



CPCU

PHILADELPHIA CHAPTER
THE SOCIETY OF CHARTERED PROPERTY
& CASUALTY UNDERWRITERS

CHAPTERGRAM

VOLUME 24, NUMBER 2

Peter F. Palestina, CPCU - Editor

December, 1990

PHILADELPHIA CHAPTER RECEIVES SIX AWARDS BY NATIONAL SOCIETY IN D.C.

Our Chapter received a total of six awards (our highest ever) at the national convention in Washington D.C. Except for the President's Cup; we won every award available to chapters.

There were fourteen Chapter finalists for the President's Cup of which Philadelphia was one. That particular trophy for jumbo chapters (chapters having more than 300 members) went to New York and Connecticut who tied for first place. Philadelphia received the next highest award, that being the president's award for excellence.

The six awards the Chapter received were as follows:

- Jay W. Gleason, Public Relations Award for Excellence
- Edwin S. Overman, Candidate Development Award for Excellence
- Research Excellence Award
- Continuing Professional Development Award for Excellence
- E. Adrian Teaf Memorial Education Award - For Conduction Outstanding Educational Programs
- President's Award for Excellence

Congratulations to last years Chapter officers, directors and members headed by past president Joe McNasby for their outstanding effort in achieving these awards. Although the President's Cup continues to elude us and remains the only award Philadelphia Chapter has never received, it is only a matter of time and extra effort before we finally take that prize. Perhaps we can take it all in 1991 when the convention will be held in New Orleans.



Chapter President Art Hanebury (R) displays ribbons for the six awards presented to the Chapter in D.C. with past president Joe McNasby.

Treasurer's Report

as of October 17, 1990

By: William W. Engler, CPCU Treasurer

	1990/91 BUDGETED	Year To Date ACTUAL
Income.....	\$ 43,100.	\$7,046.
Disbursements.....	\$ 49,040.	\$1,888.
(Deficit) / Surplus.....	(\$ 5,940.)	\$5,158.
CASH BALANCE:		
Checking.....	\$ 6,763.	
Money Market.....	21,606.	
TOTAL.....	\$ 28,369.	

ETHICS AWARENESS WEEK DECEMBER 3-7, 1990

Insurance professionals representing both the CPCU and CLU designations joined forces to increase the awareness of high ethical standards in the insurance profession during Ethics Awareness Week, December 3-7. The week-long event was focused on joint educational meetings of Society of CPCU and Society of CLU chapters.

Ethics Awareness Week is jointly sponsored by The Society of CPCU, The American Institute for Property and Liability Underwriters (AIPLU), The Society of CLU, and The American College. This was the first time that all four organizations have collaborated on such an event. Society chapters around the country had been encouraged to meet with local CLU chapters to conduct an educational program with a panel discussion on timely ethical challenges facing professionals in the insurance business.

"Ethics Awareness Week will offer CPCU chapters a unique educational experience as well as the opportunity to network with colleagues in the life field," said Stephen J. Paris, J.D., CPCU, CLU, president of The Society of CPCU. "This event also offers CPCU chapters the opportunity to exercise leadership by inviting other insurance professionals in their business communities to attend the meeting."

CPCUs who participate in Ethics Awareness Week will earn points in the Continuing Professional Development (CPD) program. The event also fulfills criteria for chapter recognition through the national Public Relations Award and the President's Award.

Philadelphia Chapter CPCU and the Philadelphia Association of Life Underwriters met on December third at the Hershey Hotel in Philadelphia for this occasion. A report will appear in the next chaptergram.

A Special Thanks To Some Special Corporations

PROGRAM CHAIRMAN LARRY KLEIN, CPCU ON BEHALF OF THE CHAPTER WOULD LIKE TO ACKNOWLEDGE THANKS TO THE FOLLOWING ORGANIZATIONS THAT PURCHASED PHILA. CHAPTER OF CPCU "CORPORATE SEASON TICKETS". THE CHAPTER APPRECIATES THEIR SUPPORT.

Admiral Insurance Company	Marsh & McLennan
Aetna Life and Casualty	Mather and Co.
Alexander & Alexander	Montgomery General Agency
American International Group	Palley Simon Associates
Argonaut Insurance Company	Posse-Walsh Inc.
CIGNA	Reliance Insurance Company
Cohen-Seltzer, Inc.	Rollins Burdick Hunter of Pa.
Colonial Penn Group	Sedgwick James Of Penna.
Delaware Valley Underwriting Ag.	The Graham Company
Fireman's Fund Insurance Co.	The Simkiss Agency
General Accident Insurance Co.	Tom Kelly Agency
Insurance Society of Philadelphia	Watlington & Cooper
Home Insurance Company	United National Insurance Co.

