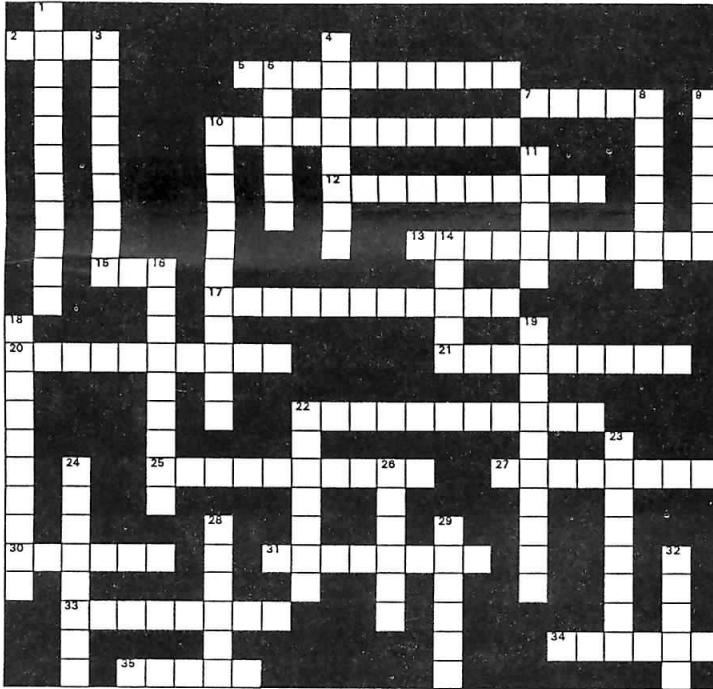


## Chaptergram Crossword Puzzle

by: Pete Palestina, CPCU

Completed Puzzle on Page 6. N.B. This one is Economics Driven CPCU-9



### ACROSS

- 2 Was used to back all currency until 1967
- 5 Mathematical statements of definition
- 7 Income paid by a bond compared with its market value
- 10 Prevents us from charging as much as we'd like for goods or services
- 12 Relation of output to input
- 13 These costs are all costs to economists
- 15 Abbrn. for the country's flow of output
- 17 One thing a monopoly can do that neither a union nor a purely competitive firm can do
- 20 Act of optioning or distributing resources or income
- 21 Convenient means of expressing functional relationships
- 22 Use of output for purposes of private enjoyment
- 25 The numerical relation between the initial new investment and the total increase in income
- 27 Interest rate Federal Reserve Bank charges for lending reserves
- 30 Legal rights on income or wealth

- 31 Additional, incremental, (plus or minus)
- 33 Adjustment of nominal payments in accordance with a price index
- 34 Was the engineer of capitalism repaired
- 35 Author of 'The Wealth of Nations'

### DOWN

- 1 Describes what we cannot do
- 3 Expenditure that exceeds income
- 4 The price of the factor capital
- 6 Amount of goods or service we are willing to buy at different prices at different times
- 8 Effect on budget when outgo exceeds income
- 9 The differing amounts offered at different prices
- 10 Most prevalent form of business organization
- 11 Ability to move into a market or line of production
- 14 Affected by shifts in demand or supply
- 16 A set of premises, views, rules and beliefs that form the kinds of questions scientists ask
- 18 Forced to go out of business
- 19 Describes what we want to do
- 22 Wealth in an abstract form produced by capitalism
- 23 Has a marginal revenue curve that is different from the average revenue curve
- 24 To mop up a fraction of income as it passes from hand to hand
- 26 Ownership, usually by stock
- 28 This paradox tells us that the attempt to increase intended saving may sometimes lead to a fall in actual saving
- 29 Refraining from spending all or part of income for consumption of goods or services
- 32 Cost that does not vary with output

