



Penned by the President

By: Gayle L. Hise, CPCU, AIC



I've thought about my first letter to you for some time. I'm not sure why, but my letters don't always end up looking as well on paper as it did while in my mind. So, this is a first for both of us; my first letter to you as the 2010-2011 President of the Colorado Chapter of CPCU, and a first for you as far as learning a little bit about our upcoming events. I'll share more with you in our next newsletter.

Even though we haven't met formally as a Chapter since our May meeting, your Board has been busy planning for our new year. As in past years, our planning focuses on the goals and vision of the CPCU Society. The Society agrees on those goals each spring and shares them with the Chapters as a Circle of Excellence document. We, your Board, are able to choose the activities for the coming year that fit best with our Chapter and our Members. The ultimate goal each year is to receive the highest rating possible from the Society, which is Gold. We met that goal last year and hope that this Board, and you, the Members, are able to reach that goal again after the completion of our 2010-2011 year.

Our Chapter has 39 New Designees that will receive their designations during the 2010 Annual Meeting & Seminar in Orlando on September 25th. This is wonderful! We've planned 3 events in which to congratulate our New Designees and invite you to attend. The first event is our September 2nd New Designee Reception and Summer Social at Cinzetti's. You should have received an email invitation in mid-August. The second event is on September 24th at the Orlando Marriott, the Annual Meeting site, from 7pm to 9pm. If you would like to join us that evening please contact me at jghise@q.com, and I'll share additional details with you. The third event will be the New Designee Con-



DON'T MISS IT!

a must read ...

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ferment on November 3rd during the All Industry Day at the Arvada Center. Stay tuned for more information on I-Day; it is going to be GREAT! The I-Day Committees are working very hard to bring you MORE.

Also during this summer's event planning, we discussed the Walk's to Defeat ALS. There is a short article within this newsletter that provides a little more information about the 2 walks scheduled for this fall. We invite you to join one or both of the "CPCU Teams". This is a great way for us as individuals to do something good and to also "Spread the Word" about CPCU.

Please consider joining myself, the other Board Members, and other CPCU's during our monthly luncheons. Consider volunteering to help with future projects, and/or participate in any of our upcoming events. Don't forget to periodically checkout our website at <http://www.colorado.cpcusociety.org> and also make sure your information is up-to-date with the Society. I look forward to seeing you soon!

CALENDAR THE DATE

Chapter Luncheons

Cool River Café will be remodeling in September and October.

Tuesday September 21, 2010

Lunch at Maggiano's

7401 S. Clinton

Englewood, CO 80112

Speaker: Bradley Stolz

PIE Forensic Consultants

Topic: Heavy Truck & Trailer Dynamics and their Impact on Accident

Reconstruction

CO/WY CE credits pending

11:00—Social Networking

11:30—Luncheon

Tuesday October 19, 2010

Luncheon—Location to be announced

11:00 Networking and Registration

11:30 Lunch

Save The Date:

Distinguish Yourself with CPCU

At The

CPCU All Industry Day

Wednesday

November 3, 2010

Arvada Center for the Arts and Humanities

**We will honor the New Designees with a Conferment
Ceremony**

**We are offering 12 Break-out Sessions - many with CE
Credit**

**A great opportunity to network, learn something new, re-
connect with the Colorado and Pikes Peak CPCU Chapters
and win some great stuff!**



New Designee Reception & Summer Social

Celebrating Your Accomplishment! CONGRATULATIONS!

You're Invited!

Thursday, September 2, 2010

Cinzetti's Italian Market Restaurant

281 W. 104th Avenue

Northglenn, CO (I-25 & 104th)

6:30—8:00 pm



Join your fellow CPCU friends for an evening of fellowship, fun, and good food! We'll have our own room at Cinzetti's to relax and enjoy.

A True Italian feast for the senses. Imagine a moment of exotic retreat as you stand by the granite and cobblestone Piazza, a splendidly faithful re-creation of a centuries old Tuscan Villa. Or admire any one of the five beautifully appointed theme rooms, each filled with the spirits of Italian celebration and romance. *Amore!*

DETAILS:

New Designee & Guest— Free!

CPCU Members—\$10

Non-Member/Guest—\$20



To Register/RSVP

Scroll to find the event when taken to the above link, then click register.

