



# IAGDM Newsletter

Insurance Association of Greater Des Moines, Inc.

VOLUME 33, ISSUE 2

AUGUST 2011

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

## OFFICERS 2011-2012

### PRESIDENT

Brenda L. Kluger, CRM,  
CIC, CISR, CPIW

### PRESIDENT-ELECT

Sue Reichardt, CPCU, CIC,  
AU, CPIW, DAE

### VICE PRESIDENT

Jennifer Murphy, CIC, CISR

### CORRESPONDING SECRETARY

Tonia Jones, CISR, CPIW

### RECORDING SECRETARY

Debra R. Conroy, CIC, CIIP

### TREASURER

Jennifer Voboril, AU



## PRESIDENT'S MESSAGE



It's official! IAGDM welcomes three new members recently approved by National Headquarters in July and August. Please join me in extending a formal welcome to Megan Kincy, Independent Insurance Agents of Iowa; Lindsay Eickstaedt, EMC Insurance Companies and Maury Hennessy, The Carlisle Group. (Maury will be moving to Iowa next month from Pennsylvania.) Be sure to take time to introduce yourself and get to know our new members!

Do you like talking about insurance issues or IAIP? Are you competitive? Well this is your month! September is the month IAGDM typically holds a Confidence While Communicating Speak-Off to determine who will be representing IAGDM at the Iowa Council Meeting in October. To date, no one has stepped forward. Please consider competing and let me know by **Friday, September 2<sup>nd</sup>** if you are interested.

Thank you to all the members and guests that contributed to the discussion about the RVP Goals at last month's meeting. National Headquarters is still working on their plan so Region V Regional Vice President, Linda Luka, has asked that Local Associations proceed with their ideas and share them with the Council Director and Regional Vice President.

Now that we have done the brainstorming it is time for us to select which 4 promotional items (using at least two types of media) from Goal #1 and which 2 new Association items from Goal #2 we want to pursue. A recap of the ideas is included (see pages 16-17). As you review to make your selections, try to conceptualize how it would be completed and who would champion the item. It may assist the voting process if we already have ideas on implementation. If you have any additional ideas, please let me know and I will get them added for discussion/voting at the September General Meeting.

Lastly, please take time to review the information in the newsletter and consider attending the Iowa Council Meeting in Davenport, October 7<sup>th</sup> & 8<sup>th</sup>. If you have never attended and are interested in going, I strongly encourage you to attend to see what happens at the next level of IAIP. If you are still unsure, please feel free to ask a fellow member about their experience. This year is the 25<sup>th</sup> Anniversary of the Council (formerly State) Meeting and our own Shirley Goslin was the first Director!

In Fellowship,  
Brenda Kluger

**INSURANCE ASSOCIATION OF GREATER DES MOINES**  
**Wednesday, September 14, 2011**



**Family and Personal Disaster Preparedness**

**J. Derek Hill**  
HSEMD Administrator

Where: Okoboji Grill  
8481 Birchwood Court  
Johnston, IA

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

Price: \$15

Please contact: Jennifer Murphy at 515-223-6900 wk, 515-720-0468 cell.  
[Jmurphy@HolmesMurphy.com](mailto:Jmurphy@HolmesMurphy.com) for reservations before Friday September 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
October 12	Nationwide, Des Moines IA	Lisa Bielser, Wheels of Misconception
November 9	Big I, West Des Moines IA	Bob Skow Insurance Issues
December 14	TBA	VIP Christmas

## Events Around the Region and Beyond:

Sept 9-11, 2011	Region 5 Fall Weekend St. Charles MO
Oct 7-8, 2011	Iowa Council Meeting Davenport, IA
June 6-9, 2012	NAIW International Convention Omni Dallas Hotel— Dallas TX

Check out the extra handouts in the email:

- ◆ Are You Prepared? Brochure from Education Committee
- ◆ CPCU I-Day Flyer



### SEPTEMBER BIRTHDAYS

Shirley Goslin 9/11  
Myrna Heifner 9/23



### Committee Meetings

**Board Meeting:**  
To be announced

**Finance Committee Meeting:**  
To be announced

**Program Committee Meeting:**  
To be announced



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

## Kudos Korner

*Thank you Nancy Thompson & Jennie LeGates for your willingness to serve as PR Co-Chairs*

*Wonderful to see seasoned members serving as resources to new members!*

*Great to see new members and guests asking questions and offering input – Way to get involved!*

### "I Can" NAIW Course - "Wheels of Misconception" - Our October Program

#### Course Description:

The wheels that we utilize today range from ATV's to golf carts! May clients are oblivious to the exclusions of their home-owner and personal auto policies when driving certain motorized vehicles or non-owned vehicles. Assuming insurance coverage is dangerous for a client and dangerous for your E&O exposure. This presentation will expose the how's and when's of coverage - or not! Get an update on the proper coverages and avoid any wheels of misconception! 30 minutes.