## Philadelphia Chapter Year End Statement 7•1•94 through 6•30•95

Category	Actual	Budget	Variance
<b>Receipts</b>			
Directory Income (N.B. income rec'd 93/94)	\$0.00	\$0.00	\$0.00
Donations/Scholarships	1,249.00	500.00	749.00
Dues	19,659.00	20,000.00	(341.00)
Franklin Award	4,675.00	5,000.00	(325.00)
I-Day	0.00	0.00	0.00
Interest	344.19	400.00	(55.81)
Breakfast Meetings	0.00	9,500.00	(9,500.00)
Season Tickets	4,100.00	0.00	4,100.00
Philadelphia	5,370.00	0.00	5,370.00
South Jersey Shore	0.00	0.00	0.00
Seminars	3,932.00	4,500.00	(568.00)
Spring Social & 94 Golf Outing	1,638.00	2,500.00	(862.00)
Miscellaneous	1,376.00	0.00	1,376.00
<b>TOTAL RECEIPTS</b>	<b>42,343.19</b>	<b>42,400.00</b>	<b>(56.81)</b>
<b>Disbursements</b>			
Administration	\$4,706.78	\$600.00	(\$1,293.22)
Annual Meeting	2,881.67	2,000.00	881.67
Candidate Development	467.65	300.00	167.65
Careers in Insurance	0.00	50.00	(50.00)
COLC	1,000.00	1,000.00	0.00
Chaptergram	7,592.98	8,250.00	(657.02)
Directory	1,336.13	375.00	961.13
Donations/Scholarships	0.00	500.00	(500.00)
Fire Essay	1,693.03	1,750.00	(56.97)
Franklin Award	4,908.93	4,500.00	408.93
HJ Loman Foundation	578.00	650.00	(72.00)
I-Day (Reception)	395.25	450.00	(54.75)
ISOP Membership Dues	115.00	115.00	0.00
Meetings	0.00	0.00	0.00
Banquet (Doubletree0)	10,179.00	9,000.00	1,179.00
Audio Visual	1,672.90	0.00	1,672.90
South Jersey Shore Banquet	0.00	0.00	0.00
Membership	115.00	100.00	15.00
Miscellaneous	850.00	250.00	(250.00)
New Designee	0.00	500.00	(500.00)
New Jersey SubChapter	0.00	500.00	(500.00)
Project InVest	302.94	300.00	2.94
Public Relations	2,210.00	2,000.00	210.00
Research Project	0.00	250.00	(250.00)
Seminars	830.00	1,000.00	(170.00)
Spring Social & '94 Golf Outing	1,679.50	2,500.00	(820.50)
<b>Total Disbursements</b>	<b>43,514.76</b>	<b>42,340.00</b>	<b>324.76</b>
<i>Restricted Funds: \$1,609.86 Scholarship/Donations</i>			
<b>Account Balances</b>			
Checking as of 6/30/95	\$33,153.72		
Savings as of 6/30/95 State	\$5,093.58		
<b>Total Assets</b>	<b>\$38,247.30</b>		

## CPCU Journal

You can share some of the specialized knowledge usually reserved for members of The Society of Chartered Property and Casualty Underwriters by giving a subscription to the CPCU Journal, official publication of The Society of CPCU.

Gift subscriptions are perfect for university, corporate, and law firm libraries. A CPCU Journal gift can also be the well-deserved pat on the back for an aspiring CPCU designee or any business associate who wants to stay on top of developments in this volatile industry.

To start a gift subscription, contact The Society at (610) 251-CPCU.

# BREAKING • BARRIERS

CPCU SOCIETY • 1995 ANNUAL MEETING & SEMINARS • OCT 8-11 • HONOLULU, HI



## The President's Corner

by: T.C. McDonnell, CPCU

Well the "swearing in" took place at the June breakfast meeting and the "gavel" was officially passed on to me by Frank Mason at the Board Meeting that followed. The committees of the chapter have been organized into four groups for planning purposes. The four groups are (I) External Relations, (II) Member Events, (III) Internal Coordination, and (IV) Chapter Events. Each of these Groups has a Board Liaison appointed and planning meetings and discussions were held in July. Board Liaisons assisted with the 1995-96 planning process and will bring to the Board any issues that require Board action during the course of the year. The Liaisons are: Group I - Bruce Tuttle, Group II-Terry Carlin, Group III-T.C. McDonnell (temporary) and Group IV-Pete Palestina.

The committee chairs have all created their plans for the coming year. The amount of work that can be done by each committee will be dependent upon the number of Chapter members, who choose to become involved. In late June, the Chapter Resource Committee, presently chaired by Maggie Stewart, sent out a Resource Survey. There were 21 responses received within two weeks of the mailing. The results will be put into a database and will be used in an effort to match activities that the Chapter would like to do with those of you that have indicated an interest in that type of activity. If you have already completed and sent the survey, please accept our thanks. If you still have the survey, but haven't completed it yet, please complete it and send it in. If you have misplaced it and would like another one, please give me a call and I'll send you another one. My phone number is 215-761-1364. Completing and mailing the survey does not commit you to any service or activity. You will be contacted and provided with specific information on any activity, prior to that activity. If the activity is something that you would like to become involved in, then we would like to encourage you to become involved.

The ultimate success of the Chapter is dependent on the commitment and level of involvement of our members. Help us make this year, THE YEAR OF COMMITMENT AND INVOLVEMENT.

My congratulations and appreciation to the elected Officers and Directors for fiscal 95-96. My sincere appreciation for the volunteers that have agreed to Chair a Committee, this year.

## Program News, Keep Up to Date!!

by: Anne M. Kopanski, CPCU  
Program Chairman



Please take out your calendar, jot down the dates and make plans to attend our events. A major benefit of attending CPCU meetings is to learn what's new and topical as you keep current on industry events. Our meetings also are great opportunities to build your professional network. Since our meetings are also our fundraisers, we hope that you'll invite colleagues to join you. Please take a look around your office and be sure to invite candidates in CPCU studies, people who should consider studies, and members, with very busy schedules. Plan now to join us. Most meetings are on the 3rd Thursday. We look forward to seeing you!!

### Here's what we have planned:

**September 28th**, View from the top. New Designee Orientation for Conferment

**October 25th**, I-Day

**November 16th**, What's on The Legislative Horizon? Joint meeting with Pennsylvania Defense Institute

**December 14th**, Mock Trial-Expert Witness preparation. Joint meeting with NAIW Associations

**January 18th**, Workers Compensation, New Legislation and Rulings

**February 15th**, Network with CPCU Sections and Ethics

**March 21st**, Franklin Award • **April 18th**, Current Events\*\*

**May 16th**, Your choice\*\*

**June 18th**, Annual Meeting, Installation of Officers and Leadership

\*\* Your vote is important. Please help us to round out Breakfast Meeting topics and speakers by letting us know what you would like. Call or fax Anne Kopanski at 215-884-2525 and suggest what will help you professionally.

