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President's Message

While we just rang in the new year of 2007, our Chapter year ends in May, so we are beyond the half way mark for our Chapter year.

The biggest Chapter event of the year so far was the All Industry Meeting, which was held on November 9, 2006. It was a great success again this year, and we had an impressive set of speakers:

Annette Ziegler
Eric Englund
Jorge Gomez

Candidate for Wisconsin Supreme Court Justice
President – Wisconsin Insurance Alliance
Wisconsin Insurance Commissioner

They gave us excellent insight into our industry, as well as the legal environment in Wisconsin. Our members gave generously to the Hunger Task Force at the meeting. The Greater Milwaukee Chapter gave out three scholarships at the meeting, for a total of \$4,500. This is the highest amount given by the Chapter, and we are proud to help out deserving college students who are majoring in insurance related studies. In an interesting twist, the presenter of two of the scholarships was a prior scholarship winner from the Greater Milwaukee Chapter.

We remain very sound financially, and your dues payment for the year helped finance the scholarships and the various activities held throughout the year.

Please visit the CPCU web site, www.cpcusociety.org, to obtain updated information on our Chapter. Once you are on the site you need to click on "Chapters." You can also obtain information on the national convention, which is being held in Hawaii from September 8-11.

I look forward to seeing you at one of our upcoming meetings, or possibly Hawaii. It has been twelve years since the convention was held in Hawaii. The rooms are at discounted rates, and it should be a trip of a lifetime.

Thomas Delahunt, CPCU
President, Greater Milwaukee Chapter

Calendar of Upcoming Events and Meetings

Please take a look at the last page of this issue of the Chaptergram. We've prepared a calendar of our upcoming events and meetings. Reserve these dates on your calendar!

Network with RIMS in February

On Wednesday, February 14, 2007, we will hold a joint luncheon meeting with the Risk and Insurance Management Society (RIMS). Here are some of the details:

WHERE: Maggiano's Little Italy adjacent to the Mayfair Mall, 2500 North Mayfair Road, Wauwatosa, WI.

TOPIC: Ryan Pratt from Ernst & Young will discuss "Large Claim Handling"

WHEN: Wednesday, February 14, 2007
Registration and social hour begins at 11:30 am
Lunch and presentation begins at 12:00 noon

COST: \$25 for CPCU members, \$30 for nonmembers

HOW TO REGISTER: Please see the last page of this newsletter for a registration form, and send in your registration right away!

March is Ethics Month – and an opportunity for CE credits!

On Friday, March 9, 2007, an instructor from the CPCU Society National Leadership Institute (NLI) will present a 3-hour program entitled "Ethical Decisionmaking for the Insurance Professional." We expect the program will qualify for a full three hours of CE credits! Here are the details:

WHERE: Maggiano's Little Italy adjacent to the Mayfair Mall, 2500 North Mayfair Road, Wauwatosa, WI.

TOPIC: Ethical Decisionmaking for the Insurance Professional

WHEN: Friday, March 9, 2007
Registration: 8:00 – 8:30 am
Program: 8:30 am – 11:30 am
Social: 11:30 am – 12:00 noon
Lunch: 12:00 noon – 1:30 pm (includes a brief business meeting)

COST: \$109 for CPCU Society members, \$129 for nonmembers
Lunch: \$10 for members, \$28 for nonmembers

HOW TO REGISTER: The National CPCU Society will be sending CPCU members a flyer via email and by regular mail to register. Seating will be limited, so sign up quickly!

Two More Educational Sessions in April!

On April 11, 2007, the National CPCU Society will conduct two educational sessions at the Country Inn in Pewaukee. The sessions are titled “The Additional Insured” and “Insuring Defective Construction.” The National CPCU Society will be sending flyers to the CPCU membership with more details and registration information.

The courses are expected to be certified for continuing education credits in Wisconsin, as well as in North Carolina, New Hampshire, and Texas for claims adjusters.

Registration is Open for CPCU 520

The Greater Milwaukee Chapter is sponsoring a CPCU class that begins February. Here are the details:

- CPCU 520 – Insurance Operations and Regulation
Instructor: Amy Campbell, CPCU
Wednesdays from 4:00 pm to 5:15 pm
February 14, 2007 through June 6, 2007

More details are available on the attachment which appears later in this newsletter. Pass this information along to any prospective CPCU candidates. But hurry – this class has limited seating and is likely to fill up quickly!

Attend the Leadership Summit in Orlando!

Master the professional leadership skills you need to advance your career. Come to the CPCU Society’s 2007 Leadership Summit, April 18-21, in Orlando, Florida!

The **National Leadership Institute** is proud to present an exceptional array of leadership and career development educational sessions for the attendees of the 2007 Leadership Summit.

The following courses will be presented on April 19-20, 2007. Mark your calendar today!

1. Building Communication Strategies: Leverage Your Best Critical Thinking
2. Successful Negotiations for Insurance Professionals
3. Strategic Thinking and Planning
4. Building Highly Effective Teams
5. Creative Thinking in Business
6. Turbo Charge Your Career: High-Octane Tips to Fuel Résumé and Interview Success
7. Volunteer Leader Best Practices: Leadership Characteristics and Choices
8. Strategic Brand Thinking for the Entrepreneurial Insurance Professional
9. Climbing the Corporate Ladder: Strategies to Move Ahead During Tough Times

Last year’s Summit attracted the largest attendance in its six-year history. Watch the CPCU website (www.cpcusociety.org) for more details!

