



PHILLY CHAPTER LOSES AGAIN TO GVF IN ANNUAL GOLF CLASSIC

Close again but no cigar for Philly Chapter as the Greater Valley Forge Chapter took 4 of 7 matchups. Some noteworthy items were Sue Zankowski winning the closest to the pin prize and Bruce Tuttle taking the longest Putt Prize. Everyone had a good time and the participants and pairings are shown in the photographs. The event took place at the Eagle Lodge on May 15th.



From left to right: Paul McShane - GVF, Dick Felts - GVF, Sue Zankowski - PH, Larry Helsel - PH



From left to right: Bruce Tuttle - PH, Terry Carlin - PH, Joe Moody - GVF, Garry Warren - GVF



From left to right: Jim Sands - PH, Bill Mayo - PH, Ray Mullen - GVF, Tim Barnes - GVF



From left to right: Larry Klein - PH, Don Martin - GVF, Paula Anderson - PH, Dick Willis - GVF



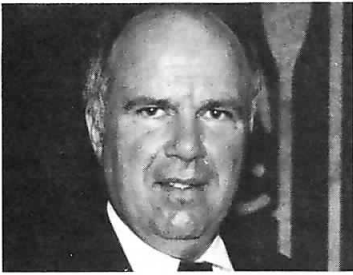
From left to right: Tom Krall - PH, Jim Sherrill - PH, Bob Whinn - GVF, Jay Irwin - GVF



From left to right: Bruce Gurney - PH, John Lafferty - GVF, Joe McNasby - PH



From left to right: Jim Gannon - GVF, Art Blanche - GVF, Rich Smith - PH



The President's Corner

by: Larry L. Klein, CPCU
President

ON BEING A CPCU IN THE PHILADELPHIA CHAPTER

Can you afford the time to be a Philadelphia Chapter CPCU member? If you're like most of us, your answer is "Barely, with some sacrifice." As I pen these lines (and you read them next month) this introduction can lead one to thoughts of effective time management so that you can participate or perhaps increase social responsibility so that you can give something back to your profession. You'll be pleased to learn that this article will not attempt to lay a guilt trip on you. Rather I want you to know that your chapter has something for everyone, especially you.

A discussion of chapter activities begins with our monthly meetings. They are usually in the morning, include a breakfast and always feature a topical program, sometimes about insurance but always on an interesting business issue. You can come and listen the program and also network with fellow CPCUs. Between meetings, chapter members provide suggestions and assist with future meeting programs.

The chapter is the founder and co-sponsor of Philly I-Day. You probably received your diploma or recognition of earning your designation at an I-Day. You can attend this year's I-Day on October 19. Since planning and presenting an I-Day is an enormous task, it takes nearly a year, the 1993 I-Day committee appointments will be made in the next few weeks. Assignments are broken into small tasks to reduce the burden on any one individual.

For the past ten years, the chapter has bestowed it's Franklin Award in recognition of outstanding achievement and contribution to the Delaware Valley. Chapter members assist in identifying nominees, selecting the recipient and arranging the award luncheon.

The chapter is engaged in several civic projects. One Saturday morning each spring the chapter helps the Special Olympics. When a number of CPCUs help, disabled children through the Delaware Valley benefit.

Our chapter members are vitally concerned with fire safety, for personal and professional reasons. Each fall, during Fire Safety Week, chapter members judge essays written by students and the chapter recognized outstanding essays by giving savings bonds to the authors.

These are the good works and member services of your chapter. In addition, chapter members contribute time behind the scenes doing things to make these projects happen. The Chaptergram gets written and edited. Announcements and news releases are prepared and distributed to tell members and the public about the Society of CPCU. Bills get paid and meeting minutes are taken. Each is a small but essential part of the total chapter mission.

These are just a few of the things your fellow chapter members do. While we are not all things to all people, we are something for all CPCUs. It doesn't rhyme but it does make sense. There is something for you in the Philadelphia Chapter. It won't take much time, and you will feel good when you're done. You can volunteer by asking any chapter officer or director. We want to hear from you.