Breakfast meetings will be held at the Doubletree. We plan to continue with a Buffet Breakfast beginning at 8:00 a.m. with our speaker to begin at 8:30 a.m. Please become a season ticket holder. Season tickets can be used by any member of your organization. The tickets are \$120.00 for all 8 breakfast meetings. Single tickets are \$20.00 in advance and \$22.00 at the door.

Please promote our meetings and we look forward to seeing you!

## National Director's Corner

by: Joseph E. M. Ryan,  
CPCU, CLU



## MOTIVATION

As a National Director for the CPCU Society, I have the honor and pleasure of interacting with many CPCU Chapters of various sizes and geographic areas. Each Chapter is unique but yet the same in one important aspect: the aspect of the motivation of its officers to excel and the membership to support the Chapter and make it meaningful and responsive to their needs.

Recently, after having officiated at the installation of officers for the Washington D.C. Chapter of CPCU, I was given, as a token of appreciation, a small book of motivational quotes. To be honest with you, I would have never, ever thought of purchasing such a book for myself. In this book are a hundred or so motivational quotes collected over the centuries from 'Horace' to 'Edison' to 'Shaw' to 'Lombardi' to "anonymous". I must admit that I have enjoyed reading these quotes and sharing them with my staff when appropriate.

There is one quote I'd like to share with you now.

*"If a man is called to be a streetsweeper, he should sweep streets even as Michelangelo painted or Beethoven composed music or Shakespeare wrote poetry. He should sweep streets so WELL that all the hosts of heaven and earth will pause to say, here lived a great streetsweeper who did his job well."*

*Martin Luther King, Jr.*

That quote, somehow or somewhere or other touched me and inspired me to relate it to you; the members of the CPCU Society and the Philadelphia Chapter.

Each of us is/was called to be a "streetsweeper", agent, underwriter, claimsperson, broker, manager, service rep., or whatever your title or job description may be today. "But", each of you took those "Extra Steps" to become a CPCU - to be the best - to do your job well.

You were not satisfied with being just (fill in your job description here) but wanted to be the best.

That is what differentiates the *motivated* person from those who may not be so motivated.

That's what moves such a person as Dr. Martin Luther King Jr. to speak in such a way.

I ask you to just think about this particular quote over the summer months and come back in the fall "*motivated*" to help The Philadelphia Chapter become the best any way you can. You may be surprised what the hosts of heaven and earth may say about *you*.

Have a safe and happy summer break!

## Franklin Award

Mark your calendars! March 21, 1996 at the Doubletree.

Nomination Forms will be going out in October.

Now its your turn to do a little work.

**Nominate one of those great people you know!**

# June Meeting Recap

by Ann E. Myhr, CPCU, ARM

The Philadelphia Chapter of the Society of CPCU held the final meeting for the 1994-95 year on June 15th. The location for this meeting was the Doubletree Hotel in Philadelphia. It was also the Chapter's Annual Business Meeting.

The meeting was called to order by President Frank J. Mason, CPCU who introduced Society Regional V.P. Phil Spinelli, CPCU for the installation of officers. Phil, who is also a Chapter member, conducted the installation ceremony for the 1995-96 Officers and Directors. Those installed are as follows:

T.C. McDonnell, CPCU, ARM	President
Bruce Tuttle, CPCU	First Vice President
Anne M. Kopanski, CPCU	Second Vice President
Sandra Loebs, CPCU	Secretary
Ralph White, CPCU	Treasurer
Josephine Battisti, CPCU	Director
Hsuan-Shiang Wu, CPCU	Director
Paul Hertel, III, CPCU	Director
Cynthia Wolkiewicz, CPCU	Director
Pete Palestina, CPCU	Director
Terrence Carlin, CPCU	Director

A motion was made to dispense with the reading of reports and approved.

The installation of Officers was followed by an address to the audience by incoming President T.C. McDonnell who discussed plans for the upcoming year. These plans included promoting professionalism among our members and strengthening presentation skills for members. One of the important areas of emphasis for the upcoming year will be the large new designee group which could increase our membership by as much as 150 new members. T.C. then presented outgoing President Mason with a certificate of appreciation and a wall plaque commemorating his year of service to the Chapter. T.C. was then presented with the President's gavel by the outgoing President.

This was followed by a report from Paul Hertel, III, CPCU who is I-Day Chairman for 1995. The committee has developed three topics: Insurance Agent's E & O, Worker's Compensation and the A.M. Best Rating Process. The new designees for 1995 will also be recognized at this meeting. This year's I-Day will be held on 10/25/95 at the new Philadelphia Marriott on Market Street.

Anne Kopanski, CPCU and Barbara McCreary gave a report on Project INVEST. This is a program which prepares high school students to deal with the business environment and the world of work. Barbara, who is a teacher at Germantown High School, instructs this four year program which includes subjects such as Business Environment, Introduction to Insurance, and Computer & Typing Skills. Anne, on behalf of the Chapter, presented Barbara with a check to be used for the purchase of textbooks for this program. The business meeting was then adjourned and the regular meeting was held.

