



Robert A. Clair Receives Franklin Award



Bob Clair accepts the Franklin Award presented by Chapter President elect Larry Klein (r)

On Thursday March 12, 1992 the Philadelphia Chapter of the Society of CPCU honored Robert A. Clair, AAI as the recipient of the Franklin Award. Clair becomes the tenth recipient of this award given for outstanding achievement and contribution to the insurance industry in the Delaware Valley.

Clair was chosen to receive this honor from nominees by a Selection Committee comprised of chapter past presidents and distinguished CPCUs. The award was presented by Josephine J. Battisti, CPCU, Chair of the Franklin Award Committee.

Following the award presentation Edward B. Jobe, President and Chief Executive Officer of American Re-Insurance Company delivered the luncheon keynote address. Mr. Jobe's remarks examined several critical issues facing the property and casualty insurance industry.

Mr. Jobe identified relentless business cycles from hard to soft market conditions as counter to the secure business environment on which customers rely. He admonished the professionals in the insurance industry to help break the cycle by seeking to develop stable business relationships.

The threat of insurer insolvency and inappropriate regulatory responses were two additional factors he described that threaten a secure environment. These factors were illustrated as he described the failure of a major regional workers compensation insurer that fell victim to rate regulation and oppressive involuntary market burdens.

Past Recipients of the Franklin Award Were as Follows:

- 1983 Edwin S. Overman, Ph.D., CPCU, CLU
- 1984 Mariellen Whelan, Ph.D.
- 1985 Thomas Finley
- 1986 George Head, Ph.D., CPCU, CLU
- 1987 John Topoleski, CPCU
- 1988 Eugene Fidel
- 1989 MADD (Mothers Against Drunk Driving)
- 1990 H. Gordon Heile, ARM
- 1991 James Bryson



Bob Clair displays Franklin Award with Josephine Battisti who chaired the Franklin Award Committee.



Let's see (left to right) we have Bob Clair (Clair Odell Group) Walt Gentry and Ed O'Hara (Flanigan O'Hara & Gentry, Inc.) and Dan Walsh (Posse-Walsh, Inc.). Rumors were flying about more mergers but we heard on good authority that they were only discussing Bob's Franklin Award.



A gracious Bob Clair addresses the luncheon crowd after receiving the Franklin Award.



During the pre-award reception Bob's daughter Nancy reminds Bob that he should have a picture taken with the entire family (See Below)



A proud Bob Clair (2nd from right) poses with his family after the Franklin Award luncheon. Left to right: granddaughter Kate, son-in-law Frank Svitek, wife Hope, Bob and daughter Nancy.

THE
PRESIDENT'S
CORNER
BY
JAMES H. WATSON



SOME FINAL COMMENTS

...when we have to choose between giving them when we can and not giving them when we cannot, we should give them when we can. It is not a matter of giving them when we can and not giving them when we cannot. It is a matter of giving them when we can and not giving them when we cannot.

...the only way to ensure that the program will be successful is to ensure that the program will be successful.

...judgment, and the only way to ensure that the program will be successful is to ensure that the program will be successful.

...the only way to ensure that the program will be successful is to ensure that the program will be successful.

Finally, the program should be...

...the only way to ensure that the program will be successful is to ensure that the program will be successful.

National
Director's
Corner

BY
JAMES H. WATSON

SUPPORT FOR
HUMAN FOUNDATION

...the only way to ensure that the program will be successful is to ensure that the program will be successful.

...the only way to ensure that the program will be successful is to ensure that the program will be successful.

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PROGRAMS

...the only way to ensure that the program will be successful is to ensure that the program will be successful.



April Meeting Recap

"Insurance Career Opportunities"

By: Antonio J. Ramirez, CPCU

The topic of our April breakfast meeting was the Insurance Career Opportunity Program. Dr. Mariellen Whelan explained that the Insurance Society of Philadelphia, involved in education within the insurance industry since its founding in 1901, developed the program in conjunction with the School District of Philadelphia in response to an industry need for quality entry level personnel.

ISOP developed a program to provide support in that very difficult transition from high school to work. Young people are brought from an environment full of varied stimuli and activity to regimented and quiet environment. They often lack the skills and the discipline necessary to successfully perform their jobs. The ICOP program provides a smooth transition from school to work as well as support and training in technical and non-technical skills.