If you would like a certificate of completion for this course, NAIW requires that you purchase your own Student Guide. The cost for 1 Student Guide is \$10.00.

Please get in touch with Lisa Bielser to order these guides - we will be able to save on shipping if we combine all orders (1 guide = \$7.20 s/h vs. 15 guides = \$10.70 s/h total, as an example).

Combined Order Deadline: **September 1**

Please also contact Lisa if you have questions (w = 515-508-4788)

As an additional note: For qualification for CPIW/CPIM/CIIP, the NAIW educational course requirement may include any six "I Can" series classes. Check the requirements on [www.naiw.org](http://www.naiw.org) if you are working toward the CPIW/CPIM/CIIP designation.



## September is Family Preparedness Month

September marks the tenth anniversary of the 9/11 terrorist attacks. This month, we will remember those lost, honor our first responders, and renew our commitment to prepare and plan for emergencies. National Preparedness Month was created in response to 9/11, and in Iowa we recognize September as Family Preparedness Month.

### Being prepared means:

**Families and individuals** have an emergency supply kit so they can be self-reliant for at least three days in case of emergency, and they have a plan for how they will respond and reconnect after an emergency.

**Employers and business groups** need to plan for how they will survive a disaster, back up critical information, develop a plan for assisting employees on site, establish a call tree to account for employees, and identify back-up sources of power and supplies.

**Schools** need to develop, implement, and communicate a crisis plan. See the U.S. Department of Education's Readiness and Emergency Management for Schools Technical Assistance Center.

**EVERYONE** needs to stay informed, understand the specific risks in your community and how to prepare for them, and know how to get information and alerts from local, state, tribal and territorial emergency management agencies.

See the brochure from Iowa Homeland Security *Are You Prepared?* attached to the newsletter email.





# IAGDM 2011 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!**

# IAGDM 2011-2012 COMMITTEES

## MEMBERSHIP

**Sue Reichardt - CHAIR**

Eileen Bleskacek  
Tonia Jones  
Marilyn Paul  
Robin Wagner  
Maury Hennessy  
Elaine Slate

## BUDGET

**Sue Reichardt - CHAIR**

Desiree Meyer (PR)  
Jennifer Murphy (Program)  
Michele Sparks (Finance)  
Jenn Voboril (Treas/Education)  
Eileen Bleskacek (Website)  
Shirley Goslin (Bylaws)