The program for this meeting was on Stress Management and was presented by Leslie Woehr Tuttle and Michael Bowers of Harry J. Woehr and Associates. This presentation covered the physical and emotional responses to events, the stages the body goes through in responding to stress and stress reduction techniques. Also discussed were warning signals and a list of Life Events with a scoring procedure to evaluate an individual's level of stress was distributed. The speakers emphasized the importance of assessing and then managing stress levels in our business and personal lives.



Leslie Woehr Tuttle Psy.D. and Michael Bowers, both of Woehr Associates, presented a session on Stress Management at our June meeting.



New Officers and Directors for the 1995-96 Year are sworn in at the June Business Meeting by National Regional Vice President Phil Spinelli, CPCU.



All CPCUs at the June Annual Business Meeting stand to recite the CPCU charge led by Regional V.P. Phil Spinelli, CPCU.



Incoming Chapter President T.C. McDonnell (represents plaque and congratulations to outgoing President Frank Mason.



Frank Mason (l) passes gavel to new Chapter President T.C. McDonnell at the June meeting.



Barbara McCreary gave a report on Project InVest at the June meeting.



New Chapter President T.C. McDonnell addressed members on his goals at the June Business Meeting.



# 1995 CHAPTER OFFICERS LEADERSHIP CONFERENCE (COLC)

by T.C. McDonnell, CPCU

The 1995 COLC was held in Cincinnati on May 18-20, 1995. Roger Joyce introduced Roger Smith as the incoming National CPCU Society President. Our new President had a number of key initiatives that he would like to see advanced during his term. I will share a couple of these in this article. The theme for 95-96 will be Building New Expertise. This can and should include learning new computer applications, managing international accounts and other emerging areas. One of the things that Roger feels would advance the image of professionalism would be for CPCUs to improve their presentation skills. He would also like to see all of us to seek opportunities to increase public understanding of the insurance mechanism and its role in society. Many of the presentations at the COLC made reference to the projected size of the 1995 graduating class and the opportunities and challenges that this represents.

As a general observation, all of the people that I met at the COLC were top shelf people and I was, and feel that all of you should be, proud to belong to an organization of this caliber.



Donald White spoke to our April meeting attendees about getting involved with Special Olympics.

## April Meeting Recap

### Employment Practices, Liability Discussed

In addition to holding the chapter's annual election of Officers and Directors the regular portion of the meeting was devoted to the topic of Employment Related Practices Liability. The keynote speakers were Joseph B. Manta, Chairman of the Employment Law Committee of the Pennsylvania Defense Institute and Carole Lynn Proferes, Assistant Vice President of Marsh and McLennan.

Mr. Manta discussed the legal elements of claims involving wrongful termination, sexual harassment and discrimination as well as loss control measures that may be taken. Ms. Proferes reviewed the evolution of Employment Practices Liability Insurance as a response to the gaps in traditional policies and identified the coverage caveats of this relatively new insurance. Most agreed the meeting was very informative.



Guest speakers taking their turn at the podium during our April meeting on employment practices liability are Joseph B. Manta, chairman of the Employment Law Committee of the Pennsylvania Defense Institute and Carole Lynn Proferes, Asst. Vice President, Marsh and McLennan of PA.

## Your Membership Matters!

Bernadette B. Fuller, CPCU  
Membership Chair 95-96



I am looking forward to meeting you at the various Philadelphia Society events supported by the Philadelphia CPCU Chapter. As the Philadelphia Society's membership chair I am interested in what you want and need in a professional organization.

#### The purpose and objective of the membership committee:

- addresses the needs and concerns of members
- develops programs to serve members (ex: trade magazines at discount costs)
- recruits new members to become active
- administers membership rosters-change of addresses, etc.
- encourages members to retain active status
- encourages networking among insurance professionals

While the purpose of all CPCU membership committees are similar, Philadelphia is unique because our goal is the shape the Chapter's activities by the interests and needs of its members.

Monthly breakfast meetings are planned throughout the year to present various topics and an array of guest speakers. The Philadelphia CPCU Chapter also plans special awards and social events.

Among the many benefits the Philadelphia CPCU Insurance Society Chapter offers its members, is its continuing education programs, CPCU Journal, CPCU News, National Job Network for Unemployed Members, Annual Meetings and Seminars and Workshops, Lifetime Membership Regular Retired Membership.

We have some exciting ideas and welcome any new ones you may have for future events of the Philadelphia CPCU Chapter and sincerely hope that you will become a member.

You can contact me at:

Bernadette B. Fuller, CPCU, CNA Insurance Company

1 Continental Drive, Custom Program Management, Cranbury, NJ 08854

609-395-5977

Any individual who may have an interest in the committee or may have any questions please feel free to call me.

We look forward to you becoming a member of the Philadelphia CPCU Insurance Society Chapter. Also be sure to let us know if you have a change of address or have moved, we want to stay in touch!



Some of the attendees at our April meeting on Employment Practices Liability.