The program components are as follows:

Recruiting - ISOP has developed a relationship with the Philadelphia public schools. School counselors are involved in the recruiting process. Students are recruited in their junior year of high school and begin the intern program the next summer. Employers involved in the program do some of the reading of applications and the interviewing.

Summer and senior year sessions - Students begin work as summer interns with employers in the insurance industry. They attend sessions in a skill building program at Drexel University where they discuss the work, the problems and situations they have had to deal with at work, and how to cope with these problems. At the end of the summer they graduate from the intern program and work part-time every afternoon after school during their senior year of high school.

Technical training - Students learn office skills in the program, as well as on-the-job training at work.

Non-technical training - Students learn how to properly behave at work, the importance of punctuality, how to interact with their co-workers and supervisors, and other interpersonal skills.



Some of the crowd at our April meeting listen to the success to the ICOP Program developed by the Insurance Society of Philadelphia.



Floyd Wilkerson, working for mutual assurance while attending Ben Franklin High School, answers a question posed at our April meeting while Mariellen Whelan looks on. Floyd is participating in the ICOP Program developed by ISOP.



Dr. Mariellen Whelan of ISOP (left) and Cathy Montes of Bailis and Co. (right) addressed the April 9th audience on the ICOP Program developed by the Insurance Society of Phila.

Cathy Montes, Director of Human Resources at Bailis and Company, Inc., offered positive feedback from the point of view of an employer involved with the program. She praised the training component, the support network, and explained that the program makes it easier to take to the students/employees. Supervisors can be more up front when talking about problems such as inappropriate dress, attitude, telephone skills, punctuality, etc. Ms. Montes encouraged employers in the program to participate in the sessions at Drexel and learn more about their students/employees.

Feedback from student participants in the program came from a group of five program participants: two recent program graduates and three students currently in their senior year of high school and participating in the program. Joyce Krajian of the Insurance Society of Philadelphia asked them about their experience with the program. Their response indicated the program helped them in acquiring technical skills, such as communication, insurance knowledge, and office etiquette. They liked the group sessions and how students in the program can help each other out. Students feel they can discuss any problems with their mentors; the mentors are frequently graduates from the program and act as advisors and confidants. Overall, the students felt the program was successful in easing the transition from high school to work.

Dr. Whelan encouraged our breakfast meeting attendants to go back to their companies and look at the possibility of creating a placement. There are currently 14 students in the program and growth depends on company support. For more information on the Insurance Career Opportunity Program contact the Insurance Society of Philadelphia.



Nicole Stovall fields a question while Stephen Pho looks on at the April Meeting. Both participated in the ICOP Program. Nicole works for Kemper while attending Peirce Jr. College, while Stephen works for PMA while attending Camden County Community College.

FEBRUARY MEETING RECAP

LIABILITY OF AGENTS & BROKERS

by: Sandra L. Loeb, CPCU



The Liability of Agents and Brokers was the subject of the February meeting presented by S. David Fineman, an attorney with the law firm of Fineman & Bach. Those who attended the meeting last year on the mock jury deliberating the Jessica Savitch case will no doubt remember Mr. Fineman.

Mr. Fineman started his talk by outlining a fact situation which involved a large client who had instructed an agent to obtain insurance for a vacant industrial property which here was to purchase under an agreement of sale. Although the agent issued a binder to the client, the insurance company in question refused to honor the binder because they did not insure vacant property and never issued a policy. The agent never notified the client. In the meantime, the agent placed coverage for part of the value of the property through an excess broker and the remaining value in the London market. As fate would have it, there was a fire and a law suit filed against all involved parties, i.e., the agent, company, and the excess broker.

The company was dismissed from the suit as it never issued a policy. The excess carrier paid over the limits of liability of the policy and also consequential damages. In addition, in this case punitive damages, not covered by any insurance, were also awarded.

Mr. Fineman made the point that a plaintiff's lawyer will attempt to make the person who placed the insurance, the "agent" of the company, to ensure that there is an insurance company involved - the "target defendant" or "deep pocket" for the jury.

In his handout, and during his talk, Mr. Fineman asked several pertinent questions which have come up in past legal cases and court opinions.

