



# IAGDM Newsletter

Insurance Association of Greater Des Moines, Inc.

VOLUME 32, ISSUE 9 B

FEBRUARY 2011

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

## PRESIDENT'S MESSAGE

***Coming together is a beginning,  
staying together is progress,  
working together is success.***

***Author Unknown***



As I write this, President Obama is giving his State of the Union address. Consider this my State of the Union address...

As I look back on the first half of my term, I see many successes. Thanks to all *for coming together, staying together and working together.*

Info will follow from the **Education Committee** re: the Scholarship Program and the NAIW course: Confidence While Communicating to be offered yet this year.

The **Finance Committee** continues to work on sponsorship letters so that we don't have to sell "stuff" but rather can focus on the objectives of our organization – networking, educational development, etc.

The **Nominating Committee** has begun the selection & interview process to recommend your 2011-12 slate of officers. Contact: Lisa Bielser if you have questions or have interest in serving.

Our **Public Relations Committee** just announced the IPTV telethon schedule & is working on the May meeting where we recognize NAIW Week, our educational accomplishments, award winners, Employers and Sponsors.

The **Website Committee** is considering updates – allowing us more flexibility to post without webmaster assistance.

As I look forward to the second half of my term I see numerous opportunities-  
*opportunities to come together, stay together and work together...*

*Continued on Page 4 ~~~*

## OFFICERS 2010 - 2011

**PRESIDENT**  
Desiree Meyer, CIC, CISR,  
AIS, CPIW

**PRESIDENT-ELECT**  
Robin Wagner, GBDS,  
CPIW

**VICE PRESIDENT**  
Sue Reichart, CIC, AU,  
CPCU, CPIW

**CORRESPONDING  
SECRETARY**  
Phyllis Edwards, AU, CIC,  
CISR, AIS

**RECORDING  
SECRETARY**  
Tonia Jones, CISR, CPIW

**TREASURER**  
Debra Conroy, CIC



Wednesday, February 9, 2011

David R. Van Ahn

## Health Reform

### David R. Van Ahn

**24** years experience in financial services industry working in two basic areas

Employee Benefit Programs  
Life & Disability Insurance Planning

Registered Representative of Princor Financial Services Corporation

Previously taught various high school business subjects and coached various sports (20 Years)

Graduate of Wartburg College. Graduate work at UNI, NE Missouri State and Drake. American College – Advanced insurance courses

Active Member: National Health Underwriters, Des Moines Life Underwriters, Greater Des Moines Leadership Institute, Variety Club of Iowa, Foundation Board Member for Child-Serve, National Federation of Independent Business(NFIB), National Association of Insurance and Financial Advisors (NAIFA)

Past Member: Board of Directors for Easter Seals Society of Iowa, Convalescent Home for Children, Very Special Arts of Iowa, Animal Rescue League, Board of Elders and Congregational President at Gloria Dei Lutheran Church.

**Where:** Okoboji Grill  
8481 Birchwood Court  
(near Wynsong Theatres off 86th Street)  
Johnston, IA 50131

**Price:** \$15.00

**When:** Networking at 5:00  
Dinner at 5:30

Please contact: Sue Reichardt at 345-2562 or email at [Sue.j.reichardt@emcins.com](mailto:Sue.j.reichardt@emcins.com) for reservations before Friday, February 4th.

*\*\*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
March 9	Nationwide	Insurance Commissioner Susan Voss
April 13	EMC	Special Investigative Trends David Sullivan, SIU
May 11	TBD	PR Committee
June 8	TBD	Installation of Officers
July 13	No Meeting	

## Events Around the Region and Beyond:

Feb 1, 2011	Insurance Day at the Iowa State Capital
April 7-10, 2011	Region V Conference Clock Tower Resort—Rockford IL ~ Registration Deadline—March 1, 2011 ~
April 14, 2011	IAGDM Professional Development Day Des Moines Public Library
June 5-8, 2011	NAIW International Conference Flamingo—Las Vegas NV