## BYLAWS/PARLIAMENTARIAN

### BY LAWS

**Shirley Goslin - CHAIR**

Tonia Jones  
Brenda Kluger  
Elaine Slate

### PARLIAMENTARIAN

**Shirley Goslin**

## PUBLIC RELATIONS

**Nancy Thompson - CO-CHAIR**

**Jennie LeGates - CO-CHAIR**

Desiree Meyer  
Tanya Wentzel  
Rita Preston  
Lindsay Eickstaedt

## FINANCE

**Michele Sparks - CHAIR**

Deb Conroy  
Myrna Heifner  
Melissa Kaufman  
LuAnn Page  
Ann Watson

## HALL OF FAME

**Nancy Thompson - CHAIR**

Susan Roberts

## HISTORIANS

**Michele Sparks - CHAIR**

Tonia Jones

## AUDIT

**Tonia Jones - CHAIR**

Deb Conroy  
Jennifer Murphy

## NEWSLETTER

**Sheri Snodgrass - CHAIR**

Sheila Reese

## WEBSITE

**Eileen Bleskacek - CHAIR**

Paula Dishman  
Lisa Bielser

## EDUCATION

**Jenn Voboril - CHAIR**

Phyllis Edwards  
Megan Kincy  
Ted Lussem  
Jennifer Murphy

## TELEPHONE

**Tonia Jones - CHAIR**

## TELLERS

**To be assigned as necessary**

## PROGRAM

**Jennifer Murphy - CHAIR**

Lisa Bielser  
Eileen Bleskacek  
Paula Dishman  
Tonia Jones

**A TEAM WORKING TOGETHER WILL ACCOMPLISH MORE THAN ONE INDIVIDUAL WORKING ALONE!**

**ATTEND MEETINGS ~ SHARE IDEAS ~ OFFER ASSISTANCE**

*Thank you to all who have accepted the responsibility of serving as a Committee Chair. Your leadership to your committee is appreciated. Thank you to the members for your help on the various Committees.*

*Brenda Kluger*

# *Expand Your Knowledge of. . .*

## **Iowa Council**

Submitted by Brenda Kluger, Iowa Council Public Relations Chair

All Local Associations and Members-At-Large<sup>1</sup> in the state of Iowa comprise the Iowa Council. Each year in the fall, the Iowa Council holds a meeting that is hosted by one of the local associations. This is done on a rotating basis. The 2011 Council Meeting is October 7-8 in Davenport and will be hosted by Quad Cities Insurance Associates. The meeting will be hosted by IAGDM in 2012 and by Insurance Associates of Cedar Rapids in 2013.

Each Local Association and the Members-At-Large are represented by a Delegate for any voting to be done at the Council Meeting. Often an Alternate Delegate is present and will replace the Delegate should they need to leave the room or be unable to attend. IAGDM's Bylaws state that the President will serve as the Delegate and the President-Elect will serve as the Alternate Delegate.

There are 5 elected positions at the Council level. Members interested in serving at this level submit the attached application to the Council Director by August 1. The Council Director then forwards the applications to the Council Nominating Chair. The Nominating Committee then conducts an interview with the candidate and presents a slate of candidates at the Council Meeting for voting.

1. Council Director is the liaison between the National, Regional levels and Local level. They communicate via email and newsletter as well as in person at the annual Council Meeting. They also serve as a resource for starting up new associations.
2. Public Relations Chair is responsible for promoting NAIW and assists with any start-up associations. They also conduct the Confidence While Communicating Speak-Off.
3. Membership Chair is responsible for promoting membership in NAIW and assists with any start-up associations.
4. Delegate to Regional Nominating Committee is responsible to attend the Regional Conference and represent the Iowa Council on the Nominating Committee which conducts interviews of Regional Vice President Candidates.
5. Alternate Delegate to Regional Nominating Committee is responsible to attend the Regional Conference and serve on the Nominating Committee – the Alternate Delegate would represent the Iowa Council should the Delegate be unable to do so.

The Iowa Council utilizes a NAIW form called a Horizon Plan as a form of short-range planning, typically for three years. The committee to update the plan is a cross representation of Council members. The current plan focuses on Recruitment/Development/Retention, Networking and Education. Attached is a copy of the proposed 2011-2014 Horizon Plan that will be voted on at the 2011 Council Meeting.

The Iowa Council Meeting begins on a Friday evening with a Delegates Briefing and some type of event. In past, the event has been a Networking Opportunity, Social Time or Panel Discussion. There is a First Timer's Meeting for members that are attending their very first Council Meeting. The Host Association sponsors a Hospitality Suite that evening for more networking opportunities. On Saturday, the meeting contains the Council Confidence While Communicating Speak-Off, a report by the Council Director and the Regional Vice President, a key note speaker and election of officers along with any business that may need to come before the Council. Historically, the meetings have adjourned by early afternoon.

There are many opportunities to get involved in a Council Meeting as there are numerous committees needed throughout the weekend. In addition to Nominating, Public Relations and Membership; other committees are: Timekeepers, Pages, Credentials, Committee to Approve Minutes, Tellers, Bylaws and Audit. Contact Council Director Debbie Theil ([debbie.theil@iowamutual.com](mailto:debbie.theil@iowamutual.com)) if you are interested in serving on a Council Committee!

<sup>1</sup> **Members-At-Large** do not belong to any local association. They belong only to NAIW and may participate in National, Regional and Council events. The acronym used for this group of members is **MAL**.