Lark Brokerage Capacity Inc.



The President's Corner

Perception Is Reality

Art Hanebury, CPCU President

CONGRATULATIONS AGAIN! At the National Convention held in Washington, D.C. the Philadelphia Chapter was recipient of every available award in the excellence category. These awards are listed elsewhere in this Chaptergram.

Our top-notch year was capped as we were awarded the **President's Award for Excellence**. Special accolades to Joe McNasby for his five-star leadership of our organization (a very difficult act to follow)!

The wheels of progress have not and must not stop. Recently the Philadelphia Chapter had I-Day, an industry premier event. We participated in Ethics Awareness Week by having a joint breakfast with the CLU and by participating in a WHYY Fund Raiser by manning the phones on the air! Ours is to make the good effort expended last year, even better during 1990-91!

A very important message was relayed to CPCUs during a general session held during the National Convention in Washington. On the panel of speakers, there were three reporters whose responsibility it is to report about insurance in their respective media, (TV, papers and magazines). Their message:

"Perception is Reality"

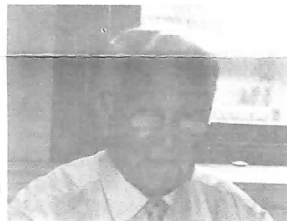
Until we, the CPCUs, through diligent effort, and professional and ethical behavior, show the insuring public that our industry is not the guys in the black capes, we will be susceptible to cheap shots by the Ralph Naders and Robert Hunters of the world.

We must follow the CPCU Professional Commitment with personal involvement with the chapter and/or national committees. Additionally, we must follow the Commitment everyday at our desks.

"I shall strive at all times to live by the highest standards of professional conduct; I shall strive to ascertain and understand the needs of others and place their interest above my own; and I shall strive to maintain and uphold a standard of honor and integrity that will reflect credit on my profession and on the CPCU designation."

MEMBERSHIP COMMITTEE REPORTS PROGRESS

BY: Jack Derrickson, CPCU
Chairman, Membership Committee



A year ago your Chapter had 531 active members which represented 74.6% of all the CPCUs in our area. According to the most recent tabulations we have from National Headquarters, we now number 575 active members or 75.3% of all those in the area. Thus in the last year, we have increased our membership by more than 9% and at the same time have slightly bettered the percentage of those participating. Credit is due to all members of the Board of Directors, who compose your membership committee.

The post office tells us that some 9% of our former members are showing faulty addresses, i.e., mail we send these CPCUs is returned. In a future report we hope to ask your help in locating them.

The remaining 15% of the CPCUs in the Philadelphia area apparently are not interested. We hope to persuade these inactive colleagues to either rejoin us or to indicate to us in writing their desire to sever their connection with our chapter. We still felt that if they were to attend a couple of our breakfast meetings-which unpaid CPCUs are eligible to do-most of them would rejoin. If you run across any inactive CPCUs, you might point out to them what they are missing in not attending our stimulating breakfast meetings.



National Director's Corner

Time To Think Ethics

Robert M. Campbell,
CPCU National Director

Now that we have a great convention in Washington D.C., and an excellent Philly "I" Day behind us, we have to look forward to upcoming challenges. One of those that is occurring in December is **Ethics Week**. Your Chapter is planning activities commensurate with this week, and hopefully it will have a lasting effect on all of us. Think about ethics, and the following pledge.

As a Chartered Property Casualty Underwriter...

I shall strive at all times...to live by the highest standards of professional conduct....

I shall strive to ascertain and understand the needs of others....and place their interests above my own....

And I shall strive to maintain and uphold...a standard of honor and integrity...that will reflect credit on my profession...and on the CPCU designation.

There is a lot to ponder in this pledge, and I give emphasis to the second pledge, in that, "I shall strive to ascertain and understand the needs of others...and place their interest above my own." The demands being placed on us all require the particular emphasis on ethics, and not to succumb to the pressures that might destroy our images with the insuring public.

Wishing you success in the challenging year ahead.



