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**Greater Milwaukee Chaptergram
Volume XVII
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President's Message

It seems only yesterday that I sat down to write my first message and here I am writing my last one. This past year has certainly flown by. Some highlights of the year are:

1. All-Industry Day where over 50 new CPCUs were conferred their designation.
2. Two scholarships were awarded to deserving insurance and risk management major students from UW-Madison.
3. A joint meeting was held with the local RIMS chapter, and CPCUs were included in the Civil Trial Council of Wisconsin's Winter Conference.
4. Three Center for Leadership courses were offered, including one that qualified for agent continuing education ethics credit.
5. Four educational seminars with agent continuing education credits were offered.
6. The 10th Annual Blues Fest was held in April with over \$2,000 raised for Variety, the Children's Charity of Wisconsin.

Looking ahead, The CPCU Society's annual meeting and seminars will be held in Philadelphia September 6 - 9, 2008. Join CPCUs, new designees, and insurance industry leaders for four full days of educational events, professional networking, and celebratory events, in the historic city of "Brotherly Love."

Our chapter's All Industry Day is set for November 12, 2008 at the Italian Conference Center. Please mark your calendar now to save the date. Our keynote speaker is Dr. Robert Hartwig, CPCU, President of the Insurance Information Institute.

I have greatly enjoyed serving as President of the CPCU Society Greater Milwaukee Chapter during this past year. It has been a great year, and I think we have accomplished many things. I have many great memories from the

past nine years serving as an officer and committee chair of this chapter and better yet, I have met so many great people.

I would like to take this opportunity to thank all of the 2007-2008 officers, directors, and committee chairs for all of their hard work during this past year. I would also like to thank my employer, Partners Mutual Insurance Company, for their support during my time of serving the Greater Milwaukee Chapter.

To our new CPCUs who will be a part of the Class of 2008, congratulations! Get involved in the Greater Milwaukee Chapter. This truly is one of the great chapters of the CPCU Society.

Have a great summer and we will see you in the fall.

Mark H. Ewert, CPCU, CIC
2007-2008 President
CPCU Society Greater Milwaukee Chapter

Officer & Director Election Results

The following individuals were duly elected as officers or directors of the Greater Milwaukee Chapter and will serve for the 2008/2009 year:

President: David R. Young, CPCU, Wausau Signature Agency
President-Elect: Diana Mulranin, CPCU, Travelers
Secretary: Tammy J. Matter, CPCU, West Bend Mutual Insurance Company
Treasurer: David M. Zeller, CPCU, Partners Mutual Insurance Company

Directors:

Robert C. Burrell, CPCU, Borgelt, Powell, Peterson & Frauen, S.C.
Gary J. Redlinger, CPCU, Unitrin Property and Casualty Group & Kemper Auto and Home
Barbara A. Reilly, CPCU, Marsh USA Inc.

A special thank you to Patricia M. Cauwenbergh, CPCU for her years of service to the Chapter as Director. Pat retired from A.O. Smith Corporation in January 2008. Pat was awarded a CPCU Excellence Award by the chapter. Congratulations!



Celebrate "CPCU: Heritage and Horizons" in Philadelphia

On September 6–9, hundreds of new designees and CPCUs from around the world will gather in Philadelphia, PA for the CPCU Society's 2008 Annual Meeting and Seminars.

Be a part of history in the making! Register now to attend this unique gathering, where you can participate in a celebration of the Society's founding roots in Philadelphia, sharpen your technical and leadership skills, and glean exclusive insights to help you stay ahead of industry trends.

Be Inspired and Entertained

This year's meeting will feature an exciting lineup of speakers and special events. Among the highlights:

- Find out what makes a leader great from Keynote Speaker Doris Kearns Goodwin, an acclaimed historian and author of the best-seller *Team of Rivals: The Political Genius of Abraham Lincoln*.
- Learn how to face your fears and live life more fully from Conferment Speaker Phil Keoghan, host of the TV series *The Amazing Race*, and author of the best-seller *No Opportunity Wasted: 8 Ways to Create a List for the Life You Want*.
- Gain insights into the core values that contribute to industry success at Monday's general session on "Heritage and Horizons: Leadership Perspectives of Large Regional Carriers."
- Learn firsthand what experts say about the trends and external forces that will shape the industry in Tuesday's general session on "Through the Looking Glass: Industry Insiders Contemplate the Future."

Invest in High-Quality Education

Customize your Annual Meeting experience by choosing from more than 40 technical, career development, and leadership seminars. Among the scheduled topics:

- Building a Bridge: Connecting a Multi-Generational Workforce
- Emerging Issues in Professional Liability: The Subprime Mortgage Crisis
- Focus for the Future: Step Up and Take the Lead
- Mock Trial: The Truth Revealed about Noah Omitian and the Liberty Bell
- Smart Questions: The Keys to Sales Success

You can also learn how to manage your career more effectively, and provide more value to your organization at the fourth annual Career Center. In addition to career development seminars, the Career Center will offer free individual career management counseling.