**NAIW Candidate Form for:    q International                      q Regional                      X Council**

1	INTERNATIONAL POSITIONS	2	REGIONAL POSITIONS	3	COUNCIL POSITIONS
	<i>Submission Deadlines First Friday in October</i>		<i>Deadline for submission is January 15th</i>		<i>Deadline for submission is August 1st</i>
	<i>President-elect</i>		Regional Vice President		<b>COUNCIL DIRECTOR-ELECT</b>
	Vice President		<i>Regional Delegate to International Nominating Committee</i>		Council Committee: _____
	Secretary		Regional Alternate to International Nominating Committee		Council Other: _____
			Regional Other: _____		

Name \_\_\_\_\_

Employer \_\_\_\_\_

**Mailing Address**

**Home Phone** \_\_\_\_\_ **Work Phone** \_\_\_\_\_

**Fax Number** \_\_\_\_\_ **Email Address** \_\_\_\_\_

**Region V** \_\_\_\_\_ **Date Joined NAIW** \_\_\_\_\_

**Local Association Affiliation (Name of Assn.)** \_\_\_\_\_ **Member-At-Large** \_\_\_\_\_

**Insurance Education / Designations**

**Council / Region / International Meeting Attendance**

# Council Meetings Attended \_\_\_\_\_ Date of last Council Meeting Attended \_\_\_\_\_

# Regional Conferences Attended \_\_\_\_\_ Date of last Regional Conference Attended \_\_\_\_\_

# International Conventions Attended \_\_\_\_\_ Date of last International Convention Attended \_\_\_\_\_

**Indicate prior Committee service to NAIW (Council, Region, International)**

**What qualifications and/or qualities do you have that would make your service valuable to NAIW?** (Include employment responsibilities, if applicable)

***PLEDGE OF WILLINGNESS TO SERVE***

I, being fully aware of the duties and responsibilities of this position, sincerely pledge to serve to the best of my ability, if elected.

Date \_\_\_\_\_ Candidate Signature \_\_\_\_\_

**NAIW ACTIVITIES / INVOLVEMENT / RECOGNITION**

**(Included Attachments as desired or necessary)**

**Local Association**

**Council/Provincial**

**Regional**

**International**

**Other Insurance**

**Civic Activities**

Return Instructions: Council forms should be sent to Council Director.

**Iowa Council of NAIW Horizon Plan - 2011 – 2014** (March 8, 2011)

**Horizon 1. Membership Recruitment, Development and Retention**

<b>Strategy – Tactical Issue</b>	<b>Prime</b>	<b>Time Frame</b>	<b>Comments</b>
<b><i>Strategy 1: Increase membership in state while maintaining 80% member retention</i></b>			
~ Each Association will increase membership	Local Associa-	2011 - 2014	
~ Maintain 80% membership retention	Local Assoc.	2011 - 2014	
<b><i>Strategy 2: Increase members attending Iowa Council Meeting (10% Per Year)</i></b>			
~ Every Association increase their	Local Associa-	2011 - 2014	
~ Actively encourage Members-At-Large to	Council Director	2011 - 2014	
~ Actively encourage First Timers to attend	Local Associa-	2011 - 2014	
~ Send out promotional literature prior to	Council Director	2011 - 2014	
<b><i>Strategy 3: Provide Members with Networking Opportunities</i></b>			
~ Encourage participation in awards & serving	Local Associa-	2011 - 2014	
~ Give members time for Networking at	Council Director	2011 - 2014	
~ Have FUN together	All Members	2011 - 2014	

**Horizon 2. Education**

<b>Strategy – Tactical Issue</b>	<b>Prime</b>	<b>Time Frame</b>	<b>Comments</b>
<b><i>Strategy 1: Promote membership education in the Insurance Industry</i></b>			
~ Recognize members receiving	Council Director	2011 - 2014	
~ Communicate opportunities amongst	Council Director	2011 - 2014	
~ Build catalog of instructors to share with	Council Director	2011 - 2014	
~ Offer NAIW Course, Speaker or both at	Council Director	2011 - 2014	