New Designees Column

By: T.C. McDonnell, CPCU
Chairman - New Designees Committee

Twenty eight of the June CPCU Completers have indicated that they will affiliate with our chapter. These 28 plus 24 January completers brings the year to date total to 52. Interviews will be conducted shortly to name one of the 1990 class as 1990 New Designee Representative. The New Designee Representative is invited to attend our Chapter Board Meetings and acts as liaison between the Board and the 1990 New Designees.

The Philadelphia Chapter hosted a post conferment reception in Washington D.C. to honor our new CPCUs. The Chapter also hosted a reception after the I-Day activities were completed. We experimented with a "Job Jar". 1990 New Designees were asked to draw a card from the "Job Jar". On the card was a "job" that they were asked to complete. We expect completion of jobs from the "Job Jar" will help 1990 New Designees become active sooner and the "job" will help them to begin personal networking.

Attendance at both sessions was good. The Philadelphia Chapter has again benefitted by the caliber of the 1990 New Designees.

SEPTEMBER MEETING RECAP

The Image of the Insurance Industry: "How Did We Earn It and What Can We Do About It."

By: *Deborah Alston, CPCU*
Public Relations' Committee



Mechlin D. Moore was guest speaker at the September Breakfast Meeting. Mr. Moore currently serves as President of the Insurance Information Institute, a fact finding, research, educational and public relations organization supported by property and casualty insurance companies.

As a communications organization, the III is vitally concerned with the image of the insurance industry. It's primary mission is to improve the public's understanding of property and casualty insurance and in so doing, increase public support for the industry and its policies. Presently, the organization faces a very difficult task because of the low public perception of insurance carriers. This is borne out by comparing two industry public opinion polls. In 1966, 63% of the individuals polled had a favorable attitude toward insurance. In contrast, a 1989 survey revealed that only 16% of the general public had a positive attitude towards automobile insurance.

What difference does image make? It is obvious that the insurance industry cannot retain such a negative image for a prolonged period of time. To do so would be to invite more government intervention, more restrictive legislation and ultimately, direct takeover of certain segments of the business. Consequently, insurance professionals should concentrate their efforts on what they can do personally and professionally to improve the industry's image.

Why has it deteriorated so dramatically? The decline in image in the 1980's is ascribed to two basic causes. The first is the commercial insurance crisis that occurred in the middle 80's. After the property/casualty industry reached a pinnacle of earnings around 1978, a long decline in underwriting profits set in. This was caused by several factors, two of which were cut-throat reduction of prices to gain market share and the escalation of claims through the reversion of the tort system.

These factors unfortunately led to a bottom line loss in 1984, the worst underwriting loss that the property/casualty industry had experienced since the 1906 San Francisco earthquake and fire. The industry's reaction was to over react and through 1986 it was not uncommon to see premiums in the commercial lines increase from 50% to 100%. At that time, insurance became unavailable in many politically and emotionally charged areas, such as municipalities and day-care centers. This made a significant negative impact on the image of the industry.

The second cause for the low public perception of the insurance industry is the automobile crisis that developed in the last half of the 1980's, culminating in Proposition 103 in California. This crisis was brought on by both political and economic factors. Automobile insurance became a political issue in the 80's when the price of coverage started rising faster than the consumer price index. Auto insurance premiums were not rising any faster than hospital costs, physicians' fees, auto repair costs or any of the other factors that go into making up the premium. However, it was the public perception that insurance was increasing at an unreasonable rate. This was exacerbated by the fact the price of automobiles was also increasing. Covering a more valuable asset resulted in even higher insurance premiums. Despite the fact that the industry bases automobile pricing on actual costs, and there is no question about the reality of the costs, property/casualty carriers were perceived as unjustifiably raising automobile premiums. This situation furthered the negative image of the insurance industry.

What should be done about this poor image? There are four areas to which the industry should address itself to restore the image of insurance in the minds of the public and the leaders who influence legislation and regulation.

The first area that should be addressed is service. This includes, among other things, prompt and full payment of claims and adequate explanations of the components of premium increases. It also involves concentrating on overcoming the wholesaler mentality, meaning that a large segment of the industry views the agent or broker as the customer

and does not focus on the ultimate customer, the policy holder.

Second, the industry should focus more directly and innovatively on the insurance product. Unlike most industries that produce a tangible product for it's customer, the insurance contract is a promise that does not provide any instant gratification. Consequently, carriers must re-evaluate its products. For example, in automobile insurance the industry should examine the rating criteria used; age, sex, and marital status, and develop rating mechanisms that are more socially acceptable in today's environment.