National Director's Corner

Philip N. Spinelli, CPCU

Leadership to be Stressed for 1992-93

National Society President Elect Ed Overmeyer has established "Lead the Way" as the theme for the 1992-93 Society year. The focus will be a CPCU leadership within the industry and we will be encouraging all the local chapters and their respective memberships to actively support the Society theme.

When we were awarded our CPCU diplomas, we were recognized for achieving the preeminent, professional designation within the industry. This professional stature brings with it a responsibility to influence the direction and performance of the P & S industry. And this requires that we take a leadership role in influencing industry behavior.

To make it work, your Chapter needs your support and participation. The Philadelphia Chapter has consistently been a Society leader and we expect to see a sustain level of performance this year. The Chapter will be looking to demonstrate it's leadership role through educational programs, good works, research, and special activities such as fire essay programs at local school districts. I'm sure President, Larry Klein has specific events coming up which are worth of your participation, as an industry leader.

GREATER VALLEY FORGE I-DAY WAS HELD MAY 8, 1992

The seventh annual Valley Forge I-Day was held May 8, 1992 at the Valley Forge Hilton Hotel. About 245 insurance professionals came to hear a panel of experts discuss "Failed Promises" A Look At Insurance Company Insolvencies. A rousing speech by Harry S. Gross kicked off the program, and the panel discussion followed. Dolsen Smith of A.M. Best, Homer Rhule of the PA Guaranty Association, and Bruce Eckert of Rockwood Insurance Co. presented three different perspectives on insurance company insolvencies.

A luncheon speech by Ronald Chronister, Acting Commissioner for the PA Department of Insurance, concluded the I-day program. Mr. Chronister spoke about Insurance Department operations, and the role of the Department in monitoring the solvency of the insurance industry.

The I-Day program was a success despite rainy weather, and we can now look forward to an interesting 1993 program!



Chairman Gary Warren, CPCU gets ready to introduce panelists at the May 8th Greater Valley Forge Chapter's I-Day. Seated left to right are: George White, CPCU, AIM, V.P. Field Services, Moderator Insurance Institute of America, W. Dolson Smith, Ph.D., Senior Research Editor A.M. Best Company, Homer A. Rhule, Executive Director, Pennsylvania Guaranty Association and Bruce M. Eckert, Partner, Lewis, Eckert, Robb and Company

MAY MEETING RECAP:

Women's Issues in Insurance

by: Shirley Funkhouser, CPCU



Joining CPCU Chapter members at this May 6th joint evening program were members from surrounding NAIW associations: NAIW of Philadelphia, Insurance Women of the Main Line, NAIW of Eastern Montgomery County, Insurance Women of Delaware County and NAIW of Southern New Jersey. Several CPCU chapter members are also active in the National Association of Insurance Women; an association of insurance professionals dedicated to development of leaders in the insurance industry. The topic of Women's Issues in Insurance were addressed by our panel of speakers: Anne Kopanski, Loss Control Training & Development Consultant; Joanne M. Savio, Consultant in Management Development, Technical Training and Human Resource Communications; and Mary Marines, Vice President Pennock Insurance. Karen Willmann served as moderator.

In preparation of the discussion, a survey prepared by Anne Kopanski had been distributed to CPCU Chapter members and a group of NAIW members prior to the evening. The purpose of the "Survey of Issues in Insurance" was to capture opinions about insurance and insurance career issues from people in our profession. Of the 800 surveys distributed, Anne received 168 responses, a 21% response rate. Anne presented a profile of the responses and some of her findings.

Of particular interest was the response to the statement "My salary amount reflects my responsibilities." Male respondents agreed more strongly with the statement than did the female respondents. Likewise the males agreed more strongly with the statement "Insurance men and women receive equal pay for equal work" than did the females. 54.2% of the females strongly disagreed, while 29% of the males agreed and 24.3% were neutral toward the statement and only 21.5% disagreed. As for salary distributions, 47.45% of the male respondents earned \$75,000 or more whereas 50.3% of the females earned between \$36,000 and 55,000. These findings led the way for addressing "Women's Issues in Insurance."