**Horizon 3. Leadership Development**

<b>Strategy – Tactical Issue</b>	<b>Prime</b>	<b>Time Frame</b>	<b>Comments</b>
<b><i>Strategy 1: Strategy: Promote leadership development and future leaders</i></b>			
~ Communication about positions & duties prior to meeting of Nominating Committee Local Mtgs – 10 minute description about each position starting in March of each yr. Use Council Delegates briefing to describe positions Include in CD & local assoc. newsletters	Council Director Assoc. Presi- dents	2011 - 2014	
~ Mentor members for leadership Utilize Nat'l form as tool to track positions Table topics at mtgs to share info. about officer roles	Council Director & Assoc. Presi- dents	2011 - 2014	
~ Partner new & seasoned members on	Council Director	2011 - 2014	
~ Offer Roberts Rules of Order at Least 1 time	Council Director	2011 - 2014	

## *Expand Your Knowledge of . . .*

### BYLAWS/STANDING RULES COMMITTEE

SUBMITTED BY SHIRLEY GOSLIN, CPCU, AIS, CPIW, BYLAWS CHAIRMAN

The main responsibility of the Bylaws/Standing Rules Committee is to review and evaluate existing bylaws and standing rules for continued applicability and recommend changes as needed. The Committee also considers all changes to the bylaws proposed by the Board or any member.

Any proposed amendments to the bylaws are presented in writing to the membership at least 10 days prior to a regular meeting at which the membership will consider and vote on the amendments. With the exception of Rule #3 regarding annual dues, the standing rules may be amended at any membership meeting by a two-thirds vote with no prior notice. Prior notice must be given to any amendment to the dues rule.

This year, the Committee will be recommending changes primarily due to any reference to NAIW as dba International Association of Insurance Professionals. We also will be addressing:

Who serves as alternate delegate if the President doesn't attend the International meeting and the President-Elect doesn't attend the Regional meeting.  
Clarifying what expenses will be paid for whom and how much.  
Consider changing some of the committee names/duties i.e. Telephone Committee to Communication Committee.

If you have any suggestions for changes let me know.

Are you:  
Accuracy/detail oriented?  
Organized?

Do you have:  
Association experience?  
A basic understanding of parliamentary procedures?  
Communication skills, written and oral?

If so, then next year sign up for the Bylaws/Standing Rules Committee. We need you!

## **REGION V FALL WEEKEND**

**Hosted by  
Insurance Professionals of Mid Missouri**

**Friday, September 9 – Sunday, September 11, 2011**

### **Area Attractions**

Anheuser-Busch Brewery  
Forest Park  
St. Louis Science Center  
Missouri Botanical Garden  
Downtown St. Louis  
Ameristar Casino  
...and many, many more

### **Schedule of Events**

#### Friday, September 9

Hospitality suite open 5:00 p.m. – 10:00 p.m. or so

#### Saturday, September 10

Deluxe Continental breakfast – complimentary with hotel reservation

9:00 a.m. RVP Presentation – Boone’s Colonial Inn & Market – St. Charles, Missouri  
Lunch at Boone’s Colonial Inn & Market

Afternoon on your own  
Enjoy historical St. Charles shopping  
Relax at one of several wineries  
Try your luck at Ameristar or Harrah’s Casino  
Visit one of the many St. Louis attractions

6:30 p.m. Group dinner at Boone’s Colonial Inn & Market

#### Sunday, September 11

Breakfast and departure

NOTE: If you have not yet registered not too late—an address note—be sure to include “Suite 200”

Thank You Note—From Nancy Thompson

My dear IAGDM friends:

Thank you so much for the wonderful plant and all the cards that have been sent. It means so much to me. P.T. is somewhat painful but all is going good. I am very blessed. Hope to see you soon!

Love Nancy



Thank You note—From Myrna Hefner

Your Kindness means so much!!

Dear IAGDM Friends,

Thank you for the gift certificate in recognition of my 35 years of membership. I will enjoy shopping!

I have learned so much through my membership in IAGDM. I've developed leadership skills, increased my knowledge by attending classes, kept up-to-date on industry information by our speaks and fellow members. I also cherish the friendships made through the years.

Thanks to e-mail, I keep informed of your current activities. I will be in Minnesota through September. I will look forward to seeing everyone when I get back to Iowa.