In a law suit, the answer to the first question "ARE YOU AN AGENT OR BROKER OR BOTH?" may depend upon the answers to the following additional questions: 1) "Does the agent have a contract with the company and what does the contract say?" 2) "Does the agent collect the premiums or does the company? If the agent collects the premiums, does the agent keep a percentage and remit the balance or is the entire amount remitted?" 3) "Did you, the agent, hold himself/herself out to represent the company, or did the insured perceive that the agent did by any company plaques, stickers, etc, the agent may have displayed. 4) "Did the agent give advice to the insured such as saying, 'You can take my advice' or 'I'll make sure you have no problems at all?' Did the agent act as agent for the insured? Which insurance company did the agent place the business with and did any of these companies subsequently become insolvent? 5) "Is the agent capable of executing and delivering the policy on behalf of the company?" If the agent is, the agent could be perceived to represent the company.

The answer to the second question, "HOW MUCH DO YOU OWE?" depends on whether an agent is liable for a loss incurred by the insured especially if the loss exceeds the policy limits. In the aforementioned case, the jury award exceeded the limits of insurance because the binder stated **actual cash value** and experts testified that industrial properties required a lot of money to restore. Can the agent obtain a release from the company to protect against a second suit when the loss exceeds the insurance?



Some of the audience at our February meeting.



S. David Fineman, Esq. of Fineman & Bach gave a talk on agents and brokers E & O at our February meeting.

In the stated case, liability was determined for the contract plus a negligent cause of action because insurance was to be placed, and it was done in a negligent manner. The agent never informed the client but was betting on no loss, taking a chance, acting as an insurance company.

It was pointed out that an insured is not required to exhaust his/her remedy against the company. A law suit can be filed directly against the agent. And there is no need for the company to be liable before the agent is liable. One can go after the agent or broker directly before the company is involved, if at all. Also the liability of the insurance company does not have to be judicially determined before recovery is permitted. The agent may become liable for punitive and consequential damages.

The last two questions centered on **WHEN THE AGENT IS LIABLE and HOW TO PROTECT THE AGENT AND THE COMPANY.**

An agent could be liable if the policy is not written or is inadequately or ambiguously written. Especially in the case of claims made policies, occurrence policies and tail coverage, it is important that the agent explain to the insured what is going on and if the agent doesn't and there is a loss, the agent may be liable. Because it is hard to protect against one who lies, it was suggested that the agent document, document, document - write a letter or put a memo in the file, no matter how busy the agent may be.

If a policy was incorrectly written, or those policies with less than full coverage (a VW versus cadillac policy), the agent could also be liable. It is best to confirm choices in writing. And by the way, it may be the long time customer who files a law suit.

Failure to remit premiums, and failure to notify the company of a loss, are other examples of when an agent may be liable.

Company insolvency is a developing area. So far, the cases give the agent a "break". If the agent is dealing with a company known to be solvent and has no reason to know it will become insolvent, there is not too much liability. There are times when an agent must be informed and investigate the financial strength of a company if it is not known. The agent needs to find out if it is a fly-by-night company. This is especially true now that the insurance commissioners will be looking more closely at company insolvencies and putting them in to liquidation quicker as they are being criticized by the public and Federal and state governments for not doing it quicker in the past.

An agent needs to be informed about a company's financial strength as an agent is also potentially a "deep pocket". If an agent has been dealing with a company for years, and the company has a good BEST rating, and then the company becomes insolvent, the agent will be asked if it was known in the industry that this company had questionable financial strength, did you know, did you look into it, why or why not? Were the rates extremely low, for example. Did you have a client tell you things like "place my business in any company but this one particular company"?

Questions from the floor ranged from 1) concern over Mr. Fineman's reference to the punitive damage award in his example being presented as a relatively low percentage in relation to the total award rather than based on the assets of the defendant, 2) the impossible task of sorting through information overloads in determining a company solvency and 3) the use of FAX as a permanent written record along with the strength of passive letters, since so much business is done these days by telephone.

Mr. Fineman pointed out that 1) relatively speaking, in the example, the award was low in that jury awards for punitive damages can be substantially higher, 2) that case law supports a "good faith" inquiry into a company's insolvency; it is not the agent's function to do research unless there is a reason to suspect insolvency, 3) FAX and passive letters can be extremely affective, especially the statement "unless I hear from you, I'll assume this is our understanding."

All in all, it was a most interesting and enjoyable meeting.