Joanne Savio presented the "issues" from an educational perspective. Her recommendations are of value to anyone, male and female, who wants to succeed. First, establish your goals, be specific and look to the long term. Second, identify who you are, what you are after and what it will take to get there. Third, network; active involvement with professional associations such as NAIW and CPCU are perfect non-threatening environments to gain valuable experiences. Take advantage of the educational opportunities available, attain designations. In the 90s employees will be identified and awarded on the basis of their collections of skills. Lastly, be willing to take some risks to build your portfolio. Joanne left us with this thought--"A ship is safe in the harbor, but that's not what ships are for."

Our success story of making it in the insurance field was Mary Marines. Mary quickly pointed out that, yes, she was a success; but it is by her standards. She worked her way up through the ranks. What got her to where she wanted to be was a personal drive--goal setting is essential. Go where you are treated fairly and acknowledged for what you know. Too often, females are perceived by others and themselves as the caregivers. But this should not interfere with their pursuit of achieving their objectives. Mary is a progressive employer, one who is sympathetic to the child care needs of her staff which includes males as well as females. Mary identified confidence as a trait many females lack and one which we don't teach our daughters in the same manner as we do our sons. We still have along way to go in the 90s. All people should be accepted on a people basis and not a male/female basis. Mary also spoke highly of the benefits of involvement with professional associations, especially NAIW where one receives support as well as opportunities to learn and perfect communication, management and leadership skills.

After the panelists had their time, our vocal audience was given the opportunity to speak. Pete Palestina reported that in the Philadelphia CPCU chapter five females now hold officer/director positions; but for most of the 80s and prior years three or fewer were officers. To date Philadelphia has only had two female presidents. Why aren't more women working their way up the ranks of CPCU? One response was they do not receive enough employer support. But, more importantly is the lack of mentoring--that is what it takes to get someone involved. Plus that comes back to the confidence issue that females need to develop.

Time ran out before many of the issues could be expanded upon. Attendees expressed their enjoyment with the program and a general consensus to arrange another joint meeting.



Joanne Savio fields questions at the May 6th joint meeting with NAIW



Ann Kopanski



Joanne Savio



Mary Marines

The above women were the key speakers at the Chapter's joint meeting with National Association of Insurance Women (NAIW) held at the Philadelphia Hilton on May 6th. The topic was: Women's Issues in Insurance.

JUNE MEETING RECAP:

article by: T.C. McDonnell, CPCU

Americans with Disabilities Act Discussed

The June breakfast meeting was held June 18th at the Hilton Hotel on Broad and Locust Streets. The meeting was a combination business meeting and there was also a presentation on the 1992 American with Disabilities Act. New Officers and Directors were sworn in by Phil Spinelli, Society of CPCU National Director. Frank Mason delivered the Treasurer's report. Tony Ramirez, 1991-92 New Designee Representative for the Chapter had invited our New Designees to attend the breakfast as our guest. Ten of them joined us for breakfast and were recognized by Bruce Kelly, outgoing President also presented a certificate to Bruce in recognition of the many hours that he contributed to the Chapter, acting as President for 1991-1992 fiscal year.

Our speaker on the Americans with Disabilities Act was Ms. Susan Hoffman of the law firm Pepper, Hamilton and Sheetz. Ms. Hoffman indicated that for employers with more than 25 employees certain aspects of the law take effect on July 26th. She had some words of advice for the group concerning the types of questions that can and cannot be asked, in efforts to assure that discrimination does not take place. She stressed that all criteria for job descriptions be "essential" functions. In looking at written criteria, a decision must be made to determine if all of a certain type of employee must be able to perform a particular function or if just some of the employees must be able to perform a particular function. She also offered that some methods used in the application process, when looking for new employees may be viewed as discriminatory. We learned that the ADA will be enforced by the EEOC. The risks for non-compliance could include demands for back pay as well as front pay, the job itself, legal expenses of the plaintiff and possible punitive damages. Reasonable accommodation is expected and American with Disabilities are a protected class. Susan Hoffman was a knowledgeable speaker, who gave the group a chance to ask any questions. She provided preprinted handouts and also indicated that there is a 50 page publication that is put out by the EEOC on Reasonable Accommodation, that may be ordered and used as an additional source of information.