Myrna

**NAIW: Exceeding Expectations Now and into the Future**  
*25<sup>th</sup> Anniversary*

*You are invited to the 2011 Iowa Council Meeting hosted by  
the Quad Cities Insurance Association.*

*The meeting will be held on October 7<sup>th</sup> and 8<sup>th</sup>, 2011 in  
Davenport, Iowa.*

*There will be a panel discussion on Friday night.  
The panel will consist of your RVP, Iowa Council Director,  
Iowa Membership chair and Iowa Public Relations chair.*

*The panel discussion will take place at: 5:00*

*Dinner will be at: 6:00*

*An activity has been planned for after dinner.*

*Please join us for education, networking and fellowship.*

*Hope to see you there!*

Registration form on next page --->

# NAIW: Exceeding Expectations Now and into the Future

## 25<sup>th</sup> Anniversary

2011 Iowa Council Meeting Hosted by Quad Cities Insurance Association

October 7<sup>th</sup> & 8<sup>th</sup>, 2011

Best Western Steeplegate Inn, Davenport, IA

Name: \_\_\_\_\_ Designations \_\_\_\_\_

Address: \_\_\_\_\_

Employer: \_\_\_\_\_

Employer Address: \_\_\_\_\_

Association Name: \_\_\_\_\_

Work Phone: \_\_\_\_\_ Home Phone: \_\_\_\_\_

First Timer   CPIW/M   Delegate   Local President   Past Council Director

### Registration Deadline – September 7, 2011

**Meeting Registration**      \$45.00 \_\_\_\_\_

**Friday Night Dinner**      \$25.00 \_\_\_\_\_      Hawaiian Chicken      Stuffed Pork Chop

**TOTAL**      \_\_\_\_\_

Please advise any special dietary restrictions: \_\_\_\_\_

### Saturday lunch (price included in registration)

Heartland Chicken Salad (Greens, Chicken Strips, tomatoes, cucumber, carrots, cheddar cheese)

Cobb Salad (Greens, turkey, egg, tomato, olives, bacon, cheddar cheese)

### Make check payable to: Quad Cities Insurance Association (QCIA)

#### Mail check and registration to:

Quad Cities Insurance Association

c/o Joyce Nelson

220 Emerson Place

Davenport, IA 52801

### For any questions, please contact Joyce Nelson at:

Work Phone: (563) 322-3521; Cell Phone: (563) 249-2091

Work Email: [jnelson@tgt-insurance.com](mailto:jnelson@tgt-insurance.com)

### Hotel Reservations:

Make reservations directly with hotel & ask for Quad Cities Insurance Association to make reservation.

Best Western Steeplegate Inn

100 West 76<sup>th</sup> Street

Davenport, IA 52806

PH: (563) 386-6900

Single/Double \$84.99

Deadline for Special Rate 9/07/2011



## RVP GOALS for Linda H. Luka

1. Have each council establish a media plan **by October 15<sup>th</sup>**, to promote NAIW and their council and local associations. (this will dovetail with the new marketing piece from National, but can be started now) I challenge each council to create a document outlining specifics from each local, with each local coming up with at least four opportunities to toot their horn. **I want an outline using at least two types of media and report by December 1 and May 1 on their progress and successes.**

### Suggestions:

- community cable tv
- radio
- websites
- news articles
- carrier or agency newsletters

### MEMBER IDEAS:

*All ideas are listed below. Some we currently do so may only need to come up with a few additional ones to meet the request for 4 this year.*

*For voting at September General Meeting:*

*Think about what 4 ideas you would like IAGDM to incorporate this year AND how it could be completed, who would be responsible for it, how information would be collected/distributed and time commitment needed to implement.*

#### Newspaper

- ~Sponsor CPCU IDay and are named in ad *\*IAGDM currently does this\**
- ~Press release on AIB Scholarship Winners
- ~Post upcoming events in the Des Moines Register upcoming events
- ~Send upcoming events to Business Record

#### Web/Email

- ~Develop a LinkedIn account and post upcoming meetings with speaker summaries, officers, awards, meetings, scholarship winner and prof dev day on it.
- ~NAIW Week News Release to Biz Record and Ins Journal
- ~New Officers to Biz Record and Ins Journal
- ~Award Winners to Biz Record and Ins Journal
- ~Professional Dev Day to Biz Record and LinkedIn *\*IAGDM did this in 2010\**
- ~Announce AIB Scholarship Winner to Biz Record and LinkedIn
- ~Ask Claims Association to provide link to IAGDM on their website and we could reciprocate. *\*IAGDM currently does this with CPCU and Hall of Fame\**
- ~Ask our sponsors if they will provide link to IAGDM on their websites or intranets
- ~Develop a Facebook page
- ~Develop a Twitter account