### FEBRUARY BIRTHDAYS

Susan Roberts 2 / 24  
Melissa Kaufman 2 / 25



### Committee Meetings

**Board Meeting:**  
TBA

**Finance Committee Meeting:**  
TBA

**Program Committee Meeting:**  
TBA

Deadline for March  
Newsletter Items:  
February 25  
Sheri Snodgrass, Editor  
e-mail:  
[sheri@snodgrasses.com](mailto:sheri@snodgrasses.com)



# Kudos Korner

Wanted—recognition of member activities and effort



*President's Message—continued from Page 1*

**February 9** –David Van Ahn – Health Reform - Okoboji Bar & Grill in Johnston

**March 9** – Membership Meeting with Insurance Commissioner Susan Voss - Nationwide  
Great time to invite a guest!  
Contact: Robin Wagner – Membership Chair for info

**April 7 – 10** – Region V Conference – Rockford, IL  
Registration Deadline: March 1, 2011  
Contact: Paula Dishman for info or to volunteer for committee work

**April 13** – David Sullivan, SIU - Special Investigative Trends – EMC

**April 14 – Professional Development Day – 1 to 4 PM – DSM Central Public Library**  
Contact: Brenda Kluger & Michele Sparks – Co Chairs to volunteer.  
Do you have suggestions for topics or speakers?  
Can you help with facilities set up? Or registration?  
HOW can you help?

**May 11** – Observance of NAIW Week – Location: TBD

**June 5-8** – NAIW International Conference – Flamingo in Las Vegas, NV

What do you think? How are we doing? Are we meeting your needs?  
Please let me know... I value your input.

***Coming together is a beginning,  
staying together is progress,  
working together is success.***

***Author Unknown***

Des Meyer, CIC, CISR, AIS, AINS, CPIW  
IAGDM President



## **The Iowa Insurance Hall of Fame**

### **NEEDS YOUR HELP!!!!**

**This year will mark the 15<sup>th</sup> year of inductions to this organization that recognizes those who have made a mark on the insurance industry, in Iowa.**

**The Iowa Insurance Hall of Fame was formed to celebrate the fact that Iowa's insurance operations have grown to become a leading force within the industry... impacting financial services around the globe. By noting the outstanding individual contributions, which both formed the backbone of our industry and preserve its integrity today, they hope to inspire a vision of unrivaled success for the next generation of insurance industry leaders.**

**HERE IS THE PROBLEM.... Without nominations those that you know should be included will never be inducted. Each year someone asks why a particular "pillar" of our industry was not inducted... and the answer is simple. THEY WERE NOT NOMINATED.**

**So here is where they need your help. Please go to their web site at [www.iihof.org](http://www.iihof.org) and click on "Nominating Form" for starters. In addition to being a "Cover Sheet" it lists all of the types of information needed for a nomination to be considered.**

**The deadline for submissions is April 1, 2011 and the annual induction event will be held on May 18, 2011 at Drake University's Olmsted Center. As a part of this year's induction program two more "Iowa Insurance Hall of Fame" scholarships will be presented.**

**If you have any questions or concerns, contact Nancy Thompson at 225-5610 or e-mail [nthompson@fbfs.com](mailto:nthompson@fbfs.com) OR Susan Roberts 225-5943 or e-mail at [sroberts@fbfs.com](mailto:sroberts@fbfs.com) .**

# Education Corner

From your **Education** Co-Chairs, Elaine Slate & Jennifer Murphy

In 1938, Elsie B. Mayer and C. Bertha Rachofsky joined with nine other Denver insurance women to form an organization for **educational purposes**. That organization became the National Association of Insurance Women.