CPCU SOCIAL

Please join us for the 2010 CPCU Social and New Designee Reception !! We have a private room reserved for an evening of Italian cuisine at *Cinzetti's* in Northglenn on September 2. The restaurant is located just west of I-25 on 104th Street. Doors open at 6:30pm and the welcome starts at 7:00pm. New Designees and a guest are free. The cost is \$10.00 for CPCU members and \$20.00 for other guests and non-members. Electronic invitations/RSVPs are being distributed. If you have not received an invitation or have questions please contact Rick Bender 303-749-7630 or Matt Konzem 970-395-6637. We look forward to seeing you for an evening of fun and fine dining !!

READY, SET, GROW !!

We are excited to announce our Colorado Chapter of CPCU has entered into a nationwide contest against other CPCU Society chapters: **The CPCU Candidate Outreach Contest**. This contest is designed to encourage interaction among CPCU Society chapters and candidates pursuing their CPCU designation. Through this interaction, prospective CPCU students are almost twice as likely to complete the CPCU program and become CPCU Society members.

How to Get Involved

We all discuss the benefits of the CPCU designation and encourage prospective CPCU students to attend chapter activities now. For the contest, though, we need to start recording that activity on the society's website. By doing so, you can really help our chapter. So, please log those discussions that you have and activities that candidates attend from now through September 1, 2010. These activities include chapter meetings, chapter events a networking reception, social event, chapter conferment ceremony; and mentoring meetings whether one-on-one or group. To log your entry on the website: [Click here to enter participants](#). You will have to enter your name and email address as well as that of the prospective candidate. If you need to enter a group of five or more candidates, feel free to send a spreadsheet with the participants' names and email addresses to hinkle@cpcuiia.org.

What Our Chapter Could Win

Two prizes will be awarded: one to the CPCU Society chapter that records the greatest total number of current or prospective CPCU students at their chapter activities, and one to the CPCU Society chapter that records the greatest total number of current or prospective CPCU students as a percentage of chapter membership. These two top finishing chapters will be recognized at the 2010 Annual Meeting. They each will also receive a \$750 stipend to use at their discretion. The contest ends on September 1, 2010.

We appreciate your help. Thank you.

Insurance Education Program Update

Cindy Baroway



Our Fall 2010 semester is underway with CPCU, INS, ARM, and AIC classes. If you are interested in taking an insurance education course, please visit our registration website at: www.123signup.com/calendar?org=ColoradoCPCU. Of note, we are holding four classes at the Safeco offices in Golden, with over 35 students total! Our thanks to CPCU Society Champion, Keith Petrick, for helping to market the classes and in recruiting students. Also, Shelley Johnson's CPCU 520 class at Pinnacle has 19 students!

Three of our Course Leaders received their Level I Outstanding Course Leader Awards: Charlie Tomlinson, Shelley Johnson, and Kim Nichols. Congratulations to all three for their commitment to insurance education!

As a reminder, if you would like to see an insurance course offered at your office, please contact me at: coloradoinsed@gmail.com or 720-300-5986. If we can gather six students, we can then find an instructor to lead the course. With quarterly testing windows, we do have the flexibility to offer classes during non-traditional semesters.

New Associate in General Insurance Designation

Cindy Baroway

The American Institute for CPCU recently announced a major change to the General Insurance program. Previously, if a student passed INS 21, 22, and 23, the student was awarded a Certificate in General Insurance. This summer the Institutes have now made this a designation, Associate in General Insurance (AINS). To receive this designation, those who have previously completed the INS series may take a free online Ethics 311 course. Once they pass that exam, they will receive an email notifying them that they now have the AINS designation.

If the student would like to receive CE credit for taking the Ethics 311, there is a \$5 fee to receive 3 CE credits. If the student would like to receive a diploma after completing the AINS designation, there is a \$30 fee payable to the Institutes.

With the change from a certificate program to a designation program, there are now more options on how to complete the designation. For example, if a student has already completed INS 21 and 22 and does not wish to take INS 23 because she does not work in commercial insurance, she now has many other options to replace INS 23. These options include the AIC, API, AU, CPCU (except CPCU 555), and ARM series.

For a full explanation of the AINS designation, please visit www.aicpcu.org. (Note: completing the AINS still waives either CPCU 553 or 557.)