Outreach and coalition building is the third area towards which the industry should direct its efforts. It should reach out to consumer groups and thought leaders to demonstrate that the insurance industry is a trusted ally and not an enemy. The beneficial things that the industry has participated in, such as leading the battle for auto airbags, should be more widely publicized. Also, carriers should strengthen their commitment to loss control.

Finally, communications must be the highest priority. All insurance professionals should be willing to be ambassadors for the industry. Although it is difficult to speak before skeptical or hostile audiences, it must be done to communicate the industry's message and improve it's image.

If these four areas are adequately addressed, over the next four to five years the property and casualty industry can be restored to public recognition. In so doing it can ward off the political momentum of more restrictive regulating measures, rate rollbacks and takeovers of certain segments.



Mechlin D. Moore, President of the Insurance Information Institute speaking at our September meeting.



Program Chairman Larry Klein, CPCU discusses upcoming events at the September meeting.



Some of the members at our September meeting.

1990 Philadelphia Area New CPCUs

Congratulations are in order to the following fifty-four people who have earned their CPCU designations in 1990. Hopefully they will all become active Chapter members.

Bruce M. Allen	Thomas J. Padden
Richard E. Bird	Duane C. Parker
Robert James Bush	Joanne C. Partridge
Peter J. Busher	Raymond Hunter Perry III
James A. Clewley	Ronald F. Profaizer
John S. Eckley	Scott A. Rassi
Thomas P. Fay	Lynn Rauscher
Laura Rozycka Feldman	Max T. Reihmann, Jr.
Peter J. Gakos	Gregory D. Rowan
Audrey J. Gillespie	Louis D. Salvucci
Donna L. Goepfrich	H. Robert Schielke
Larry M. Gross	Emily Shane
Kathleen M. Hanley	Joyce K. Shefsky
Leslie J. Hawkes	Francis X. Simkiss
Mary G. Kiely	Richard F. Smith
Thomas H. Killion	Richard J. Steuterman
James LaPlante	Latchu K. Uderomall
Linda W. Martin	William W. Weir
Hugh McClure	Bruce R. White
Mary Katherine Meehan	Elaine Mosny White
Francis A. Menna III	Robert J. Whittle
George A. Morris	Cynthia Kelly Wolkiewicz
Dennis P. Murphy	George Carrington Wood
Sharon A. Murphy	Richard S. Worthington
Philip E. Nassos	Christopher J. Wrobel
Kathleen Orrell	Micheal B. Yeager
Michael J. Ostroski	Susan J. Zankowski



Richard Steutermann, CPCU with wife June



Ray Perry III, CPCU and Susan Zankowski, CPCU



Chris Wrobel, CPCU (L) and Greg Rowan, CPCU



Bill Weir, CPCU (L) and Bruce White, CPCU

Photos of New Designees at our Hospitality Reception in D.C.



Linda Martin, CPCU with husband Mike (L) and Chapter President Art Hanebury



Left to right, Rita Hanebury, CPCU, Joanne Butterworth and Cynthia Wolkiewicz, CPCU



Sharon Murphy, CPCU (L) George Alexander, CPCU and Elaine White, CPCU



Richard Smith, CPCU and his wife Kass

Words Of Wisdom Heard At The Washington D.C. National Meeting

The following quotes were heard at the various seminars during the National Meeting in Washington. Some are humorous and some hit home in a serious nature.

The following were from Admiral William J. Crowe Jr., former chairman of the joint chiefs of staff during his address to the CPCUs attending one of the general sessions:

- Freedom is not always free.
- It is times like these that we realize there were times like these.
- There comes a time in every man's life when he must ignore his principles and do the right thing.
- Quoting Yogi Berra....The future ain't what it used to be.

As the convention was taking place during the budget hearings, many of the government facilities were closed to tourists. An appropriate comment heard was...we were at the right place at the wrong time.

On computerization:

- Our industry has reached an all-time low just as we've reached an all-time high utilizing computers.
- Let's refocus a little bit from hardware to humans.
- We need to shift funds from hardware to humans in order to recapture customer's trust.

On retaining clients and servicing them:

- It's like dating or courtship...you have to hold their hand and give them a kiss every once in a while.

By John R. Coleman, Educator, Administrator and Author who presented a keynote address at the conferment and reunion dinner:

- I have extremely large ears...I was meant to be an eaves dropper.
- Go where your heart and your head tell you to go...listen to the 2:30 a.m. voice, not the one you hear during the work day because that voice will talk you out of it.
- Integrity is being willing to be accountable to those you love the most.