# Philadelphia Chapter New 1995-96 Officers and Directors

Due to the resignation of Shirley Funkhouser, CPCU who had been elected by the membership at the April Election Meeting, a vacancy was created on the Board effective May 18, 1995. The Board of Directors, in accordance with our by-law

provisions, made the necessary appointments for both the July 1994-95 and July 1995-96 years. Below is a listing of all Philly Chapter Officers and Directors for the past 22 years. It may bring back memories to some of us who have served.

## Philadelphia Chapter CPCU Society Officers and Directors - 1974 to Date

OFFICE	1974-75	1975-76	1976-77	1977-78	1978-79
<b>President</b>	Boyd Bruce	Len Garry	Iles Wauhup	Gladys Scott	Joe Giordano
<b>1st V.P.</b>	Len Garry	Iles Wauhup	Gladys Scott	Joe Giordano	Homer White
<b>2nd V.P.</b>	Iles Wauhup	Gladys Scott	Joe Giordano	Angus Currie	Ernie Whalon
<b>Secretary</b>	Gladys Scott	Charles Belz	Angus Currie	Homer White	Charles Belz
<b>Treasurer</b>	Charles Belz	Joe Giordano	Homer White	Ernie Whalon	Bob Dillon
<b>Director</b>	Joe Giordano	Ernie Whalon	Ernie Whalon	William Graham	Larry Klein
<b>Director</b>	Homer White	Homer White	Art Blanche	Art Blanche	Don Cook
<b>Director</b>	Richard O'Flynn	Jon Kirkbride	Josephine Battisti	Josephine Battisti	Walt Frasier
<b>Director</b>	Leigh Bardsley	Don Anderson	Len Garry	Charles Belz	Peter Palestina
<b>Past President</b>	Jay Frank	Boyd Bruce	Len Garry	Iles Wauhup	Gladys Scott

OFFICE	1979-80	1980-81	1981-82	1982-83
<b>President</b>	Homer White	Ernie Whalon	Don Cook	Peter Palestina
<b>1st V.P.</b>	Ernie Whalon	Larry Klein	Walt Frasier	Philip Spinelli
<b>2nd V.P.</b>	Larry Klein	Don Cook	Peter Palestina	Steve Graves
<b>Secretary</b>	Don Cook	Walt Frasier	Philip Spinelli	Vince Phillips
<b>Treasurer</b>	Walt Frasier	Peter Palestina	Steve Graves	Pamela Godwin
<b>Director</b>	Vincent Cardillo	Vincent Cardillo	Vince Phillips	Al Federico
<b>Director</b>	Philip Spinelli	Philip Spinelli	Deborah Conely	Deborah Conely
<b>Director</b>	Joe Hudson	Joe Hudson	Vincent Cardillo	Frank Mason
<b>Director</b>	Peter Palestina	Craig Hall	Craig Hall	Barbara Best
<b>Past President</b>	Joe Giordano	Homer White	Ernie Whalon	Don Cook

OFFICE	1983-84	1984-85	1985-86	1986-87	1987-88	1988-89
<b>President</b>	Philip Spinelli	Philip Spinelli	Vince Phillips	Pamela Godwin	Al Federico	Ray Lindsey
<b>1st V.P.</b>	Steve Graves	Vince Phillips	Pamela Godwin	Al Federico	Ray Lindsey	Joe McNasby
<b>2nd V.P.</b>	Vince Phillips	Pamela Godwin	Al Federico	John Kelly	Joe McNasby	Art Hanebury
<b>Secretary</b>	Pamela Godwin	Al Federico	John Kelly	John Kelly	Art Hanebury	Ron Vogrin
<b>Treasurer</b>	Al Federico	Pamela Godwin	Ray Lindsey	Joe Folz	Ron Vogrin	Bruce Kelly
<b>Director</b>	Ray Lindsey	Ray Lindsey	Joe Folz	Ron Vogrin	John Jud	John Jud
<b>Director</b>	Joe McNasby	Joe McNasby	Joe McNasby	Joe McNasby	Larry Klein	Larry Klein
<b>Director</b>	John Kelly	Fred Roe	Fred Roe	Bruce Kelly	Bruce Kelly	Marie Bower
<b>Director</b>	Don Martin	Anne Kopanski	Anne Kopanski	Terry Macko	Terry Macko	Karen Paleologus
<b>Director</b>						Josephine Battisti
<b>Director</b>						William Engler
<b>Past President</b>	Peter Palestina	Peter Palestina	Philip Spinelli	Vince Phillips	Pamela Godwin	Al Federico

