



CPCU

PHILADELPHIA CHAPTER
THE SOCIETY OF CHARTERED PROPERTY
& CASUALTY UNDERWRITERS

CHAPTERGRAM

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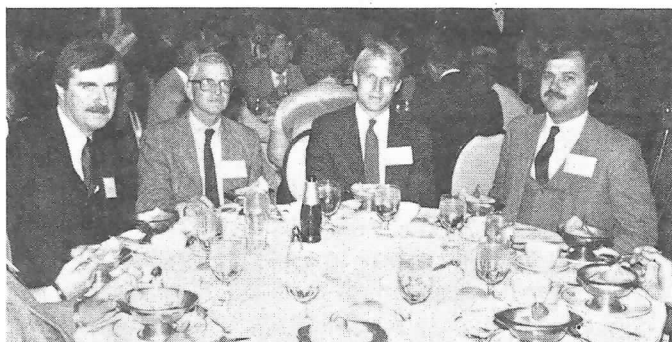
I-DAY . . . A Huge Success

Preliminary indications are that I-Day, 1982 was a huge success. It was really gratifying to see a gathering of so many professional insurance persons. The morning sessions and the afternoon panel were well organized and quite interesting. The luncheon ceremonies included the presentation of CPCU diplomas to 36 new designees of the Philadelphia Chapter. The diplomas were presented by George Hill, CPCU, President-Elect of the Society, assisted by Jim Hamilton, CPCU, Executive Vice President of the Society; Pete Palestina, CPCU, Philadelphia CPCU Chapter President; and Boyd Bruce, CPCU, National Director.

This annual event is co-sponsored by the Philadelphia Chapter of CPCU, the Delaware Valley Chapter of RIMS, and the Insurance Society of Philadelphia. Co-chairpersons Al Federico, CPCU, Mariellen Whalen, and Howard Prol, along with their committee members, warrant recognition for a super effort with outstanding results.



If these folks look happy, well they should be. They are some of the new CPCU designees.



Andrew Tobias, author of "The Invisible Bankers," addresses the afternoon session at I-Day.

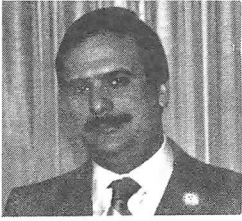
Panel members for the afternoon session include: Mariellen Whalen; Jeffrey Yates, Exec. Vice President & General Counsel, IIAA; Author Andrew Tobias; Bradford Mitchell, President, Harleysville Life; A. Addison Roberts, Former President of Reliance; Stephen Cozen, Senior Partner, Cozen Begier & O'Conner; and Mark Solomon, President, CMS Companies.



Gathering at I-Day are: (left to right) Boyd Bruce, Mariellen Whalen, George Hill, Al Federico, and Pete Palestina.



The President's Corner



Peter F. Palestina, CPCU
President

During the week of October 10th, my wife, Joan and I enjoyed meeting some of our members and new designees at the National Convention in Miami. The weather was excellent, and the programs were well-run and gave much food for thought concerning the insurance industry and the economy of the United States. To the 36 new designees of the Philadelphia Chapter, we extend our sincere congratulations on your achieving the CPCU designation and wish you continued success. It is our hope that you will become active members of the Chapter by attending our meetings and volunteering your time to serve on Committees, since we can always use not only your help but also the new and varied input that each person brings with them.

I have received many favorable responses from members concerning our new Chaptergram. Remember that this is your newsletter and is meant to be informative and entertaining. Please let our editor, Phil Spinelli, know what is going on out here — new members, new ideas, congratulations, or just plain ol' gossip! Your thoughts and comments are appreciated. Don't be shy about sending us a photo of yourself or of an event that would be of interest to our members.

The sub-chapter in the western suburbs is getting underway, and its first meeting will be held in January. Our liaisons, Tom Giangliulo (Chester County) and Ernie Martino (Montgomery County), in conjunction with Don Martin, Herb Shartle, Jim Gow, and Mary Anne Kurgan, have worked diligently in forming the sub-chapter. All six are on the steering committee and are presently putting things together to make a sub-chapter viable. We congratulate them on a job well-done and wish the sub-chapter success. Your Board approved the Operating Budget for the 1982 fiscal year at its October 20th Board of Directors meeting.

With all the projects we are undertaking — new Chaptergram, public relations, continuing education, outstanding achievement award (as yet unnamed), chapter directory, candidate development, and the sub-chapter — and the fact that our printing and mailing costs have skyrocketed, we projected a deficit in excess of \$7,000. Since most of the revenue from our meetings and events

income are offset by the expenses . . . and in most cases are operated at a loss . . . our major source of income is the Chapter dues. Our dues have been held at \$15 for over 15 years, and the Board reluctantly approved a \$5 increase for the 1983 dues. It simply had to be done if we are to continue to improve programs and funding. Even with the increased income from dues, we are projecting a deficit of \$4,100. Hopefully, we will be able to cut expenses whenever we can and to find other sources of revenue to cut the deficit. You may be interested in knowing that 30% of the various chapters charge more than \$15, with 19% charging \$25 or more and some chapters charge as much as \$50. The dues for the new designees will continue to be waived for the year following their designation as well as the current year.