If you're one of those who has the Certificate in General Insurance and would now like to have the AINS designation, all you have to do is take and pass the Ethics 311 course which can also be found at www.aicpcu.org.

Please share this news with your HR and/or training department and encourage your coworkers and friends to take that next step into the CPCU program.

The Colorado Chapter of CPCU is offering Insurance Education classes this fall. We have many classes to choose from throughout the Denver Metro area.

Many of our classes are being offered in the DTC area, including:

- CPCU 552--Commercial Liability Risk Management. Wednesday nights, August 11-November 17, 2010 from 5:30 pm to 8:00 pm at Allied/Nationwide with Charlie Tomlinson, CPCU, ARM. If you are taking the CPCU Commercial track, this is a required course. If you are interested in the AU designation, this is one of the elective courses to help you earn the AU designation. This course can also be applied to your ASLI, AIC, AIS, AMIM, and APA designations.
- AIC 36--Liability Claims Practices. Mondays over the lunch hour from August 9-November 15, 2010 at Liberty Mutual/Colorado Casualty with Timothy Jones, CPCU, AIC. This course is also an elective for the ASLI and AMIM designations.
- ARM 56--Risk Financing. Thursday nights, August 19-November 18, 2010 from 5:30 pm to 7:30 pm at Cherry Creek Insurance with Wendy Heckman, ARM. This course is an elective for AMIM, ARe, ARM-E, and ASLI designations.
- INS 23--Commercial Insurance. Wednesday nights, August 25-November 17, 2010 from 5:00 to 7:00 pm at Allied/Nationwide Insurance with Kathy Barnes, CPCU. This course may be used towards the AU designation.
- INS 21--Property & Liability Insurance Principles. Tuesday nights, August 31-November 9, 2010 from 5:30 to 7:30 pm at Liberty Mutual/Colorado Casualty with Christopher Hansen, CPCU. This is a required course for the AINS and API designations.
- API 28--Personal Insurance--Underwriting & Marketing Practices. Thursday nights, September 2-November 18, 2010 from 5:00 to 7:00 pm at Allied/Nationwide with Mary Kuhn, CPCU and Debby Yanik, CPCU.

Please take a look at our full registration list at www.123signup.com/colorado?org=ColoradoCPCU. We are also offering AIC 33, INS 21, and INS 23 at Pinnacol as well as AIC 33, CPCU 510, API 28, and AIC 36 at Safeco this fall.

If you know someone who might be interested in our classes, or who you think would benefit from taking a course, please forward a link to this page. Please share with your colleagues as well.

Thank you for your interest in insurance education!

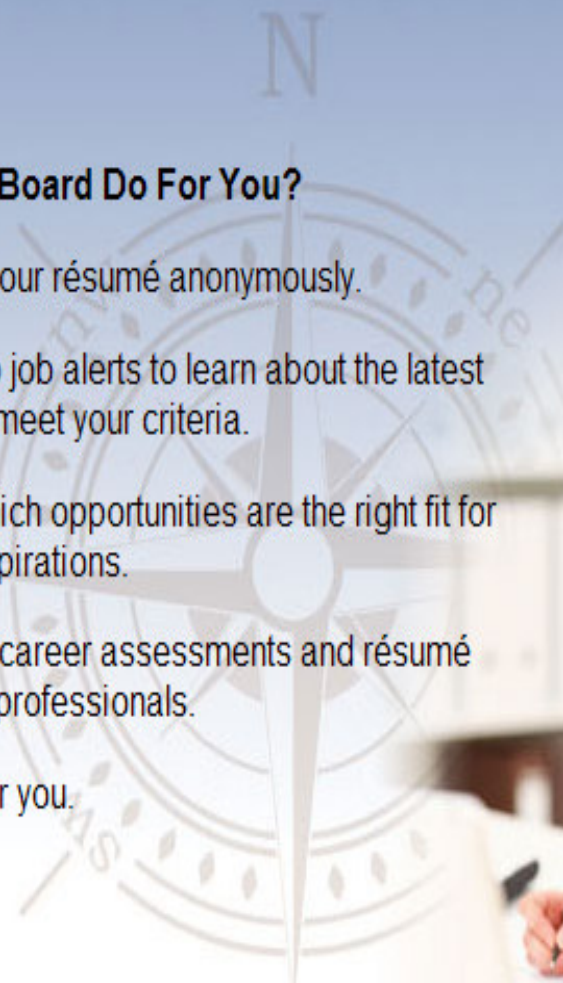


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Scholarship Information

Are you in need of financial assistance in order to complete your CPCU designation or are you looking for financial assistance in order to complete your college degree? The CPCU Society may be able to assist you. We have several scholarship opportunities available for qualified candidates.

