



IAGDM Newsletter

Insurance Association of Greater Des Moines, Inc.

VOLUME 32, ISSUE 10

MARCH 2011

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

PRESIDENT'S MESSAGE

If you want to go fast – go alone...

If you want to go far – go together.

- Author Unknown



Let me just say, truer words were never spoken. I realized shortly after the Holidays that the roller coaster of my term was on the down hill slope and gaining speed at an alarming rate. So much to do – so little time!

I made a few calls; you answered and helped put on the brakes to make the ride safer and more manageable! Read on and you'll see what I mean.

Several members have volunteered to work the IPTV (Iowa Public Television) telethon on Saturday March 5, 2011. What a fabulous way to support our mission of education while being visible in the community.

Insurance Commissioner Susan Voss joins us at our March 9th meeting at Nationwide hosted by the Membership Committee. It's always a pleasure when Commissioner Voss joins us!

Regional Conference is April 7-10 in Rockford, IL. I am happy to report that approximately 40% of IAGDM members will be participating.

Our April 13th meeting at EMC Companies will be David Sullivan, CPCU speaking on Special Investigative Trends. Sounds interesting!

April 14th is our Third Annual Professional Development Day at the Des Moines Central Public Library. The committee has done a GREAT job securing excellent speakers in the Property/Casualty AND Life/Health disciplines. We truly do have something for everyone!

NAIW Week observance meeting will be held May 11th at the Holiday Inn Jordan Creek. Terri Deems, PhD will speak with us on "Jobgetting – It's an Inside Job!"

We continue to work toward offering a scholarship to an individual in Risk Management or Insurance and hope to have our recipient in attendance.

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OFFICERS 2010 - 2011

PRESIDENT
Desiree Meyer, CIC, CISR,
AIS, CPIW

PRESIDENT-ELECT
Robin Wagner, GBDS,
CPIW

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

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

TREASURER
Debra Conroy, CIC



Insurance Association of Greater Des Moines, Inc.

Wednesday, March 9, 2011

Susan Voss, Insurance Commissioner



Ms. Voss became Iowa Insurance Commissioner on January 1, 2005. She is a graduate of Simpson College in Indianola, Iowa with a J.D. from Gonzaga University in Spokane, Washington. Ms. Voss has held a number of different positions with state government including Assistant Attorney General for the Department of Transportation, Legal Counsel to the State Ombudsman, Counsel to the Iowa Legislature in the area of taxation and economic development, and Tax Policy Attorney for the Iowa Department of Revenue and Finance.

Since 1993, Voss has been with the Iowa Insurance Division. She was appointed 1st Deputy Commissioner for the Iowa Insurance Division of the Department of Commerce in 1999. She supervises legislation, administrative rules, health care related issues, and the administration and budget for the Division. She represents the Division before the Iowa General Assembly. In addition, she works with other state regulatory bodies in addressing healthcare-related issues. She is the liaison with many of the federal regulators in relation to the Gramm-Leach-Bliley Act.

Ms. Voss sits on various committees at the National Association of Insurance Commissioners.

Also attending that evening will be representatives from our Iowa Council as well as the local association to speak about membership benefits.

Where: Nationwide Insurance Company
1100 Locust—Des Moines, IA

Price: \$15.00 Pasta Buffet

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

Please contact: Sue Reichardt at 345-2562 or
Sue.j.reichardt@emcins.com for reservations before **Friday, March 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.*

*NETWORKING ~ SOCIAL ~ INFORMATIVE SPEAKERS ~ DELICIOUS MEAL
See you there!!*

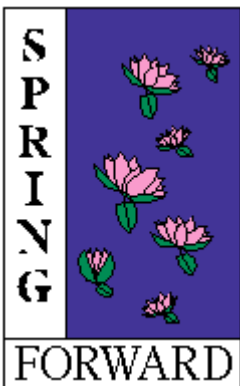
CALENDAR OF EVENTS

Future Programs:

Meeting	Place	Program
April 13	EMC	Special Investigative Trends David Sullivan, SIU
May 11	Holiday Inn - Jordan Creek	Jobgetting-It's an Inside Job! Terri Deems, PhD
June 15 (new date)	Okoboji Grill, Johnston IA	Installation of Officers
July 13	No Meeting	Happy Summer!

Events Around the Region and Beyond:

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



March Dates To Remember:

- 4—Employee Appreciation Day
- 8—International Women's Day
- 9—Ash Wednesday
- 13—Daylight Savings Time Begins
- 15—Ides of March
- 17—St. Patrick's Day
- 19—National Quilting Day
- 20—First Day of Spring
- 30— Take a Walk in the Park Day

Hard to believe it's time again —March 13 at 2 am is the beginning of Daylight Savings Time!



MARCH BIRTHDAYS

Paula Dishman 3/21
Robin Wagner 3/28



Committee Meetings

Board Meeting:
TBA

Finance Committee Meeting:
TBA

Program Committee Meeting:
TBA

Deadline for April
Newsletter Items:
March 25

Sheri Snodgrass, Editor
e-mail:
sheri@snodgrasses.com



President's Message—continued from Page 1

Iowa Insurance Hall of Fame will be held in May again this year. Susan Roberts & Nancy Thompson will advise about the details as soon as they are available.

My term closes with June 15th Installation of Officers at Okoboji Bar & Grill in Johnston. NOTE the date change due to International Conference in Vegas June 5 through June 8.

***If you want to go fast – go alone...
If you want to go far – go together.
- Author Unknown***

So many of you are doing so much for our organization – helping us to go farther.
My sincere gratitude!