On June 5, 1940 twenty-eight women engaged in selling and servicing Fire and Casualty Insurance in local agencies, and Iowa based offices or branches of companies, met to organize Des Moines Women's Insurance Association. The stated purpose of the organization was to promote closer acquaintanceship among the members and for **education** in technical points of Fire and Casualty lines. Once the Insurance Women of Des Moines, Inc. voted to affiliate with the National Association of Insurance Women, the membership changed to include women in all lines of insurance.

It all started with the need for **Education**. Today the benefits of belonging to NAIW have gone beyond what our founding members could have imagined! These benefits include:

Professional **Education** Programs                      Industry Contacts                      Publications  
Global Communication                      Professional Designations Exclusive to NAIW

NAIW (International) offers continuing **education** and professional development so members can gain technical knowledge, leadership skills and the confidence to successfully communicate and advance in the industry. Approved Continuing **Education** includes topics for all careers in insurance and risk management.

## Testimonial from a Seasoned Member:

When I first joined NAIW in 1989, it was primarily for the networking opportunities. I had recently moved from California to Iowa and did not know many people in our industry outside of my employer. I needed to make connections. Boy did I!

What I benefited from the most, however, was from the **education**, the professional development and the leadership development. At my first meeting, I was encouraged to get involved in serving on a committee and was immediately swept away in the planning for the Region V Conference held in Des Moines in 1990. From that first experience, I learned all about team work, how to lead a committee towards a common goal and how to keep the members interested by keeping them involved.

I also participated in the NAIW **education** programs. The one that helped my professional development the most was the CWC class. Back then we called it Communicate with Confidence but it has since been re-named to Confidence While Communicating. Learning to speak in public with confidence was a big step towards furthering my career. It gave me the courage to face challenges head on and to take risks I would not have taken in the past. NAIW has helped make me who I am today and I know I will continue to benefit from belonging.

## Testimonial from a Newer Member:

As a newly active member in the NAIW, I thought it was worth taking a look back at the reasons that I joined NAIW. I was facing a time in my life of great adversity and challenge, and I was looking for change. I wanted something more than a gaming league or a book club. I was searching for a direction to head with my life. What I found was a decidedly different group, somewhere that had professional goal orientated members, and mentors. From my first meeting, it was clear; this group had direction, motivation, and a strong focus on **education**. NAIW had exactly what I was looking for.

NAIW helped me to change, to evolve in to whom it was that I wanted to end up being. I will continue my commitment to NAIW as I am appreciative what this professional group has to offer. Networking opportunities, industry contacts, like minded companionship, and designations afforded to members only, these are all benefits I enjoy. When I look back over my career 25 years down the road, I know NAIW will have helped to shape both my friendships and my character. I am thankful for the Mentors and Members, past and present, who have led the way, given of themselves, and have shown me a positive direction to follow.

NAIW has something for everyone but the original focus of the organization is still the most powerful reason to belong, the **Educational** opportunities. In 2011 we will be offering more NAIW **educational** programs including Confidence While Communicating. Watch for announcements in e-mails & newsletters – don't miss out!!

## **Confidence While Communicating!!**

We have a number of members who have not taken NAIW's most popular program, Confidence While Communicating. We are going to be offering it this spring, beginning in early to mid-March.

Confidence While Communicating is NAIW's public speaking course, designed to develop and enhance the communication skills of the participants. It is considered the most prestigious development program. Graduates are eligible to participate in speak-off competitions. Students will be able to develop their stage presence, their thought organization, and their presentation methods. It will enhance their abilities in their chosen career and in NAIW.

It is time to "step-up" and "sign-up" for the class. The instructor will be Marilyn Paul with Elaine Slate as her able assistant. We are thinking about having the class either Mondays or Thursdays or a combination. The location will be either on the west side or downtown and may vary as well. Books will need to be purchased through the NAIW website. They cost \$20 + shipping. Jennifer Murphy will coordinate ordering the books all together to save shipping charges.



If you are interested in signing up, please let your Education Chairman know. Please let her know which day of the week you prefer or if either will work.