The Loman Foundation offers scholarships to college students enrolled full-time or part-time in an insurance or insurance related field of study. The Colorado Chapter participates in the matching Scholarship Fund so this may be available to you if you qualify. Additional information can be obtained on this opportunity through the National Society website: <http://cpculoman.cpcusociety.org/?p=19947>

The Colorado Chapter also offers scholarships to individuals who are working on completing their CPCU designation. The Bill Dye Scholarships are available to qualified candidates. The scholarships cover class fees and books. If your company is not providing financial assistance to you or if you are self employed and need some assistance we may be able to help you.

To obtain additional information about the scholarships please contact Ron Spicer , Director of Education, Colorado Chapter, ronspicer3@msn.com.

Education Fair at Pinnacol



Shelly Johnson, Charlie Tomlinson and Gayle Hise



Charlie Tomlinson, Cindy Baroway and Shelly Johnson

Congratulations for earning Outstanding Course Leader Award for having 3 classes meet or exceed the National Pass Ratio. Your continued commitment to helping others in their professional development is made even more meaningful by your outstanding results. We hope that you continue to help students successfully accomplish their professional development goals.



Shelly Johnson with her "team" at Pinnacol



Delphina Jackson presenting an award to Rosemary Herrera



You may remember an article from a previous newsletter that shared the experience of participating in the 2009 Walk to Defeat ALS. Several members walked with countless others in either Denver or Ft. Collins in support of fellow CPCU's afflicted with ALS, or participated just because they knew it was something good to do.

We are forming two teams again this year. The Denver Walk is scheduled for October 10th at Denver's City Park, and the Ft. Collins Walk is on September 26th at the CSU Oval. You are able to register online for the walk and can also make a donation, if you choose, online as well.

If you would like to be a part of the CPCU Team in Denver, please contact Mary Kuhn at kuhnm3@nationwide.com. If you would like to be a part of the CPCU Team in Ft. Collins, please contact Janet Cammack at janet.cammack.bs40@statefarm.com.

Denver Walk - October 10, 2010



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Entry/Departure Point: Air Port; Overnight Stay: Indicated Tour/Stop: Transfer Option

**ITINERARY
MAY 10, 2011**

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DAY	DESTINATION/HOTEL	MEALS
1	Fly U.S./Shanghai, China	
2-5	Shanghai Royalton Hotel	3 B, 3 L, 1 D
INCLUDED TOURS: Shanghai, Suzhou		
OPTIONAL TOURS: Dinner & Acrobatic Show & Bund		
6-8	Xian Hotel King Dynasty	3 B, 2 L, 1 D
INCLUDED TOURS: Xian, Terra Cotta Army		
OPTIONAL TOUR: Tang Dynasty Show & Dinner		
9-13	Beijing Feng Ze Yuan Hotel	5 B, 2 L, 2 D
INCLUDED TOURS: Beijing & Forbidden City, Ming Tombs & Great Wall		
OPTIONAL TOURS: Beijing Opera & Dinner, Summer Palace & Beijing Zoo		
14	Fly Beijing/U.S.	1 B

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Depart from:	MAY 10, 2011
The West Coast	\$2495

►SXB2011

Deposit: \$350 per person.

Single Supplement: FREE. Single accommodations are limited.

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Kowloon & the New Territories with seafood lunch (\$75 per person);
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►SXH2011

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Tailor your vacation with our optional tours

Dinner & Acrobatic Show & Bund (Day 4, \$75 per person)

Tang Dynasty Show & Dinner (Day 7, \$90 per person)

Beijing Opera & Dinner (Day 10, \$65 per person)

Beijing's Hidden Lanes (Day 11, \$55 per person)

Summer Palace & Beijing Zoo (Day 13, \$65 per person)

Please note: Optional tour prices listed are U.S. dollar estimates determined at the time of publication and are subject to change. Optional tours may vary.