## TV

- ~See if IPTV would shoot an ad for NAIW Week – cost to run??
- ~Post upcoming events on the TV stations community calendars

## Radio

- ~Do a NAIW Week Press Release to send to the radio stations  
Carrier or Agency Newsletters
- ~Sponsor an agency management group – ex: Applied or AMS
- ~Sponsor a Young Agents Conference
- ~Sponsor a banner on a schools website

2. Have each council encourage the local associations to look for new ways of recruiting, community service, fundraisers and running meetings. My challenge is to have each local create or initiate two new endeavors in the upcoming year, documenting them, showcasing them in media and sharing their stories with the other council directors. **Reports due Dec. 1 and summary included in their regional council report. (spring 2012)**

## MEMBER IDEAS:

*All ideas are listed below. The Personal Pledge is new format this year so only need to come up with a one more to meet the request for this year.*

*For voting at September General Meeting:*

*Think about what other ideas you would like to incorporate this year AND how it would be completed, who would be responsible for it, how the information would be collected and/or distributed and time commitment needed to implement.*

## Recruiting

- ~Ask Claims Association to provide link to IAGDM on their website
- ~F/U phone call to guests

## Fundraisers

- ~Personal Pledge **\*IAGDM has incorporated new format this year\***

## Community Service

???

## Running Meetings

???

3. Be aware of retention numbers in each council and be proactive in contacting members and keeping them engaged by assisting local presidents or council directors as needed. **If members have not attended October, November or December meetings, contact should be made to encourage them to return to the association. Report due December 1.**

**Councils meeting their goals will be recognized at the Regional meeting along with a reward (TBD)**

**IAGDM has 100% retention for 2011-2012 and has 3 new members**

## **Holmes Murphy & Associates, Inc. ~ Career Openings**

### **DSM Property Casualty Program Account Manager**

We are looking for a highly dependable and motivated professional who is interested in following a career path as a Program Account Manager in our Property Casualty division.

Responsibilities: Assist Account Executives in the sales of new and renewal insurance programs. Provide effective customer service in a timely and professional manner. Update and maintain customer files, prepare renewals/applications, ensure accurate invoicing and expand accounts.

Requirements: Minimum three years administrative/clerical experience, preferably in the insurance industry. College degree, preferably with a minor/focus in insurance. An active Commercial Insurance Agent's license or the ability to acquire within 3 months of hire. Strong computer skills with working knowledge of various software packages, including Word, PowerPoint, and Excel.

To apply in confidence, please complete the Internal Application form at: <http://intranet.hma/res/Human%20Resources/Forms/Career%20Opportunities.aspx>.

Forward completed form to Human Resources

### **Chief Information Officer**

We are currently recruiting for a Chief Information Officer. The CIO will lead in planning and implementing systems to achieve effective and cost beneficial enterprise-wide solutions and operations. This position will work closely with Client Services and report directly to the CEO.

A college degree is required and an advanced degree in business administration, operations research, or computer science is desired. This individual must also have qualifications of a minimum of 10 years of experience with increasing responsibilities for management and support of insurance information systems and technology; as well as project and financial management to support business goals. Experience should also include exposure to both shared and out-sourced solutions, as well as support of in-house information and communication systems in a multi-site server environment.

This position will reside in our West Des Moines, IA office with travel required to our other locations.

# Insurance Association of Greater Des Moines

## Annual Fund Raising Event

### Personal Pledge for 2011 / 2012

We invite you to participate in our 2011 / 2012 fund raiser. We are offering four pledge levels for you to choose from:

Pledge Level	Incentive
Up to \$50	Name recognition in the newsletter.
\$51 - \$75	Name recognition in the newsletter plus a free admission to a regular dinner meeting of your choice.
\$76 - \$100	Name recognition in the newsletter plus a free admission to our 2012 Professional Development Day.
Over \$100	Name recognition in the newsletter plus a free admission to our May Dinner Meeting.

Jenn Voboril and Debbie Conroy will be accepting payments at the August and September meetings or you may mail a check, payable to IAGDM, to:

Debbie Conroy, CIIP, CIC  
Conroy Insurance Services, LLC  
1000 73<sup>rd</sup> St Ste 18  
Windsor Heights, IA 50324

Individual commitment to a group effort - that is what makes a team work.  
- Vincent Lombardi