I don't have to tell you that these are hard times. Unemployment is rampant, and the insurance industry is in a state of uncertainty and constant change. Your education as CPCU's as well as your continued involvement, both educational and practical, may help you to understand what is going on and prepare you for the future success of your career. In closing, on behalf of myself and the Board of Directors, we wish you all a Happy Holiday Season and a healthy and prosperous 1983.

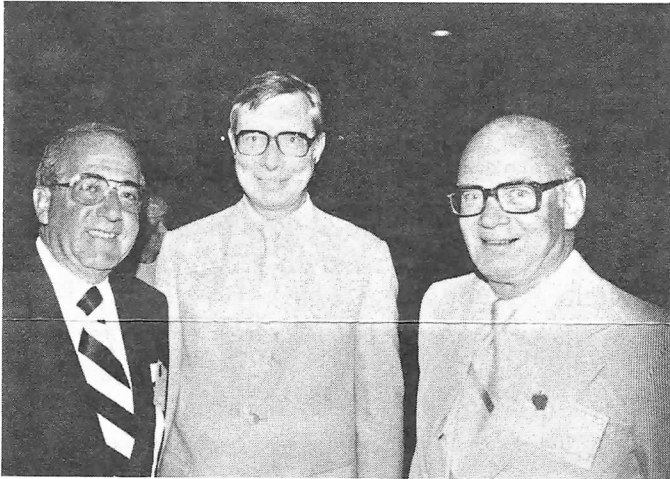
Chapter Board Approves New Operating Budget

The officers and directors of the board approved the following operating budget for the fiscal period 7-1-82 to 6-30-83.

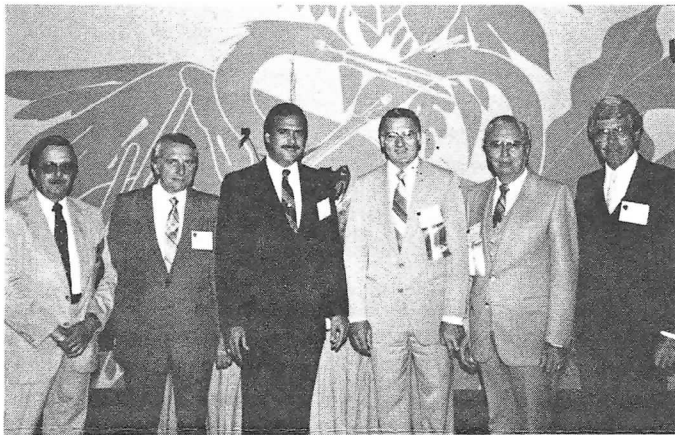
<u>Expenditures</u>	
Monthly Meetings	\$5,100
Postage/Printing	4,000
Annual Meeting	2,650
Spring Social	2,500
Public Relations	2,500
Chapter Directory	1,000
Contributions/Awards	2,900
Other	1,350
	Total <u>\$22,900</u>
<u>Income</u>	
Dues	\$9,000
Monthly Meetings	5,100
Interest	800
I-Day	500
Spring Social	2,500
Sponsored Seminars	750
Misc.	150
	Total <u>\$18,800</u>
Projected Deficit	<u>\$4,100</u>
Projected Cash Balance, June 30, 1983,	<u>\$12,820</u>

Presidents Abound at the Miami Beach National Meeting

The Philadelphia Chapter's reception featured its share of presidents — past and present.



By the smiles on their faces, no question that this trio of Len Garry, Walt Butterworth, and Homer White enjoyed some good fellowship.



Here's a real line-up for you: Boyd Bruce, Bill Arnold, Pete Palestina, Frans R. Eliason, Dr. Overman, and Iles Wauhop.

1983 Regional Officers Conference

Four officers of the Philadelphia Chapter will be attending the Regional Officers Conference on January 13, 14, and 15. They are Pete Palestina, Phil Spinelli, Steve Graves, and Vince Phillips. This is an opportunity for the Chapter Officers to discuss items of importance to the membership with their counterparts in other chapters. Therefore, if there are any topics which any of you would like to have discussed, please contact an officer named above. All participants are planning on attending the P/R workshops as well as the regular session.

It's That Time Again

Phil Spinelli

When I look back at the year 1982, I am reminded of the old shell game . . . now you see it, now you don't. When did 1982 go? Is it possible for a year to disappear so quickly?

Unfortunately, yes! Such circumstances make you wonder how a person is supposed to do all those things he planned to do. You remember, those New Year's resolutions. Somehow, there just wasn't enough time.