OFFICE	1989-90	1990-91	1991-92	1992-93 Elected	1992-93 Ending	1993-94 Elected
<b>President</b>	Joe McNasby	Art Hanebury	Bruce Kelly	Larry Klein	Larry Klein	Karen Willmann
<b>1st V.P.</b>	Art Hanebury	Bruce Kelly	Larry Klein	Karen Willmann	Karen Willmann	Frank Mason
<b>2nd V.P.</b>	Ron Vogrin	Larry Klein	Karen Paleologus	Frank Mason	Frank Mason	T.C. McDonnell
<b>Secretary</b>	Bruce Kelly	Karen Paleologus	William Engler	T.C. McDonnell	T.C. McDonnell	R. Bruce Tuttle
<b>Treasurer</b>	Larry Klein	William Engler	Frank Mason	Terrence Carlin	Terrence Carlin	Shirley Funkhouser
<b>Director</b>	Jack Derrickson	T.C. McDonnell*	Barbara Dapolito	Barbara Dapolito	Barbara Dapolito	Josephine Battisti
<b>Director</b>	Barbara Dapolito	Frank Mason	Josephine Battisti	Josephine Battisti	Josephine Battisti	Tom Krall
<b>Director</b>	Marie Bower	Elayne Markey	Terrence Carlin	Shirley Funkhouser	Shirley Funkhouser	Hsuan-Shiang Wu
<b>Director</b>	Karen Paleologus	Barbara Dapolito	T.C. McDonnell	R. Bruce Tuttle	R. Bruce Tuttle	Terrence Carlin
<b>Director</b>	Josephine Battisti	Josephine Battisti	Elayne Markey	Elayne Markey	Anne Kopanski	Anne Kopanski
<b>Director</b>	William Engler	Jack Derrickson	Cynthia Gantz	Tom Callanan	Antonio Ramirez	Antonio Ramirez
<b>Past President</b>	Ray Lindsey	Joe McNasby	Art Hanebury	Bruce Kelly	Bruce Kelly	Larry Klein

OFFICE	1993-94 Ending	1994-95 Elected	1994-95 Ending	1995-96 Elected	1995-96 Ending	*Replaced Ron Vogrin who resigned April 1991
<b>President</b>	Karen Willmann	Frank Mason	Frank Mason	T.C. McDonnell	T.C. McDonnell	
<b>1st V.P.</b>	Frank Mason	T.C. McDonnell	T.C. McDonnell	R. Bruce Tuttle	R. Bruce Tuttle	
<b>2nd V.P.</b>	T.C. McDonnell	R. Bruce Tuttle	R. Bruce Tuttle	Anne Kopanski	Anne Kopanski	
<b>Secretary</b>	R. Bruce Tuttle	Shirley Funkhouser	Sandra Loeb**	Sandra Loeb	Sandra Loeb	**Board appointments due to vacancy created by the resignation of Shirley Funkhouser effective May 18, 1995.
<b>Treasurer</b>	Shirley Funkhouser	Anne Kopanski	Anne Kopanski	Shirley Funkhouser	Ralph White**	
<b>Director</b>	Josephine Battisti	Josephine Battisti	Josephine Battisti	Josephine Battisti	Josephine Battisti	
<b>Director</b>	Paul Hertel, III	Paul Hertel, III	Paul Hertel, III	Paul Hertel, III	Paul Hertel, III	
<b>Director</b>	Hsuan-Shiang Wu	Hsuan-Shiang Wu	Hsuan-Shiang Wu	Hsuan-Shiang Wu	Hsuan-Shiang Wu	
<b>Director</b>	Terrence Carlin	Terrence Carlin	Terrence Carlin	Terrence Carlin	Terrence Carlin	
<b>Director</b>	Anne Kopanski	Cynthia Wolkiewicz	Cynthia Wolkiewicz	Cynthia Wolkiewicz	Cynthia Wolkiewicz	
<b>Director</b>	Ralph White	Ralph White	Ralph White	Ralph White	Peter Palestina**	
<b>Past President</b>	Larry Klein	Karen Willmann	Karen Willmann	Frank Mason	Frank Mason	

## HELP US EARN THE CPD AWARD FOR EXCELLENCE

CPCU chapters earn the Continuing Professional Development Award for Excellence when either 50 chapter members or 20 percent of the paid chapter membership earn CPD or CPDL qualification during the year. Do your part to help our chapter win this award by becoming CPD qualified in 1995!

## CPCU VISIBILITY-IT BEGINS WITH YOU!

Educate yourself. Learn about the legislation that has had an impact on our industry. Get to know the politicians and the players involved, both industry advocates and the opposition. Read the trade press and the business journals to get both sides of the story.

## Be a Loman Foundation Supporter

*What does the CPCU-Harry J. Loman Foundation do with money it receives?*

- Scholarships** - The foundation matches chapter scholarships up to \$1,000.00 for a program with an emphasis on the study of insurance. To date, 24 chapters have received matching funds. In addition, 5 chapters received matching funds for the Insurance Education Foundation Program.
- Library Matching Gifts Program** - Twelve chapters contributed CPCU textbooks to local libraries at a cost to Loman of \$1,953.00. Eighteen insurance departments purchased books at a cost to Loman of \$1,039.00.
- COLC Leadership Workshops** - The Foundation again sponsored a speaker at the Chapter Officers Leadership Conferences (COLCs). This year, Mary Beth Fidler, consultant to the Society's 1994 strategic planning process, presented a two-hour program on Chapter Planning and Management at both COLCs.
- Annual Meeting Lecture** - The 1994 Loman Lecture, "Insider's Viewpoint: Washington Perspectives", provided a lively, provocative forum where ideas and issues were discussed. The forum was led by Fred Barnes, senior editor of *The New Republic* and a nationally known political commentator and Eleanor Clift, White House correspondent for *Newsweek* and deputy Washington bureau chief.
- Distinguished Graduate Awards** - Cash awards were made at the CPCU/IIA Honors Luncheon at the Annual Meeting in Chicago to the five 1994 new designees with the highest grade average.