Frank Mason, CPCU, outgoing treasurer and this year's Second Vice President gave the State of the Treasury report at our June Annual Business meeting.



Susan Hoffman of Pepper, Hamilton and Sheetz was the keynote speaker at our June Meeting. The topic was the 1992 Disabilities Act and its impact on Employers and Health insurance carriers.



New Designee Donna Heyde stands up to be recognized at our June Meeting. Donna as well as other January completers were invited to attend our Annual Business meeting.



New Chapter President Larry Klein (R) displays his talent by being able to present this award to outgoing president Bruce Kelly with his eyes closed. The event took place at our June meeting.



The 1992-93 officers and directors were sworn in at the June Annual Business meeting by regional director Phil Spinelli, CPCU. Phil was standing too far away to get in this picture, anyway. Left to right are: Shirley Funkhouser, CPCU Director, Terry Carlin, CPCU Treasurer, T.C. McDonnell, CPCU Secretary, Frank Mason, CPCU Second Vice President, Karen Willimann CPCU First Vice President and Larry Klein, CPCU President

Chapter Members Recognized For Receiving Personal Sponsorship Award

As CPCUs we realize that working toward the most distinguished designation in the property/liability insurance industry requires discipline, perseverance and the commitment to years of study. You also know that without the support of family, associates and supervisors the task would be even more difficult. The Society of CPCU has developed a program to reward the CPCUs who encouraged the new designees through their studies.

The following individuals have been nominated for the Personal Sponsorship Award by a member of the 1991 Class of New Designees.

- Donna Weinraub of Palley Simon nominated Elayne Markey of Palley Simon and said "Elayne has provided support, motivation and encouragement during my studies. She has provided advice and study materials prior to exams."

- James Sands of Keystone Auto Club Agency nominated Charles Butler of Keystone Auto Club Agency and said "Charles got me started in the program, then for the next five years was always there to give advice and encouragement to continue. I finally finished due to this encouragement and support."

- Francis Montemarano of Transamerica nominated Victor Worry of Aetna Life & Casualty and said "Victor provided motivation to enter and complete the program also providing a sounding board and guidance during testing periods."

The above individuals were recognized for their nominations at our Chapters June 18th Annual Business Meeting.

Individuals have made an important contribution to another person's career. You can help build our profession and our society by helping other individuals obtain the highly respected CPCU designation.

Any Society member may become a personal sponsor. To become the guiding force in another insurance professional's career, simply contact Chapter President Larry Klein or any Chapter officer and director.



Receiving their Personal Sponsorship Awards from First Vice President Karen Willimann (left) at the Annual Business meeting are Elayne Markey and Charles Butler. Not able to be present but also receiving an award was Victor Worry

PROGRAMS UPDATE FOR THE 1992-93 YEAR

by: Karen E. Willimann, CPCU
First Vice President



HERE WE GO AGAIN! We are off to another great start on September 10, 1992 with a panel of local industry leaders giving us trends and predictions. Please come for a power breakfast and ask your burning questions of Walter Farnam CEO of General Accident, Stephen Bisbee RVP of American International Group, Ken LeStrange EVP of AM-RE Managers, and Dan McCutcheon MVP of Alexander & Alexander.

Be sure to join us on October 8th for our ethics presentation with a focus group format headed up by Walter Smith. Politicians are calling this the topic of the decade.

Charlie Suitch and Tim Wiscarver of the PA Compensation Rating Bureau will be here to join us again this year on November 13th with vital information regarding loss costs, rate adequacy, and other workers compensation issues.

Other topics for the coming year will include a visit with the New Jersey Insurance Commissioner, education, joint meetings, pollution claims and more! I hope to see you there.