Reservations & Information: Call 1-800-597-2452 Option #2

Please be ready to give the reservations agent the following information



Service code: GG13 319

Trip name/code: China's Cultural Capitals/SXB

Departure date: May 10, 2011

Historical Highlights

Colorado and Pikes Peak CPCU Chapters

The Beginning. When Harry S. Truman was President, our nation was concerned with inflation, communism and the Korean War. The year was 1950. At the time, ten professionals with the CPCU designation agreed to found a new chapter to serve the Rocky Mountain Region. To reach this goal, it was necessary to sign a formal petition and submit it to the CPCU Society for review and approval. On October 1, 1950, a charter was granted to the Rocky Mountain Chapter of the CPCU Society.

Confirmation. On December 6, 1950. The Rocky Mountain Chapter sponsored its first All-Industry Dinner and Regional Conferment of Designations at the Albany Hotel in Denver, Colorado. The presiding officer was the Chapter's first president, L. Allen Beck, CPCU. Dr. Harry J. Loman, Dean of the American Institute, was the Conferment Officer. Four new designees received the CPCU designation. The guest speaker's topic seemed appropriate for the occasion: "New Times and New Opportunities."

Separating For Independence. When the Rocky Mountain Chapter was established in 1950, it included five states: Colorado, Montana, New Mexico, Utah and Wyoming. As the CPCU membership increased, three of the states petitioned the CPCU Society for independent status: Utah in 1959, New Mexico in 1972 and Montana in 1974. Since three of the original states were now independent, the decision was made in 1974 to change the Chapter's name from Rocky Mountain to Colorado. Wyoming would retain its association with Colorado as a subchapter. To serve the growing membership in Southeastern Colorado, the Pikes Peak Chapter of the CPCU Society was established in 1992.

Providing Leadership At The National Level . In 1962, William R. Kersten, CPCU, of the Rocky Mountain Chapter served as President of the CPCU Society. In 1981, Robert D. Bischoff, CPCU, of the Colorado Chapter served as President of the CPCU Society.

Outstanding Leadership and Service Recognized. In the March 1994 edition of the CPCU News, the CPCU Society announced the selection of Norman A. Coleman, CPCU, of the Pikes Peak Chapter as the Standard Setter. In the March/April 1996 edition of the CPCU News, the CPCU Society announced the selection of Robert D. Bischoff, CPCU, of Colorado Chapter as the Standard Setter.

Standing Tall With The Best. In 1963, The Rocky Mountain Chapter was selected as the Host Chapter for the Annual Meeting and Seminars sponsored by the CPCU Society at the Denver-Hilton Hotel. In 2009, the Colorado and Pikes Peak Chapters were selected as the Host Chapters for the Annual Meeting and Seminars sponsored by the CPCU Society at the Convention Center in Denver.

By Example. The Colorado and Pikes Peak Chapters of the CPCU Society are dedicated to promote professionalism and improve the image of the insurance industry.

- William M. Dye, CPCU, '56

Colorado Chapter Leaders

Year 2010—2011



Elected Officers

	Name	Email
President	Gayle Hise	jghise@q.com
President Elect	Rick Bender	rbender@cfbmic.com
Secretary	Sarah Hilsendager	shilsendager@amica.com
Treasurer	Cindy Dalpra	c.dalpra@msn.com

Directors or Committee Chairs

New Designee	Matt Konzem	matt.konzem.ldkj@statefarm.com
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Membership	Anne Schrader	anne.schrader@coloradocasualty.com
Public Relations or Visibility	Alyssa Elmore	aelmore@bituminousinsurance.com
Chapter Interest Group Liason	Debbie Dettmer	debbie.dettmer@FCCServices.com
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I-Day Chairperson	Backup- Rick Bender Judi Burk	rbender@cfbmic.com judi.burk.brh2@statefarm.com
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Wyoming Liaison	Candy Hayes	chayes@mwfbi.com
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Director of Communications	Gary Glosser	gary.l.glosser.ckgu@statefarm.com
Legislative Liaison & Past President	Janet Cammack	jcammack@msn.com
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The Colorado Chapter of CPCU Society



Need CPCU information, but no computer handy, you can now obtain recorded information, or RSVP to our monthly luncheon at 303-271-3572.



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