Chapter Seminar News

By: Bruce Tuttle, CPCU

Following the April 9th breakfast meeting, the Chapter co-hosted with the National Society a half-day workshop entitled: "Reviewing Possible Gaps in Umbrella/Excess/CGL Coverage". The 80 attendees were led by Bill Holland, CPCU, ARM, AAI and President of PLRM in Atlanta, Ga.

Fundamentals of how coverage is established, ways to avoid "gaps" between primary and excess policies, and comparison of various forms were reviewed. Most attendees, found the workshop to be very helpful. Maryland, Delaware and New Jersey continuing education credits were earned for attending this workshop.

In May, we will have run a Director's and Officer's Liability workshop. We will run another workshop in the Fall; more details will follow.



Bill Holland, CPCU, Pres. PLRM of Atlanta instructs those who attended the chapter co-sponsored workshop April 9th on umbrella, excess and CGL coverage.



Some of the crowd at our April 9th workshop on umbrella, excess and CGL coverage.

The Society of CPCU National Job Network

by: Sharon Spaeder

The Society is proud to announce a new service for its members: The Society of CPCU National Job Network. The National Job Network is a referral program designed to help unemployed Society members find employment within the insurance industry. The program also encourages insurance employers to seek CPCUs as leading qualifiers for open positions.

Administered by the Membership and Chapter Activities Department, the program offers unemployed Society members with a free national resource for their employment search. Applicants must be unemployed from full-time insurance-related positions or have received notice that they will be unemployed from such positions within a two-month period.

Unemployed members can take advantage of this program by completing the National Job Network Application. This application asks them for a 50-word description of their skill and/or positions desired. (Applicants also have the opportunity to name employers to whom they do not want their resumes sent.) These descriptions are then published in a monthly newsletter, National Job Network News, that is distributed to employers.

The descriptions do not include the applicants' names. Instead, each description is assigned a file number. After reviewing national Job Network News, the employer sends in a "Resume Request Form", listing the resumes (by file number) he or she would like to see. The Society then forwards the desired resumes to that employer, unless any of those applicants specified that employer for nondisclosure. It is then up to the employer to contact the applicants for interviews, and the Society assumes no responsibility once resumes are forwarded. Applicants are notified when and to whom their resumes have been sent. An applicant will continue to be listed in the newsletter until the individual notifies the Society's Membership Department that he or she has found employment.

Over 1,000 employers will be sent a letter announcing the program. Enclosed with the letter will be a rolodex card for quick reference. Employers can obtain one issue of National Job Network News each year free of charge. Each additional issue is \$10. They also have the option of subscribing to the newsletter for \$100 annually (12 issues). There are no other charges to use the program.

If you are an unemployed Society member, or an employer interested in learning more about the National Job Network, I have information sheets and application forms. Questions about this program can be directed to the Society's membership coordinator, Sharon Spaeder at (215) 251-2748.

Congratulations! It's About Time

Congratulations to Second Vice President and Program Chairperson Karen Paleologus, CPCU and Charlie Willimann, CPCU who finally tied the knot on Valentine's Day. Seems both of them had the incentive to get hitched for the last few years but could never set a real date. Charlie found a new job in February and a new wife. We wish both of them success and happiness. As to the marriage itself - it's about time.

P.S. Now we don't have to worry about pronouncing Paleologus correctly as Willimann is much easier.

Philadelphia Chapter Members Presently Qualified for CPD

Congratulations to the 101 Chapter members who currently are qualified for the Continuing Professional Development credit (CPD). A reminder for those members shown qualified thru 1992, that they should plan on requalifying prior to the end of 1992. The list is as of January 30, 1992.