Impressions From A New Designee

By: Cynthia Kelly Wolkiewicz, CPCU Class of 1990.

As a 1990 Designee, I experienced the Annual Convention with much anticipation and enthusiasm. Leaving my husband and baby daughter at home, I tread out alone but never lonely. From the drive there with Art and Rita Hanebury, to the friendliness of all conventioners, my time was well occupied and enjoyed in Washington, D.C.

The convention was impressive. My hat is off to the organizers - they really know the meaning of the word! Even the Conferment Dinner, where over 1,400 of us personally received our designations, went without a hitch and in a timely manner too.

I will fondly remember the CPCUs I met from all across the country and only hope that we will meet again.

Some Stats On This Year's Convention

This year's new designee class and number of CPCUs attending the annual meetings and seminars in Washington was well attended with 4,001 registrants. This includes a total of 1,830 new designees. Philly Chapters new designee class was represented with 29 of 54 new designees attended and of those new designees attending 18 of them took a guest.

In addition to the 29 new designees, 80 Chapter members also attended and 30 of them brought a guest. All in all, a total of 157 Philly Chapter related people attended (not including children).



Boyd Bruce (R) mans one of the sections tables for the National Society at the convention



Barbara Best, CPCU (R) chats with co-worker while at her company's exhibit at the D.C. convention.

A Poem From the Chapter's First Lady, Rita N. Hanebury, CPCU

*When asked to write a word or two
of our days in Washington
I reflected on the schedule of events
and the way it had begun.*

*The first day started at eight o'clock
The second and the third.
The speakers, they were quite diverse -
not one of them a nerd.*

*The keynote speaker - Admiral Crowe
was a most impressive guest.
His strong beliefs and cool demeanor
set the pace for the rest.*

*Monday night, real talent was shown
by the chief executive board.
The delivering to each designee
their correct and proper reward.*

*Three days of seminars carried on
Ed Levy moderated one --
We Exploring the Unknown: Questions to Ask
We're proud of you "my son".*

*Our leader Mr. Stephen Paris
stressed ethics to us all
Living by our CPCU Commitment
will make us all stand tall.*



Don Oakes, CPCU and wife, Pam, chow down at the Final Nights Dinner Dance at Union Hall.

Philly "I-Day" Recap

By: Terrence Carlin, CPCU Co-Chairman

Almost 1,000 Insurance Professionals Attended Philly I-Day

Insurance in a Changing World was the theme for Philly I-Day which again ranked as the largest insurance function in the Delaware Valley. Nationally known industry speaker Bill Bailey gave an outstanding speech to start off the day's General Session.

Bailey's talk centered on the conflict between state regulators duty to protect consumers versus private industries right to a fair return or profit. As chief counsel and spokesman for the Insurance Information Institute, Bill Bailey's talk was informative and entertaining.

The seminars were shortened and the new format of six sessions preceding lunch seemed to be popular. The seminars ranged in topics from International Markets, featuring A1 Global President, Joseph Smetana to Alternative Markets with consultant Robert Brian of Conning & Company. Workers compensation, Health Insurance and two seminars dealing with the Agency System and issues facing our industry titled Yesterday, Today and Tomorrow were the other well attended sessions.

There were 27 new designees honored at lunch by a diploma ceremony with the CPCU National Society's new President, Stephen J. Paris, CPCU. At a reception following lunch, the Philadelphia Chapter had a job jar which allowed new designees to get involved in our chapter through work assignments for the various committees represented by the Board. The success of Philly I-Day coupled with more involved members of our new designee class of 1990 make the day memorable for the Philadelphia Chapter.



I-Day opening speakers William E. Bailey, ESQ., (L) and Stephen A. Cozen answer questions from audience.



New designees standing in recognition at the I-Day luncheon.



Chapter President Art Hanebury encouraging new designees to become active Chapter members at our I-Day hospitality suite.

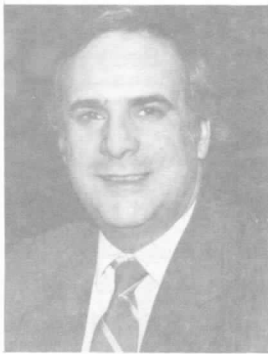


At I-Day our new designees receiving diploma and congratulations from Society President Stephen J. Paris, J.D., CPCU and Executive Vice-President Pete Synnott, CPCU as Chapter President Art Hanebury, CPCU reads the names.



