



IAGDM Newsletter

Insurance Association of Greater Des Moines, Inc.

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MAY 2009

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

PRESIDENT'S MESSAGE



I hope that this month's newsletter finds you doing well and enjoying these beautiful days of spring.....and some of the "soggy" days of spring!

We have just recently held our first Professional Development Day and it was a true success. We had 30+ attendees with more

non-members than members attending. Hopefully helping to get exposure of IAGDM in the insurance industry around the Metro. Those of us in attendance enjoyed 6 sessions. I heard nothing but positive responses and feedback from this event. Several people were saying that they can't wait to attend again next year!

I would like to take a minute and send out a huge THANK YOU to everyone who was a part of making this event a true success!!

We will be spending the month of May recognizing our association with the celebration of NAIW week at our May meeting. I know that the Public Relations Committee has been

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OFFICERS 2008 - 2009



PRESIDENT
Michele M. Sparks,
CIC, AU, AIS, CPIW,
DAE

PRESIDENT-ELECT
Desiree Meyer, CIC, CISR,
AIS

VICE PRESIDENT
Angelique Damstrom, AIS

**CORRESPONDING
SECRETARY**
Sue Reichart, CPCU, AU,
CPIW



**RECORDING
SECRETARY**
Micki Ashby, AU



Congratulations
2090—2010 Slate of Officers

President	Michele Sparks
President-Elect	Des Meyer
Vice President	Robin Wagner
Corresponding Secretary	Micki Ashby
Recording Secretary	Sue Reichardt
Treasurer	Debra Conroy

Michele M Sparks, CIC, AU, AIS, CPIW, DAE

2009-10 President Candidate

I am currently a Property/Casualty Senior Marketing Account Manager for LaMair-Mullock-Condon Insurance Agency in West Des Moines, Iowa. I handle the marketing of renewal and new business prospects. I have been with LMC for over 7 years. I have had past employment experience on the Agency and Company side, all in the property/casualty area. I have earned several industry designations and am currently working toward the CRM (Certified Risk Management). Hoping to complete in 2009.

I have been a member of NAIW since 1995. The last 12 years with IAGDM in Des Moines. I have held many committee positions, as well as Vice President/Program Chair during the 2006-07 term, and President Elect 2007-08, and Past President 2008-09. I have held my CPIW designation since November 1999, and received my DAE in 2007. I have participated in many of the NAIW sponsored programs including CWC and the Mentors & Protégés. I have also presented several NAIW programs, with other members, including the Commercial Umbrella program and the 5 Steps of Risk management program.

I am married and live in Norwalk with my husband Steve. I am also involved in a local quilt guild, a Girl Scout leader for my niece, and am a Independent Consultant for Longaberger (baskets/pottery/wrought iron).

Desiree K Meyer, CIC, CISR, AIS

President-Elect Candidate

I have been employed as a Commercial Account Manager at Reynolds & Reynolds, Inc – Des Moines, IA from 2006 to present, with three years prior agency experience at LaMair-Mulock- Condon Co – West Des Moines, IA.

While at Pharmacists Mutual Insurance Company - Algona, IA from 1986 to 2003 my past work experiences included: Reinsurance Clerk, Multi-Line Commercial Underwriter, Marketing Associate/Inside Sales and Western Iowa Field Representative/Outside Sales

I hold the AIS, CISR, and CIC designations and am working toward the CRM and CPCU designations.

I have been a member of NAIW/ IAGDM since January 2006 and have been involved at the local and regional levels and am excited to attend my first International Conference May 2009. I recently qualified for the CPIW designation.

I have grown both personally and professionally because of this organization and encourage you to discover the benefits of membership!

Robin Wagner

Vice President Candidate

Regional Marketing Coordinator for Allstate Workplace Division. I manage the office in West Des Moines and actively market for new agents and assist the already contracted agents. I have been with AWD for 6 years. I am currently working on my GBDS (Group Benefits Disability Specialist) designation. After I obtain that I will be eligible for the CPIW (Certified Professional Insurance Woman) designation given by NAIW.

I have been a member of IAGDM for 4 years and have been the Recording Secretary and have chaired and been a member of many committees. I have also been active on both the Council level and well as the Regional level. I have participated in the Communication with Confidence as well as Mentors and Protégé's programs offered through NAIW. I have assisted in writing an 'I CAN Series' class on life insurance called The Facts of 'Life'. I try to take in all that NAIW has to offer and have never regretted my decision to join this organization.

I am an avid golfer in the summer and enjoy reading, scrapbooking and enjoy being with my two grown daughters as much as I can.
I hold both Life/Health and Property/Casualty license in Iowa.



Micki Ashby, AU

Corresponding Secretary Candidate

I am employed by State Auto Insurance Companies in West Des Moines where I have worked since 1991. For the past 9 years, I have worked in a Kansas territory as a Commercial Lines Specialist. I have my AU designation and am currently working toward the CPCU designation. I jointed NAIW/IAGDM in July, 2007.

Susan Reichardt, CPCU, AU, CPIW

Recording Secretary Candidate

Currently, I am a Senior Commercial Underwriter in the Special Risk Department with EMC Insurance Companies. I joined EMC in December of 2006, previously working with another insurance company in the Des Moines Area. Des Moines has been my home for around 5 years. Prior to moving to Des Moines, I lived in St. Louis, MO for 5 years, but spent the majority of my life in St. Paul, MN. I have been in the insurance industry since 1974, and have earned my CPCU designation, AU designation, CPIW, and am currently working on my CIC designation. While in St. Paul, I was a member of the St. Paul Association of Insurance Women. I joined IAGDM in May of 2007, and have served as Corresponding Secretary.

I am married, and live in Clive with my husband, Chuck.



Debra R. Conroy, CIC

Treasurer Candidate

I am the Manager / Lead Principal of CGA Insurance Services (CGA), a wholly owned subsidiary of GuideOne Insurance. CGA provides insurance products in all 50 states and ended 2008 with over \$35 million of premium by placing business for 1,200 agencies with over 120 carriers.

My insurance career began with GuideOne in 1986 in the Marketing Department. A few years later, I transferred to the Commercial Underwriting Department as an Underwriting Assistant. I joined CGA in 1991 as a Commercial Underwriter and was promoted to Accounting Manager in 1995 and Manager / Lead Principal in 2001.

I have been a member of IAGDM for six years and held the position of Treasurer in 2003/2004. I earned my CIC designation in 2007 and now enjoy attending the Ruble Graduate Seminars.

I am married to Robert Conroy, CPCU, CIC, who also works for GuideOne Insurance in the IT department. We have five children and three grandchildren. I enjoy traveling, reading, biking and spending time with my family.