We are currently planning this year's joint meetings. If your organization would like to meet together with members of the Philadelphia Chapter Society of CPCU, please call Barbara Dapolito, CPCU on (215) 664-1500 or our incoming chair, Frank Mason, CPCU (215) 687-8580. This is your forum, so please keep in touch.



Newly installed President Larry Klein, CPCU wasted no time in setting out his goals for 1992-93. Seen here, Larry conducted a work session with the Board after the June meeting. Also sitting in was Phil Spinelli, CPCU our Regional Director.

CPD - AGAIN WE REMIND YOU

National Society of CPCU has recently updated the continuing education forms making it even easier for you to document and apply for this designation. Please get your application into Malvern, PA before October 1, 1992 to help us meet this year's goal. If you need forms please call (215)251-CPCU

REPORT ON COLC ENTERTAINMENT IN PHILADELPHIA 1992

by: Iles W. Wauhop, CPCU

The Philadelphia, Greater Valley Forge and Brandywine Valley Chapters agreed to provide entertainment at the 1992 COLC which was held at the Guest Quarters Hotel-Philadelphia Airport, April 30-May 2, 1992.

Iles Wauhop, as committee chairperson, enlisted the assistance of Carol Fitzsimmons of the Greater Valley Forge Chapter.

Given budget and time constraints, we decided to provide a flavor of Philadelphia on Friday, May 1, 1992.

The Quaker City String Band performed for 30 minutes including the last 15 minutes of the evening reception and through the beginning of dinner.

Dean Bennett, impersonating Ben Franklin, addressed the group (130 persons) at the end of the dinner.

His presentation was a humorous comparison of life in early times vs. today. The cost for the affair was \$860.00 for String Band and \$350.00 for Mr. Bennett.

This cost was apportioned amongst the three host Chapters according to the number of respective dues paying members as of March 1, 1992.



One of our longest standing Chapter members (no not Ben Franklin, we're talking about Iles Wauhop) poses here with Ben Franklin played by Dean Bennett.. Dean provided some of the entertainment at the May COLC meeting. Iles was the Chapter's entertainment committee chairperson for the event.



Some of the Quaker City string band members entertained CPCU officers from around the region at the COLC held in Philadelphia April 30-May 2.

OCTOBER 19th IS PHILLY I-DAY

by: Shirley Funkhouser, CPCU

The theme for this year's Philly I-Day, Monday, October 19, is "FOCUS '92 -- A Need for Change." After a stimulating Keynote address which focuses on the need for change in Insurance and Society, the stage will be set for rousing selection of morning workshops. The day's activities at the Wyndham Franklin Plaza will continue with a luncheon in which our new designees are honored with presentations of their CPCU diplomas by a representative of the National Society of CPCU.

Each workshop will follow through on the theme of the changes facing our industry by examination of areas of interest to the insurance community. Presenters will be knowledgeable and proficient in their specialities. Topics include Team Quality Management (TQM), Social Aspects of Insurance, Future Technology, Sexual Harassment, and PA Workers Compensation--Practical Politics of Reform.

Brochures are in the mail with specifics of the Philly I-Day schedule and seminar participants. Tables will be available for those companies which wish to reserve a block of seats at the luncheon for their clients and employees. Due to the popularity of this event, early registration is suggested.

Philly I-Day is a premier industry event sponsored by the Philadelphia CPCU Chapter, RIMS Chapter, Independent Agents' Association and the Insurance Society of Philadelphia. This annual event is expected to draw approximately 1,000 people. Any local CPCU chapter members interested in assisting with the actual day's events are encouraged to contact me or any member of the board. On Monday, October 19, 1992 join your colleagues at another outstanding day of educational interchange on current issues facing the insurance industry.

CHAPTER PARTICIPATED IN KYW "CALL FOR ACTION" PROGRAM

by: Bruce Kelly, CPCU

On June 23rd, 1992 the Philadelphia Chapter of CPCU participated in KYW-Radio's Call For Action program. There were a group of CPCUs who answered calls from consumers about insurance concerns. As expected the vast majority of calls were about homeowners and auto insurance but there was the occasional call about life, health, or disability insurance.