The Philadelphia Chapter is proud to recognize and congratulate our M-Club members listed below. Why not join them and over 875 other M-Club members. Gain recognition for our chapter, the Society, our profession, and just a little notoriety for yourself—simply complete the tear-off and send it to Malvern. As little as \$25 a quarter or \$100 a year gets you started. You're a member with your first payment.

<i>Norman A. Baglini</i>	<i>Donald R. Oakes</i>
<i>Boyd Bruce</i>	<i>Seymour Page, Jr.</i>
<i>Walter G. Butterworth</i>	<i>Frances M. Pommer</i>
<i>Richard J. Clark</i>	<i>Robert S. Seltzer</i>
<i>Jack F. Derrickson</i>	<i>Louis P. Sigel, Jr.</i>
<i>Leonard P. Garry</i>	<i>Philip N. Spinelli</i>
<i>William A. Graham IV</i>	<i>George W. Whitford</i>
<i>James W. Hamilton</i>	<i>Joseph J. Wisniewski</i>
<i>Larry L. Klein</i>	

I pledge \$1,000.00 payable (check one) in a  lump sum  annually  quarterly.  
 Check for \$ \_\_\_\_\_ is enclosed.  
 Signed \_\_\_\_\_

This cash pledge will not constitute a liability against your estate in the event of death. The Foundation will send invoices based upon your choice of payments.

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Return this form with your check to: Boyd Bruce, CPCU,  
 CPCU-Harry J. Loman Foundation, P.O. Box 3009, Malvern, PA 19355-0709

## January CPCU Completers to Join Those Who Pass The June Exam as Members of the Class of 1995

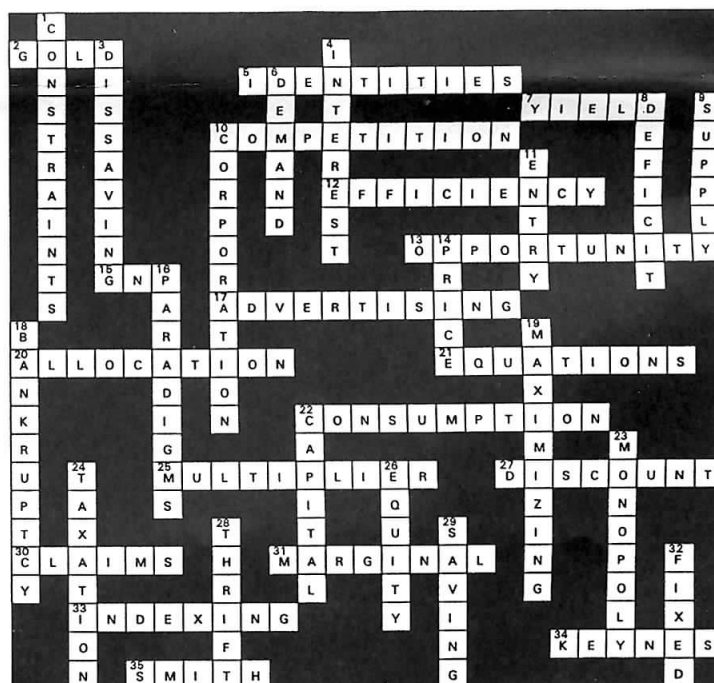
Congratulations to the 74 new Philadelphia Chapter area CPCUs who have earned their designation in 1995 by passing their final exam in January. These individuals will join the many others who will have completed their final exam in June 1995 making this the largest chapter graduating class ever. Let's hope they will all become active Chapter members.

Jacqueline L. Agostinho  
 Karen L. Campbell  
 Timothy J. Conrad  
 Anthony H. Devitt, III  
 John W. Drakely  
 Robin A. Fetterhof  
 Denise A. Forbes  
 James F. Fryer  
 Mark S. Gillespie  
 James A. Hayward  
 Timothy R. Kania  
 Donna M. Love  
 Norman A. MacColl  
 Nancy E. Maratea  
 Thomas J. McDermott  
 Dorothy E. Muir  
 Jan Soley O'Rourke  
 Kathleen A. Richards  
 James W. Roderique  
 Eva L. Sebastian  
 Elizabeth S. Small  
 Matthew S. Szkotak  
 D. Toole  
 James R. Walls  
 Raymond E. Woehr

Robert P. Battaglia  
 Terrence R. Carder  
 Gregory T. Cropp  
 Christine Dewaghe  
 John J. Fee  
 Eileen Marie Fisher  
 Julie M. Franz  
 Joseph J. Gallagher  
 Michael S. Goetter  
 Janr S. Huang  
 Edward Fell Lee  
 Michael J. MacCroy  
 Antonia Maiorini  
 Susan L. Margolis  
 Michael E. McLoone  
 Peter M. Nahaczewski  
 G. Kellum Plasket  
 Christopher D. Roak  
 Robert K. Rugel  
 Nicholas M. Signoretta  
 Tami L. Smith  
 Cindy W. Tidwell  
 Valerie Ulman-Katz  
 Rina A. Williams  
 Sharon T. Woll