Baglini, Norman A	Dec-92	Macko, Theresa Kline	Dec-92
Battisti, Josephine J	Dec-92	Malloy, Timothy J	Dec-92
Bauder, Joseph Lee	Dec-93	Mangan, John J	Dec-94
Beckman, Arthur F	Dec-93	Markey, Elayne	Dec-92
Beitz, Daniel Joseph	Dec-93	Massi, Arthur J	Dec-93
Bishop Jr, Hewlett Ryder	Dec-92	Mather, Paul Lester	Dec-92
Brown, Barbara J	Dec-94	McCarthy, Michael J	Dec-92
Bruce, Boyd	Dec-92	McDevitt, Arthur J	Dec-92
Butler, Charles James	Dec-93	McNasby, Joseph M	Dec-92
Butterworth, Walter G	Dec-93	McNichol, Kathleen S	Dec-93
Caruso, Thomas Anthony	Dec-94	Menne, Terrie Morrison	Dec-94
Clunk, Eleanor Kelly	Dec-93	Milliman, Cynthia J	Dec-92
Cucinotta, John Paul	Dec-92	Nassos, Philip E	Dec-94
Curtis Jr., William P	Dec-92	Nelson Jr., Bert N	Dec-92
Dapolito, Barbara C	Dec-92	Neri, Douglas Richard	Dec-92
Donnelly, Robert L	Dec-93	O'Neill, Annabelle D	Dec-93
Dorsey, George C	Dec-93	Oakes, Donald R	Dec-92
Dunn, Jeffrey L	Dec-92	Oутten, Ellen B	Dec-94
Egan, Patrick Michael	Dec-92	Palestina, Peter F	Dec-92
Engler, William W	Dec-92	Pavlin, Teresa A	Dec-92
Fell Jr., Gilbert A	Dec-93	Phillips, Vincent D	Dec-93
Ferguson, Ralph Gene	Dec-94	Pitt, Christopher P	Dec-92
Filer, David Sheppard	Dec-93	Preis, Francis J	Dec-93
Flannery, Thomas J	Dec-93	Rado, Russell N	Dec-93
Forchetti, Richard E	Dec-94	Raup, Richard B	Dec-94
Galbraith, Ruth E	Dec-92	Sandner, Reid B	Dec-93
Gannon III, James A	Dec-94	Seltzer, Robert S	Dec-94
Gant, Kenneth R	Dec-92	Sgobbo, Anthony J	Dec-92
Garry, Stephen K	Dec-93	Sherlock, James A	Dec-92
Grimes, Donald Melvin	Dec-92	Sigel Jr., Louis P	Dec-94
Gruender, Philip A	Dec-93	Smith, D Hugh	Dec-93
Gunnison, Stanley Hugh	Dec-93	Spinelli, Philip N	Dec-94
Hall, Albert Stephen	Dec-93	Stifnagle, William D	Dec-92
Hamilton, James W	Dec-93	Sweeney, W Michael	Dec-94
Hanebury, Arthur Stephen	Dec-92	Terstappen, Kurt Herbert	Dec-94
Hanebury, Rita N	Dec-92	Thackray, Eugene Francis	Dec-92
Helmig, William Edward	Dec-94	Trosin, Rudolph F	Dec-92
Hodosh Ph.D. JD, F R	Dec-93	Tyler, Peter J	Dec-93
Hoffman, Edward Ira	Dec-93	Ulmer, Robert William	Dec-93
Jones, James Paul	Dec-94	Vohs, William J	Dec-92
Junfola, Joseph M	Dec-94	Warfel II, William R	Dec-94
Kelly, Bruce L	Dec-92	Watson, Christopher M	Dec-94
Kelly, Thomas P	Dec-92	Wauhop, Iles W	Dec-92
Kessler, Renee Bodoff	Dec-94	White, Ralph M	Dec-93
King, Edward A H	Dec-92	Whitford, George V	Dec-93
Kirkbridge, Jon M	Dec-93	Willimann Jr, Chas J	Dec-92
Klein, Larry Lee	Dec-92	Wilson, Gary J	Dec-92
Kochel, John D	Dec-92	Wolkiewicz, Cynthia Kelly	Dec-94
Levy, Edward A	Dec-92	Worry, Victor James	Dec-94
Liberati, Robert James	Dec-94	Wrobel, Christopher J	Dec-93
Lindsey, Raymond E	Dec-92		

Treasurer's Report

as of 2/29/92

by: Frank Mason Jr., CPCU, Treasurer

	Budgeted	Year To Date Actual
Income	\$42,800	\$8,585
Disbursements	40,900	15,957
(Deficit)/Surplus	\$1,900	(\$7,372)
CASH BALANCE:		
Checking	\$5,979	
Money Market	3,439	
TOTAL	\$9,418	

The Insurance Career Opportunity Program (ICOP) A Sample Response

Chapter members may be interested in a typical response written by a participant in the ICOP Program implemented by the Insurance Society of Philadelphia. Below is one of the sample letters appearing in the Winter 1991-92 ICOP publication of various articles and responses written by participants for this noteworthy organization.