Everyone enjoyed participating in the program although they wished there was more phone action.

Those who participated were: Bob Hedges, Josephine Battisti, Tony Ramirez, Bruce Kelly, Art Hanebury, Rita Hanebury, Iles Wauhop, Susan Sarcheck, Anne Kopanski and Shem Feinberg.

We indicated to the Call For Action people that we would be interested in future participation and hopefully, we'll be invited back.

HOW DO YOU LIKE OUR NEW LOOK?

We are attempting to improve the quality of our photographs in the Chaptergram, so we are trying something different.

Our new two color newsletter brightens our front page and allows more contrast for our pictures. We welcome comments. Call Pete Palestina at 834-1410



From The Editor

by: Peter Palestina, CPCU

New Pennsylvania

Continuing Education Licensing Requirements May Need To Be Addressed Further

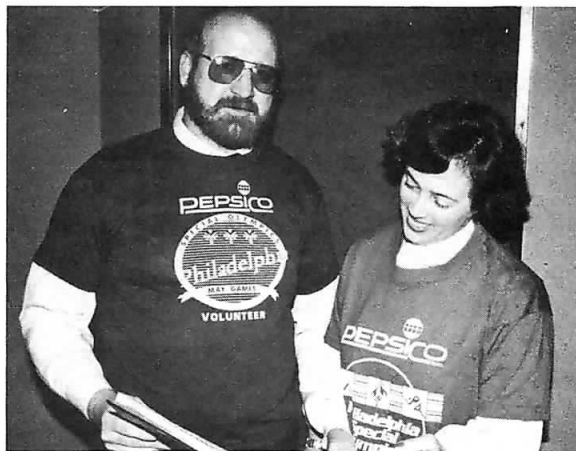
I'm writing this column on July 13th just beating the deadline to go to press. One of the problems we incur with the Chaptergram is that the deadline is typically five or six weeks before you get a chance to read the finished product. Therefore, you are sometimes reading old news and since this is a quarterly newsletter some articles are three months or more old by the time you read it. This makes it very difficult to provide you with timely information.

Today, I heard that Governor Casey signed into law common licensing for PA agents which has been a long time coming and is welcomed by many of us who hold and have to deal with licensing. Another part of this law deals with continuing education requirements. From what limited information I can gather, twenty-four credit hours would be required annually for presently licensed agents and forty-eight credit hours for new applicants. Those licensed prior to December 1970 would be grandfathered. What, when and how, will be big questions. Two or three years ago when the bill was being discussed in draft form, it was suspected that credits would only be given for course studies and no automatic credits for those holding professional designations. Hopefully, this has changed so that CPCUs etc. will be able to pick up some automatic credits similar to the way some other states have done it. In addition, there should be credits for seminars and other activities our Chapter members are involved in such as teaching insurance courses, grading exams for the institute, I-Day, the national meetings and even Chapter meetings. Perhaps we will have the answers by the time you read this but I suspect there will still be confusion and a lobby effort will be needed if some of the aforementioned items are omitted. If so, this would be a good area where our Chapter can become involved in pushing or working toward gaining acceptance for some of our common educational activities for CE credits. Let's all make an effort to carefully review the law and how everything applies once details become available. And if we need to become involved to address deficiencies or our concerns, we should do so individually and as a group. I'm sure our Chapter Board of Directors will be keeping a close eye on this issue.

Hope you enjoy the summer and I look forward to seeing many of you at the Chapter meetings beginning in September and at the National Convention in San Francisco. Meanwhile, if you would like to contribute an article for the Chaptergram, send it to me c/o Posse-Walsh, Inc., P.O. Box 1121, Blue Bell, PA 19422 or fax it 215-834-2078. If you need to reach me by phone the number is 215-834-1410.

Going to the Annual Meeting in San Francisco? Don't Miss the Chapter's Special Reception on Monday Evening October 12th!