Contact Elaine Slate at Ph. (515) 223-6813 or e-mail: [eslate@holmesmurphy.com](mailto:eslate@holmesmurphy.com)



# IAGDM 2010 SPONSORS

## **SILVER LEVEL**

**JESTER INSURANCE SERVICES, INC.**

## **BRONZE LEVEL**

**EMC INSURANCE**

**IOWA CHAPTER OF CPCU**

**THE IMT GROUP**

**HOLMES MURPHY & ASSOCIATES**

**INDEPENDENT INSURANCE AGENTS OF DES MOINES**

**LAMAIR-MULOCK-CONDON CO.**

**GRINNELL MUTUAL REINSURANCE CO.**

**REYNOLDS & REYNOLDS INC.**

**ALLIED INSURANCE**

## **COPPER LEVEL**

**C. MAC CHAMBERS INSURANCE AGENCY, INC.**

**INDIANA INSURANCE**

**CGA INSURANCE SERVICES**

**INDEPENDENT INSURANCE AGENTS OF IOWA**

**ALLSTATE WORKPLACE DIVISION, CURT TAYLOR**

**CONTINENTAL WESTERN GROUP**

**THANK YOU!**



## **INSURANCE ASSOCIATION OF GREATER DES MOINES, INC.**

An Association of diversified insurance professional dedicated to the highest standards of performance and integrity. Our purpose is to promote insurance education, encourage professional development of our members, and provide a foundation for mutual support within the association and industry.

Presents their 3<sup>rd</sup> Annual

# ***PROFESSIONAL DEVELOPMENT DAY***

*An afternoon of 3 – 50 minute sessions*



# **SAVE THE DATE**

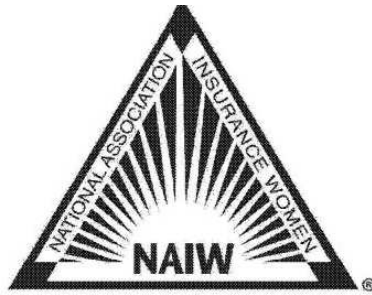
**Thursday April 14<sup>th</sup>, 2011**

**1:00pm to 4:00 pm**

**Des Moines Public Library - Downtown**

**Session Topics and Speakers to be Announced:**

*Registration Form will have complete list of topics/speakers*



*Insurance Professionals of Central Illinois  
Springfield, Illinois*

Never too early to start planning for Regional ~ April 7—10!!

Here's a peek at Friday's Education sessions ~~

**2011 Regional Conference – Education Agenda**

**Water Aerobics (*Tamra Forth – Farmers Insurance*)**

**Pool**

6:00 – 6:30

**Ethics – 3 CE Credits & DAE Renewal & Qualifier (*Cathy Kohlbauer*)**

**Room 1**

8:00 – 11:00

**Juggling Elephants (*Nora Stransky – Special Markets Insurance Consultants, Inc*)**

**Room 2**

8:00 – 8:45

**“Tax-Free Income: Roth IRA\$” - CPIW/M Qualifier (*Terri Stambaugh – Shelter*)**

**Room 2**

9:00 – 9:45

**“Generational Differences in the Workplace” (*Terry Feinberg – U of I Extension*)**

**Room 3**

9:00 – 9:45

**“E & O Hotspots” - CPIW/M Qualifier (*Gloria Thompson – American Agency Management*)** Room 2

10:00 – 10:45

**“Dram Shop & Social Liquor Liability” (*Jeff Pavlovich*)**

**Room 3**

10:00 – 12:00

**“Business as Unusual” (*Linda Luka – West Bend Mutual Insurance Company*)**

**Room 1**

11:15 – 12:00

**“Health Care Reform” (*R.W. Troxell*)**

**Room 2**

11:00 – 12:00

Please copy and paste this link to the Illinois website for the registration form: <http://ilcouncilofnaiw.org/Documents/2011%20Reg%20V%20Conference%20registration%20form%20Nov%2013.pdf>