I remember my last year's resolutions as though I had made them yesterday. I recall how carefully I planned, developed my action plans, and established my completion dates. But, somehow, I just didn't quite make it. Now, just like you, I am not given to make excuses. I do remember, however, that January was very involved so I naturally had to put those things off to February. Of course, February is a short month and before I knew it, we were in March. And "March" right through the remainder of the year. Golly, there just wasn't enough time! But all that isn't going to deter me this year. No, Sir! I know exactly what I am going to do. I have made my resolutions, and I am committing myself to a firm action plan . . . starting in January.

What's that you say? Oh, yes, you want to select the right shell. Hmm, you know, you're right. The hand is quicker than the eye. But if I had enough time, I could figure it out.

Project INVEST

Project INVEST . . . Insurance Vocational Educational Student Training . . . is in its third year in Northeast High School and in its second year at Gratz High School. The Philadelphia Chapter, CPCU, has been participating as a sponsor of Project INVEST, which is a business education course whose primary focus is to introduce high school students to the operations of an independent agency and to the insurance business in general.

THE CPCU CHAPTERGRAM

Philadelphia Chapter, CPCU

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SHORT NOTES:

- **New Designees.** Omitted from our list of new designees was Robert W. Ulmer, General Accident. Bob completed his exams in January, 1982 and did not appear on the June listings which we used. Also, apologies to Michael Donato for the misspelling of his name.
- **New Members.** Welcome to Leon Ward, who comes to us from Connecticut Chapter.
- **Changes.** Charles Willimann, Jr., has joined The Walsh Company. Charles was previously associated with RBH.
- **Transfers.** Doug and Eileen Berchem to the New York City area. John P. Courtney, Colonial Penn, to Tampa, Florida. Bill Griswold has been transferred out of the area by Fireman's Fund. Our good wishes go with these former Chapter members.
- **Thanks to all of you who have responded to our request for sponsors.** All of the IIA/CPCU students who have expressed interest in being sponsored have now been placed with a Chapter member. Of course, our need will be continuing one; we are still receiving sponsor requests from students all over the Delaware Valley. We'll be happy to add your name to our file of personal sponsors. If interested, please contact Barbara Best, CPCU, at 569-6189.
- **Sub-Chapter Activity.** The second meeting of CPCU's interested in forming a Sub-chapter in the western suburbs was held on November 3rd. Good progress was reported in terms of interest and attendance. The Steering Committee consists of Tom Giangiulio (647-3205), Don Martin (878-8300), Herb Shartle (337-1300), Jim Gow (631-9831), Mary Anne Kurgan (279-6210), and Ernie Martino (275-0548).
- **An inquiry was requested by Harry Cylinder, CPCU of First Risk Management Co., 90 Bustleton Pike, Feasterville, Pa. (322-2400) to see if any interest existed among the membership for the formation of a sub-chapter in the Northern suburbs. If interested, contact Harry or your Bucks County liaison, John Wright (968-4741).**
- **Jack Kennedy, the Southern New Jersey liaison, has planned a meeting on January 12th, 7:00 P.M., to see if there are any specific issues or concerns which the Chapter members in this part of the Garden State would like to have addressed. The site is the Harleysville Branch Office, 305 Fellowship Rd., Morrestown, NJ. Jack can be reached at 215-322-3025 or after hours at 609-654-5639.**

Breakfast Meeting Updates

Dave Twomey, Director of Corporate Public Affairs, Sun Company, was the featured speaker at our September 23rd Breakfast Meeting. Dave's talk dealt with the enforcement of the 1970 Clear Air Act and the attendant issues as perceived by the business community. The focus of his talk was directed toward the application of the law, which he suggested is sometimes irrational, and not to the objectives of the 1970 Act, which was enacted with all good intentions.

The speaker at our October 27th meeting was Paul P. Dudey, CPCU, Associate Editor of the Fire, Casualty Bulletins. His topics, "Re-examing Some Cherished Insurance Myths," was interesting and entertaining. Mr. Dudey is an excellent speaker, and he covered a multitude of topics.



Good fellowship is a feature of the breakfast meetings, as is evidenced by this group at the 10/27 meeting. But more importantly, the breakfast meetings, through the use of varied speakers and topics, are a way for the Chapter membership to participate in continuing education experiences.

New CPCU'S — Get Involved, Says Harry Johnson

I would like to extend the opportunity and to encourage all new designees to participate in our Society's activities. Your willingness to become active in the sponsorship program was greatly appreciated. For those of you who have not become involved in this program, but wish to do so, please give me a call, and I will add your name to our list of sponsors.

As your New Designees Representative, I am permitted to attend the monthly Board meetings. This privilege allows us, the 1982 designees, to introduce new ideas as well as to participate in the direction of future CPCU activities. If you have ideas you wish me to present at these meetings, please feel free to call me at 567-6300.