Expand Your Leadership Potential

Arrive early to attend pre-meeting CPCU Society Center for Leadership courses on September 5. Six courses will be offered, including two new courses on "Creative Facilitation Skills," and "Leadership Opportunities with Today's Multi-Generational Workforce."

Register Today!

Online registration is now available. To register online or download the registration form, visit www.cpcusociety.org, and click on the "Annual Meeting and Seminars" button.

For more information or to request an Annual Meeting brochure, contact the Society's Member Resource Center at (800) 932-CPCU, option 5, or at membercenter@cpcusociety.org.

10th Annual CPCU Blues Fest

We did it again! The 10th Annual CPCU Blues Fest was a success. The event raised almost \$3,000 for Variety – The Children’s Charity of Wisconsin. About 150 people enjoyed the music of The Blues Disciples with special guests “Jim Liban, Milwaukee Slim, & Stokes.” Everyone had a great time!

Thanks again to everyone for making the 10th Annual Blues Fest a great success! It is really great to see the support that we continue to have each year.

Marlys Maciona, CPCU
Blues Fest Chairperson

Mark your Calendars - All-Industry Day Luncheon

Please reserve November 12, 2008 for the CPCU Society Greater Milwaukee Chapter's 42nd Annual All Industry Day Luncheon. Insurance Information Institute President, Dr. Robert P. Hartwig, CPCU, is the keynote speaker.

We need your help to register individuals as they arrive. Please contact Mark Ewert, ewert.mark@partnersmutual.com if you can help with the registration table at the November 12, 2008 All Industry Luncheon.

Need CE credits? Consider REBEX 2008!

REBEX 2008, the regional risk management conference organized by the Wisconsin and Chicago Chapters of the Risk and Insurance Management Society, has a new venue this year, which is much more convenient for Wisconsin attendees.

The conference is October 23-24, and will be at the Westin Chicago North Shore, at 601 N. Milwaukee Avenue, Wheeling, IL. It is less than two miles west of the Tri-State, just off of Lake Cook Road, and less than 40 minutes over the Wisconsin/Illinois border.

REBEX attendance qualifies for 10 CE credits for Wisconsin and Illinois insurance licensees, and offers an early registration discount. A complete agenda and program are available at this link: <http://chicago.rims.org/ChapterWebsite/CustomPages/track.cfm?CWID=5614&file=rebex2008program.pdf>

Congratulations to our New Designees!

The following individuals have already earned their CPCU Designation this year. Congratulations!

Anthony Hopkins, The Horton Group
Brian Koslowski, Rural Insurance Companies
Robin A. Tourangeau, Liberty Mutual



Are You Ready to Be a CPCU Society Champion?

CPCU Society champions are members who, due to their level and position within a firm, can “take the pulse” of the organization and update the Society about evolving needs and issues. Champions are also asked to facilitate two-way communications between the Society and their companies. Finally, these members “champion” the cause of the Society and the CPCU designation throughout their firm. CPCUs who become champions gain visibility and status within their organization and with Society leaders. They also receive access to the same Society resources and publications as their company’s chief executives. To find out more or volunteer to be a CPCU Society Champion send an email to CPCU_Champions@cpcusociety.org

CPCU Society Job Network News – Good News for Job Seekers!

Now is a great time to seek opportunities in the insurance and finance industry. The U.S. Department of Labor indicates that 184,000 openings occurred during the first quarter of 2008, with only 118,000 hires. Click on this link to see what’s new on the CPCU Society Job Network:

<http://www.cpcusociety.org/page/67029/>

And be sure to click here to update your résumé and post it anonymously on the Job Network:

http://www.jobtarget.com/c/profile/index.cfm?site_id=49&referrer=49

CPCU Society Member Disability Income Plan

There are three simple rules about income—Earn it. Multiply it. Insure it. Unfortunately, overlooking the last rule can single-handedly erase all the work of the first two—irreversibly.

Don't underestimate the importance of this coverage. Income that's worth protecting is worth protecting properly.

The CPCU Society Member Disability Income Plan, offered by Hays Affinity Solutions, comes complete with a menu of options that afford the benefit selections you want for the coverage your income needs:

- Your choice of plan: Maximum benefit that pays to age 65, or for 5 years.
- Your choice of Waiting Period: 30, 90, or 180 days.
- Benefits for up to \$10,000 a month for up to 60 percent of your income
- Rehabilitation Benefit INCLUDED.
- Residual Benefit INCLUDED.
- Renewable to age 70.
- Must be under age 65 (actively working at least 30 hours a week) to apply.

To learn more call (866) 312-4297, from 9 a.m. – 5 p.m., EST, each business day.