory Solutions at 1-888-777-6578 or click "[Create a Listing](#)" at the top of the directory. There is also an option to purchase an enhanced listing which includes: corporate logo, company description, website address, full contact information and placement in five searchable categories within the directory along with an "IAIP Supporter" seal and other marketing materials.

Ever consider serving as President?

**Watch for the
*"President in Training" Program***

~ ~ ~ New to IAGDM in 2012!! ~ ~ ~



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Share Information, Articles and Updates!





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THANK YOU!



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Thank you all so much for your continued support of IAGDM!!!!