Chapter members, New Designees and their spouses and guests are invited to attend a reception on Monday evening, October 12, from 9:30 pm to midnight in the Tower Ball Room of the San Francisco Hilton. Wine, beer and snacks will be served. Since the conferment dinner as well as the additional dinner functions are being held that evening, this will make an opportune and convenient time to follow up to complete your evening. So, come socialize and meet your fellow Chapter members as well as welcoming our New Designees.



Chapter officers T.C. McDonnell, CPCU and Karen Willimann, CPCU proudly wearing their Special Olympics volunteer T-Shirt which our volunteer members received for the Chapters participation in this worthy cause.

The On-Going Saga of "Seepy Seeyou"



Since this market always keeps us hopping we thought it would be a good idea to have all our employees go through this test.

**Chapter Budget Performance Fiscal Year
Ending June 30, 1992**

by: *Frank Mason Jr., CPCU, Treasurer 1991-92*

Category/Description	Actual	Budget	Performance
Income			
Directory	0.00	0.00	0.00
Dues	20,516.20	20,000.00	516.20
Franklin Award	3,825.00	4,800.00	(975.00)
I-Day	1,001.43	2,000.00	(998.57)
Interest	760.41	1,200.00	(439.59)
Meetings	8,953.00	12,000.00	(3,097.00)
Seminars	0.00	2,000.00	(2,000.00)
Spring Social	0.00	800.00	(800.00)
TOTAL INCOME	\$35,056.04	\$42,800.00	\$(7,743.96)
Expenses			
Administration	5,786.96	8,200.00	(2,413.04)
Annual Meeting	625.00	2,500.00	(1,875.00)
Candidate Development	0.00	200.00	(200.00)
Careers in Insurance	0.00	200.00	(200.00)
Chapter Officers LC	1,210.00	1,500.00	(290.00)
Chaptergram	6,148.38	7,400.00	(1,251.62)
Directory	158.09	2,000.00	(1,841.91)
Fire Essay Contest	187.08	400.00	(212.92)
Franklin Award	2,916.21	3,500.00	(583.79)
H.J. Loman Foundation	0.00	550.00	(550.00)
I-Day	0.00	500.00	(500.00)
ISOP	0.00	600.00	(600.00)
Meetings	8,061.24	10,500.00	(2,438.76)
Membership Committee	0.00	300.00	(300.00)
Miscellaneous	0.00	500.00	(500.00)
New Designees	17.40	400.00	(382.60)
Public Relations	741.80	500.00	241.80
Research Projects	0.00	250.00	(250.00)
Spring Social	927.42	900.00	27.42
TOTAL EXPENSES	\$26,779.58	\$40,900.00	\$(14,120.42)
SURPLUS (DEFICIT)	\$8,276.46	\$1,900.00	\$6,376.46

BANKING EXPENSES \$23,046.69

PHILADELPHIA CHAPTER, CPCU

P.O. BOX 1499

PHILADELPHIA, PA 19105

**Philadelphia Chapter
1992/93 Approved Budget**

The Board of Directors at it's July 15, 1992 meeting adopted the budget for the 1992/93 Chapter year as shown below:

Category/Description	Budget
Income	
Directory	0.00
Dues	22,000.00
Franklin Award	4,800.00
I-Day	2,000.00
Interest	750.00
Meetings	12,000.00
Seminars	2,000.00
Spring Social	2,000.00
TOTAL INCOME	\$45,550.00
Expenses	
Administration	8,200.00
Annual Meeting	2,500.00
Candidate Development	200.00
Careers in Insurance	200.00
Chapter Officers LC	1,000.00
Chaptergram	9,750.00
Directory	0.00
Fire Essay Contest	400.00
Franklin Award	4,150.00
H.J. Loman Foundation	550.00
I-Day	500.00
ISOP	600.00
Meetings	10,500.00
Membership Committee	200.00
Miscellaneous	250.00
New Designees	750.00
Public Relations	500.00
Research Projects	250.00
Spring Social	2,000.00
TOTAL EXPENSES	\$ 42,500.00
SURPLUS (DEFICIT)	\$3,050.00

BULK RATE
PERMIT NO. 15
HUNTINGDON
VALLEY, PA
19006