The Adventures of The ICOP Program

This whole adventure started for me the day I was called down to room 251 in Germantown High School. I didn't know what it was all about but I was sure to find out. See, one of the work coordinators at Germantown (Mr. Katz) wanted me to fill out an application which would get me involved with this program. I was interested since it was going to be the start of something new.

Before long I went on an interview for the Insurance Society of Philadelphia and they liked me. So there I was in the ICOP Program! My first day in the program I was introduced to Joyce Krajian. She was pleasant, open and warm. I liked the idea of knowing that she was going to be there with us until the end of the program. She let us know everything that was going to happen throughout the program and what we should expect. All I knew is that I wanted to be able to start work soon!

As the meetings and orientations took place time went by and it was soon time to see which company would take who. Everyone was guaranteed a job but some people were just chosen first.

The rest of us who were still unemployed felt a little left out. The days we had to meet at Drexel on Wednesday was pleasant but when we had to talk about our new jobs everyone couldn't speak on the subject. I had thoughts of leaving the program at first but I'm a strong person and I was willing to stay. Although I was not one of the first to be chosen I still kept my head up because I knew a position would open for me soon. Joyce encouraged us to think for the better because there would be a position opening soon.

I'm fortunate I stayed, the program helped me feel more confident in myself because now I'm happy to say that I'm employed.

Yes, it took a while but I like where I work and the co-workers are nice. My supervisor is understanding, she lets me know when I'm doing something wrong without yelling. It's a good environment and I like it. This is my first job and this program got it for me. Thanks ICOP!!

Angela Ruffin



FROM THE EDITOR

by: Peter Palestina, CPCU Editor

1992.... So Far So Good. I Think!

Ah, spring is in the air and summertime is just around the corner. This is a good time to pause and reflect on how I am doing so far in 1992.

Let's see, I'll start with New Year's Day. I wagered on eight bowl games and watched as I won the first four. Then I tuned into the Mummer's Parade to watch the string bands and after that was over I listened to ESPN to find out I lost the last four games, breaking even for the day.

January for business was also a standoff, writing one new account and losing one. February and March were not much better, I wrote some new and didn't lose any, but the renewals were priced low enough that the income volume on the new business was offset by the reduced income on the renewals. Hopefully April will be better as I'm working on three nice new accounts.

On the family side I didn't have to host the Mother and Father's Day dinners for my parents and my wife's, but I inherited the Easter dinner where we will have twenty people, so again, I break even. I'm still waiting for my Federal Income Tax Return which is just about how much I sent to the PA. Department of Revenue for my state tax return. My sister-in-law is expecting her fourth child and I think she may ask Joan and I to be the Godparents. My son will be making his confirmation soon so I intend to ask my brother-in-law to be his sponsor (Godfather). I dropped my landscape service for the trees and shrubs to save some money so I'll be doing that myself. However, I was notified by my lawn service that their price will increase - another offset. My daughter no longer takes dance lessons at \$25 per week but my son started keyboard lessons - another offset.

Oh well, I could go on and on about never coming out ahead but I do have space limitations with this column so I'll end it here. Thank goodness it will soon be summer and I can enjoy my pool, go to the shore for vacation and grow my vegetables in the garden. On the other hand, I'll be sneezing due to allergies, get a stiff back pulling our weeds, and putting up with the kids and their friends constantly coming over the house and using the pool. I guess that's another offset and an indication that 1992 will be a so-so year with no gains. On the other hand, if I don't lose I'll consider myself fortunate. Until next issue, enjoy the Chaptergram.

PHILADELPHIA CHAPTER New Officers and Directors Elected at the April 9th Business Meeting

During the April 9th meeting the following officers and directors were unanimously elected for the term beginning July 1, 1992.

President	Larry L. Klein, CPCU
First Vice President	Karen D. Willimann, CPCU
Second Vice President	Frank J. Mason, Jr., CPCU
Secretary	Terrance C. McDonnell, CPCU
Treasurer	Terrence O. Carlin, CPCU
Director (Two Year)	Elayne Markey, CPCU
Director (Two Year)	Bruce Tuttle, CPCU
Director (Two Year)	Tom Callanan, CPCU
Director (One Year)	Shirley Funkhouser, CPCU

We have two directors who have one year remaining on their terms: Barbara Dapolito, CPCU; Josephine Battisti, CPCU

SPECIAL OLYMPICS RECAP

by: Joseph McNasby, CPCU

Once again The Philadelphia Chapter has been involved in assisting with the games.