**Unpaid Members Are Losing Valuable Member Benefits—
Pay Your 2006-2007 Dues Now!**

If you haven't renewed your CPCU Society dues for 2006-2007, some of your valuable member benefits have already expired. Society representatives are in the process of contacting unpaid members and are ready to take your dues payment over the phone. For your convenience, you can pay by phone or fax, as well as by mail. Representatives from the Society's Member Resource Center are available to answer questions and provide assistance with your 2006-2007 dues payment—just call (800) 932-CPCU, option 4, or write to membercenter@cpcusociety.org.

If You're Retired, Don't Overpay

Stay active in the CPCU Society and the Greater Milwaukee Chapter. The Greater Milwaukee Chapter waives chapter dues for lifetime retired members (regular retirees pay 50% of the Greater Milwaukee Chapter dues). The Society charges only half the dues for regular retirees. Lifetime retired members pay a one-time payment of three times the national fee with the national fees being waived thereafter.

If you have any questions, call the Member Resource Center at 1-800-932-CPCU, option 4.

Please Keep Your E-Mail Address Current

The Milwaukee Chapter delivers all its communications and newsletters via e-mail instead of regular postal mail. The postage and printing savings will allow the Chapter to dedicate more financial resources to better serve your needs.

We need your help to ensure that your e-mail address listed in our membership database is correct. There are many ways you can change your e-mail address (or any other information). Simply pick any one of these options:

- Fill out the form that came with your 2006-2007 dues statement and return it with your dues payment
- Call the CPCU Society Member Services Center at 1-800-932-2728
- E-mail the Member Services Center at membercenter@cpcusociety.org
- Log on to the National CPCU website at www.cpcusociety.org and click the link to “Update Your Membership Information.”

We appreciate your help!

Maximize Your Membership Benefits – Join a Special Interest Section

The CPCU Society has 14 Special Interest Sections to accommodate Society members in different disciplines. Each section publishes its own quarterly newsletter, and is the source of information and education related to its specific discipline. Members can belong to as many sections as they choose. The sections include:

- Agent and Broker
- Claims
- Consulting, Litigation, & Expert Witness
- Excess/Surplus/Specialty Lines
- Information Technology
- International Insurance
- Loss Control
- Personal Lines
- Regulatory & Legislative
- Reinsurance
- Risk Management
- Senior Resource
- Total Quality
- Underwriting

Why Should I Join A Section? Section newsletters keep you up-to-date about the latest trends and developments in your field. Section symposia offer valuable educational training in issues vital to your specialty. Section members attend section-sponsored symposia at discounted rates. Section national committees encourage you to get involved and fine tune your leadership skills. Section networking events at the Annual Meeting and Seminars offer high level discussions and opportunities for valuable idea exchanges with other CPCUs in your specialty.

How Do I Join A Section? As a member of the Society, you can join a section by completing a section membership application and enclosing the appropriate dues. More information is available at the Society website at www.cpcusociety.org and clicking on the “Sections” tab at the top of the page.

You'll enjoy all the benefits described here as well as the prestige of belonging to a committed group of peers within the most highly respected professional association in the property and casualty insurance industry. For more information, contact the CPCU Society's Member Resource Center at (800) 932-2728, and select option #4.

CPCU 520 CLASS STARTS SOON!

- CLASS: CPCU 520 – Insurance Operations and Regulation
- INSTRUCTOR: Amy Campbell, CPCU
- DATES: Wednesdays from 4:00 pm to 5:15 pm
February 14, 2007 through June 6, 2007
- LOCATION: Wausau Insurance
11800 W. Park Place
Milwaukee, WI 53224-3009
- CLASS FEE: \$160.00. Checks should be made payable to “Greater Milwaukee Chapter CPCU”
- CONTACT: Brian Gilman
414-577-2397
Brian.Gilman@Wausau.com
- DEADLINE: Class registrations are due by February 7, 2007.

For more information, and for a registration form, please contact Brian Gilman at the phone number or email address listed above.

The seating for this class is limited and fills up quickly. Please pass this information along to any prospective CPCU candidates!

Upcoming Events Calendar for the Greater Milwaukee Chapter



February 14, 2007

Joint luncheon meeting with RIMS
Maggiano's, Mayfair Mall, Wauwatosa, WI
(Details on page 2 of this newsletter)



March 8, 2007

CPCU Ethics Month – luncheon meeting
Maggiano's, Mayfair Mall, Wauwatosa, WI
(Details on page 2 of this newsletter)



April 2007

Our Good Works Event – Blues Fest Night
Details to follow



April 11, 2007

Two Educational Seminars!
“The Additional Insured” and “Insuring Defective Construction”
Location: Country Inn, Pewaukee
Watch your mail for a flyer from the National CPCU Society with all the details!



May 2007

Annual meeting and luncheon
Details to follow