Tables of new Designees and guests at I-Day.





FROM THE EDITOR

Government Shutdown May Have Helped Seminar Attendance In Washington, D.C.

Peter Palestina, CPCU Editor

Once again we report on the various activities and scuttlebutt from the Society's annual meeting and seminars. This year held in October at Washington, D.C.

For a change, most of the CPCUs attended all of the seminar sessions. Perhaps it was because of topics but I suspect it also had something to do with many of the government attractions being closed due to the legislators inaction on the federal budget. The weather was excellent with most days sunny and temperatures in the mid 80's. All of the hotel swimming pools had been drained at the end of September so we couldn't take a dip in the warm sun, a further reason to attend the seminars.

The only complaint I had about the seminars was the availability of continuing education credits for certain seminars which somewhat restricted which sessions many of us seeking credits could attend. See related article on this subject. All and all it was a great convention and congratulations are in order to the National Society and the D.C. Chapter for all the hard work that went into putting it all together.

Here's best wishes to all of you for the holiday season and the upcoming New Year. Until the next quarterly issue, here's hoping you all get involved with Chapter activities and continuing education, especially our new CPCUs.



Anne Kopanski, CPCU (L) greets new designee Sharon Murphy, CPCU at the convention.

Inquiry On Unavailability Of Continuing Ed. Credits For Certain Seminars At The National Convention Is Addressed

By: Peter Palestina, CPCU Editor

While the Annual Meeting Seminars recently completed in Washington, D.C. were a tremendous success and the quality of these seminars were at the same consistently high level as in the past, some disappointment was noted over the fact that a number of the seminars had not been filed for continuing education credits. Producers relying upon attendance at these seminars for credits found themselves having to go to other seminars in which they were less interested simply because credits had been obtained for those sessions. Others who had a great interest in one subject and attended that seminar, even though CE credits had not been obtained for that meeting, were forced to forego points that could have been earned by attending another seminar of less interest.

I asked Pete Synnott, Executive Vice-President of the Society of CPCU as to why all of the seminars had not been filed for approval so that broader selection would exist for those relying on these meetings for CE credits. Twelve of the twenty-two seminars were not filed for CE State approval.

Pete responded that the main reason certain courses were not filed for the Annual Meeting was that we know from past experience that States will not

approve certain courses for CE credit. In order to obtain an approval or disapproval for any CE program, it must be filed with the State in question and a fee paid for each progra. For example, in the case of one State, filing for the Annual Meeting means paying \$25 for each of the 22 seminars for approval only to have the entire meeting rejected at a cost to the Society of close to \$600 and no CE credits being earned. A claims service seminar may earn points in one State and not in another and yet the filing fee has to be paid in every case for each seminar. Economically then, where we know that a State will not approve a certain type of seminar it does not make sense to file it for approval. As a general rule, we have learned that States will not grant CE credits for programs unless they feel they are directly related to an agent's or broker's daily business. Routinely, States disapprove for CE credit any programs which deal with sales, management, regulation, ethics, and personal motivational type meetings. They also disapprove reinsurance seminars because the feeling is that it is a company function and not an agent function.

In reviewing the title of the courses which were not filed, they all fall into one of the categories above in which the states generally feel are not germane to the day to day activities of agents and brokers. By looking at the list of those that were filed and where some States did give credit it is still evident that a number of States did not give credit for seminars for which other States did.

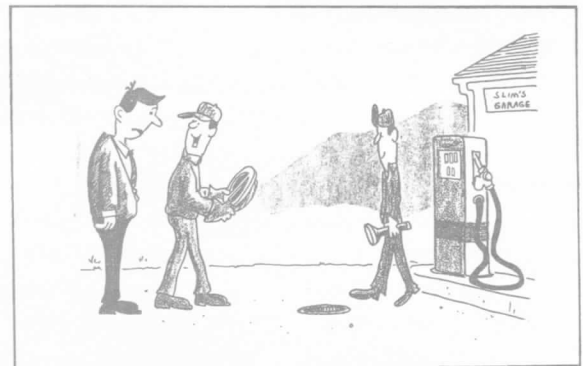
In short, the Society does not think it makes economic sense to file programs it knows will be routinely rejected by States based on past experience. Had all of the programs been filed in all of the CE States, and the expected routine rejections occurred, the Society would have, in all probability, wasted up to \$20,000 on such an exercise.