Last year the Chapter was responsible for setting up the pre-event parade for the May Games.

We will again this year set up the Parade for the May Games which will be held on May 2, 1991.

Our past president, Joe McNasby was also involved with the Special Olympic Winter Games. Joe served as a Ski Race Coach working with the kids for five consecutive Wednesdays at Shawnee Mountain in the Poconos.

On the final day races were held with racers being broken on into various categories since each category had no more than three athletes, everyone took home a medal.

As is always the case with special Olympics no one loses, especially those who volunteer their time to make the program work.

If any one is interested in joining this effort in any way, please contact Joe McNasby at RBH. His phone number is 925-6100.

Chapter's 1992 I-Day Co-Chairman



Tom Callanan, CPCU, 1992 I-Day Co-Chairman

Tom will be representing Philadelphia Chapter on the 1992 "Philly I-Day" Committee and will have a report for us in our next Chaptergram.

The On-Going Saga of "Seepy Seeyou"



"Well technically he didn't lie when he said we were the only two agents quoting. But he should have told us about the twenty brokers!!"



New Designee Rep's Column

by: Antonio J. Ramirez, CPCU

By the time this issue of the CPCU Chaptergram reaches you it will have been a year since January completers became CPCU designees and June completers sat for their last examinations. How was your first year as a CPCU designee? What expectations did you have when you were working towards your designation? Have they been met? We would be interested in finding out how our fellow new designees feel about having CPCU a year after completion of the program.

I would also like to know how you feel about membership in the Philadelphia Chapter of the Society. Have you attended the breakfast meetings or any other Chapter activities? Have you found the meetings educational? Do you have any suggestions on Chapter activities or how the New Designee Representative/ Committee can better serve you?

You can contact me by Fax at (215) 981-7152.

I would like to extend congratulations to the following twenty seven people who completed the examination requirements for the CPCU designation in January. I look forward to meeting you very soon and hope all of you become active Chapter members.

- | | |
|-------------------------|--------------------------|
| Nancy E. Brustle | James Michael McGill |
| Richard Joseph Cassell | Donna M. Michael-Ziereis |
| Steve John Catranis | Richard H. Petry |
| Judith A. Elman-Barrett | Geoffrey Neal Pratt |
| Marie Ange Eugene | Douglas Michael Prawdzik |
| Donna L. Heyde | A. Peter Prinsen |
| Rita L. Hoffstein | Joseph Anthony Rossi |
| Robert Jones | Francis J. Sanchack |
| Linda S. Kaiser | William J. Shelow, Jr. |
| Patrick K. Kelly | Barbara J. Smith |
| Donita M. King | Scott F. Solowey |
| Deborah H. Leone | Douglas Michael Thomas |
| Arun Kumar Maheshwari | May Ann Thompson |
| Francis W. McDonnell | |



Edward B. Jobe, President & CEO American Re-Insurance Co. spoke on the direction of the insurance industry in the U.S. from the perspective of a reinsurer. The keynote address was given at the Franklin Award Luncheon.

A MESSAGE FROM BOB CLAIR-RECIPIENT OF THE 1992 FRANKLIN AWARD

Dear Philadelphia Chapter CPCU Members,

I am extremely proud that I was honored with the Franklin Award of the Philadelphia Chapter CPCU, an organization that has the highest education standards before you can qualify for membership. I only have one regret, that I didn't pursue the CPCU designation when I first entered the Insurance Industry. I try and make up for this by encouraging any one that will listen that the CPCU becomes more valuable each year.

Sincerely,
Bob Clair

Update on CPCU/IIA Exam Activity

An estimated 32,940 people registered to take exams during the January 1992 exam series, 1,000 more than the number who registered in January 1991 (a 4% increase). The number of IIA examinations written in December 1991 decreased 2.8% in comparison with the number written in December 1990. In December 1991, 34,629 IIA exams were written, as compared to 35,625 in December 1990.

These statistics do not include the Institute courses that involve the exam-on-request feature: Introduction to Claims, Introduction to Property and Liability Insurance (INTRO), and the Program in Supervisory Management (SM). A total of 6,169 exams on request were administered from July through December 1991.

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