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



Kudos Korner

wanted—we know our members do great work for the association
and the community — catch a member doing something
outstanding and share





CSI... Crime Scene Investigation

Just like on television, forensic meteorologists can help expose phony weather related claims. All the crooks are not locked up.

In an article in the *National Underwriter* Property and Casualty edition, B. Steven Roberts, president of Veritas Weather, explains some of the ways to identify fraud. “Veritas” is a forensic weather company based in Hilton Head, SC.

Lightning: Meteorologists can verify the exact position of cloud to ground lightning strikes to determine, for example, whether a thunderbolt could have hit and destroyed a heat pump.

Hail: Forensics can check whether there were ice pellets on a particular date, where they fell and whether they were large enough to cause windshield damage at a car dealership

Wind: When a tree falls and damages a house, forensics can determine whether high winds were the cause – as opposed to the tree toppling because it was dead and rotted.

Temperature: After pipes in a house burst, forensics can determine if the cause was due to below-freezing temperatures or faulty plumbing.

Auto Claims: Forensics meteorologists can determine what the exact weather conditions were after a claim in an auto accident involving ice, snow, rain or wind.

Sun Glare: When motorists say that they were blinded by glare before an accident, forensics can verify the exact position of the sun in the sky and determine if the sun was obstructed by a cloud cover or other conditions, as well as the weather-related visibility for the accident location.

It may become easier for crooks to work at a “real job” rather than engage in fraud involving weather related situations.

....Ted

Insurance Day on the Hill 2011 – Supporting Those Who Support Us

With the purpose of educating legislators on the mission and importance of the insurance industry in Iowa, the 2011 Insurance Day on the Hill event took place on Tuesday, February 1st at the Iowa State Capital. This year's theme, Supporting Those Who Support Us, focused on how all 99 Iowa counties benefit by employing insurance professionals. The theme reinforced that these insurance professionals not only live and work within all counties, but they also are involved in their communities. The 2011 Event Planner, Melodee Pomerantz stated, "The people that work in our industry volunteer their time, support charities and participate in local activities and events that contribute to the betterment of their communities on a statewide basis . . ."

Agents and carriers from across the state were represented, setting up exhibitor tables in the Capital building, and meeting with legislators to share our thoughts as an industry about recent legislation. The event drew a variety of different insurance professionals, from independent agents and marketing representatives to presidents and CEO's of area insurance companies. Weather was a factor in this year's turnout though, reducing the overall number of insurance professionals that were able to attend the event. Despite blizzard warnings though, Iowa Governor Terry E. Brandstad, along with Lieutenant Governor Kim Reynolds, made time to visit the exhibit area and to visit with various insurance professionals.

Six associations help to sponsor this annual event including the Federation of Iowa Insurers, Iowa Insurance Institute, Independent Insurance Agents of Iowa, National Association of Insurance and Financial Advisors -Iowa, Iowa Association of Health Underwriters and Mutual Insurance Association of Iowa. The date for the 2012 event has not been published, but you can contact any one of these six organizations for more information in the future.

For those who have not attended in the past, take time in 2012 to join your peers at the State Capital to help support the insurance industry in Iowa. You'll find your time well spent!

~ Tanya Wentzel

IPTV Volunteer Event Reminder—

Saturday, March 5th from 9:30—2:00 pm some of our very own members will be manning phones for their fund drive!

If you're not answering phones—tune in on Channel 11 and see our folks—and think about making a pledge and make them do some work !

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.

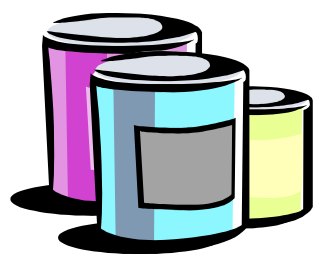
Confidence While Communicating is NAIW's public speaking course, designed to develop and enhance the communication skills of the participants. It is considered the most prestigious development program. Graduates are eligible to participate in speak-off competitions. Students will be able to develop their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



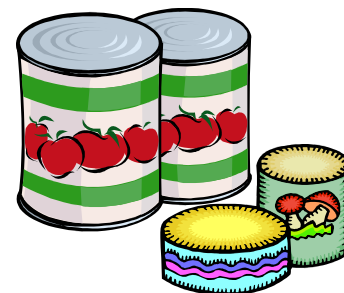
If you are interested in signing up, please let your Education Chairman know. Please let her know which day of the week you prefer or if either will work.

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



Public Relations Committee has identified a worthy cause for community outreach. St. Benedict's Mission, 1224 Martin Luther King Parkway, Des Moines IA provides assistance to families with the basic necessities of life through a Food Pantry, Utility and Rent Assistance. The Mission has no paid staff members and rent free space is provided by St. John's Basilica. As a Food Bank agency, 3,000 to 4,000 pounds of food and personal care items are obtained at a nominal cost for distribution to over 600 people each month.

IAGDM will be collecting canned goods at the March meeting—let's all bring something .





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.

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INDIANA INSURANCE

CGA INSURANCE SERVICES

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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 3rd Annual

PROFESSIONAL DEVELOPMENT DAY

An afternoon of 3 – 50 minute sessions



SAVE THE DATE

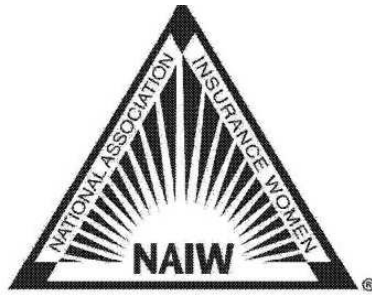
Thursday April 14th, 2011

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>