I indicated to Pete that at least there could be a better way of communicating this to the members and suggested that a listing of seminars approved be put in the registration packets rather than left on a table. Pete indicated that this was something that could be considered to avoid having people overlook this information. Also, it appears that the seminars might be better scheduled so that seminars which do not have any point potential are opposing those that do rather than having three that do have credits all being scheduled at the same time. Pete promised that this would be passed on to the Annual Meeting Seminars Committee for their consideration.

This process will be re-visited from time to time and the Society has promised to stay in touch with all the states to try to obtain more blanket approvals for the Annual Meeting based upon the excellent content of it's seminars.

Former Chapter President Joe McNasby, CPCU had a good suggestion. The various States have different requirements. For example, New Mexico requires 15 hours which may seem high, however, you could submit the Chapter breakfast meetings you attended listing the topic and its time length. This could easily be accepted for credit. You should individually submit anything you think the particular State may approve on your particular license. So if you attended a national meeting seminar that was not listed for CEC, clip out the description piece, if you kept that information, or simply describe it as the State may very well accept it for you.

THE ON-GOING SAGA OF "SEEPY SEEYOU"



Hey Seepy, you took care of my underground storage tank insurance requirements, didn't you?

Arthur Goes To Washington

By: Art Hanebury, CPCU, President

I am filled with awe at the amount of energy, planning and foresight needed to hold a National Convention. Not only must a group of volunteers plan it (granted with able assistance from National staff), after the plan is in place, they must attend an intense three days of seminars on very important insurance related topics.

The D.C. Chapter, the Elected CPCU Board Committee Chairpersons, Regional V.P.s and Directors did an excellent job at shuffling 4,000+ people from hotel to hotel and event to event, challenging everyone to keep up with their pace and intensity. This is emphasized by the fact that the Board and National Committee Chairpersons arrived on Friday before the event to hold several days of meetings prior to the convention.

I almost felt guilty as this country tourist bumpkin took Tuesday afternoon (only two hours) to visit such beautiful and meaningful monuments as the Vietnam Veterans Memorial, The Washington Monument, the Lincoln Memorial and the White House.

As we approached the rear entrance to the White House, Barbara was walking millie in the backyard. She encouraged my entourage, my lovely wife Rita (spouse/guest/CPCU), Cindy Wolkiewicz (New Designee) and Phyllis Gould (Central PA Chapter) to stop by for tea. Thanking her profusely we declined. We reminded her that she was about to host a black tie affair and that we would be happy to return once the repairs on the rear of the White House were completed.

The ladies offered, however, a running commentary on the dresses worn by the "invited" guests. Based on their short critique, I surmised the event had something to do with Halloween.

We returned using the Washington Metro (this was apparently the most fun for my group) for one final day of intense information gathering and networking.

The National Convention brings great opportunity for everyone in attendance. Although the expense is a dollar consideration, the experience is invaluable if we are to maintain and improve the industry upon which all our livelihoods depend!

Philadelphia Chapter, CPCU
P.O. Box 1499
Philadelphia, PA 19105

1990/91 APPROVED BUDGET

Category/Description	Budget
INCOME	
Directory	\$ 2,000.00
Dues	14,000.00
Franklin Award	4,800.00
I-Day	2,500.00
Interest	1,300.00
Meetings	14,000.00
Seminars	2,500.00
Spring Social	2,000.00
TOTAL INCOME	\$ 43,100.00
EXPENSES	
Annual Meeting	1,800.00
Candidate Development	250.00
Careers In Insurance	300.00
Chap. Officers Conference	2,200.00
Chaptergram Postage	720.00
Chaptergram	6,650.00
Directory	1,500.00
Fire Essay Contest	400.00
Franklin Award	5,400.00
H.J. Loman Foundation	550.00
I-Day	850.00
ISOP	600.00
Meetings Expense	13,000.00
Membership Committee	400.00
Miscellaneous	250.00
New Designee Committee	1,920.00
Office Services-ISOP	3,400.00
Postage & Printing	3,200.00
Public Relations	3,400.00
Research Projects	250.00
Spring Social	2,000.00
TOTAL EXPENSES	\$ 49,040.00
DEFICIT	\$ (5,940.00)

BULK RATE
U.S. POSTAGE
PAID
PERMIT NO. 118
BENSALEM, PA
19020