Linda N. Blaszczyk  
 Anne E. Cassidy  
 Margaret A. Derr  
 Kathleen M. Dougherty  
 Stephen M. Feldman  
 Courtney M. Fitzsimmons  
 James F. Frawley, Jr.  
 Frank J. Gasparon  
 Donna J. Hart  
 G. Martin Irons  
 Marie P. Lion  
 Eric R. Mac Dougall  
 Joanna L. Mann  
 Wayne Maszewski  
 Laura J. Mitchell  
 Sharon M. Nealon  
 Carole Lynn Proferes  
 Brooke Rockefeller  
 Andrea Michele Schaja  
 Joseph T. Singer  
 Mark P. Stockbridge  
 Frederick M. Tim E I l e e n  
 Carol R. Underhill  
 Robert J. Williams

## Solution to the Crossword Puzzle From Page One







## From the Editor

by: Peter Palestina, CPCU

### Minor League Attitude Can Be A Good Thing

The chapter held its joint spring social with the Brandywine and Greater Valley Forge chapters on June 16th attending a Wilmington Blue Rocks baseball game and picnic. The weather cooperated and it was a beautiful night for baseball.

Although the Phillies were hot and in first place, the social was still a success with approximately 80 chapter members and their families in attendance. The food was pretty good considering it was prepared at the ballpark and there was plenty to go around. The game itself was fun to watch. Delaware residents must take their team seriously as the games at Frawley Stadium are usually well attended and often sold out. This is amazing considering the major league baseball strike and the fact that the Blue Rocks are a single A team that plays in the Carolina League. I have never attended a minor league game. The quality of play was not the caliber of the major leagues, but because of that it was fun to watch for us Phillies fans because we can laugh at the errors and shabby plays since the Phillies are not involved. The game turned out to be very close and the Blue Rocks held on to win by a narrow margin. The Blue Rocks were ahead by 5 runs going into the 7th inning and Ray Lindsey got up to go home with his wife Joanne until someone told them that they also play 9 innings in the minors.

The kids seemed to enjoy themselves most of all, both before and after the game, where many were able to obtain autographs from the players. My son was able to get a ball he caught signed by 15 players and he had no idea who they were, neither did I for that matter. But hey, you never know, there may be another Babe Ruth or Ted Williams among them and once they're making the big bucks they are not likely to continue giving free autographs.

It was refreshing to see the hopes and dreams of these young upstarts as they work hard and give it their all in their struggle to make it to the majors. It's kind of like how most of us struggled and studied to become CPCUs. Our minor league years studying and taking exams were tough, but we all made it to the majors. It's a shame we are not paid the kind of big bucks differential that the ballplayers get, but heck, at least we still sign autographs for free even though its usually on a check we write.

I'm writing this column on Saturday July 15th in my back yard where the temperature is 101 F. Next week I will be going on vacation and I can't wait to hit that back and the ocean surf. Hope your summer was enjoyable and you found ways to keep cool. See you at the breakfast meetings starting in September. Hopefully you'll make time to attend and sign autographs...you're in the majors leagues now, but please remember to keep your minor league drive.

### The Ongoing Saga of "Seepy Seeyou"



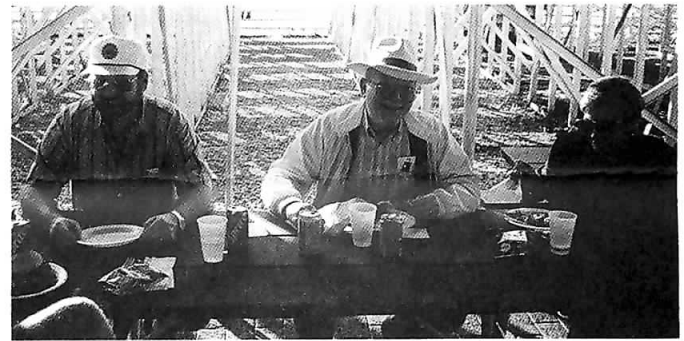
Don't panic yet, there may be an exception to the exclusion!!



Block of CPCUs and their families at our June 16th Social at Frawley Stadium.



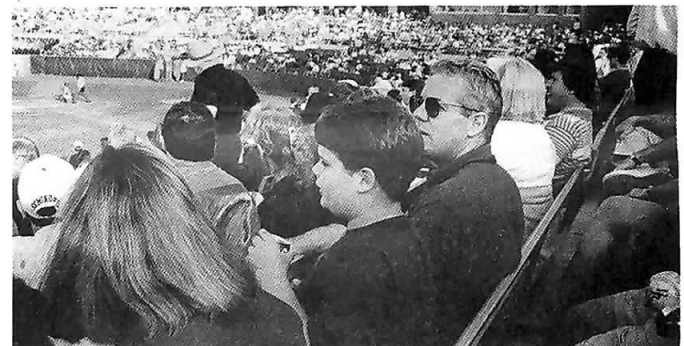
Vittles galore at our June social.



T.C. McDonnell (l) Ray and Joanne Lindsey enjoy dinner time just prior to the Blue Rocks game.



A few of the wives gather some vittles at our Blue Rocks social.



Bruce Tuttle and son follow a fly ball hit during the Blue Rocks game.



Frank Mason and son watch the action at the Blue Rocks game.

# May Meeting Recap

by Maggie Stewart, CPCU



The May breakfast meeting for the Philadelphia Chapter of the CPCU society was held on May 18, 1995 at the Doubletree Hotel at Broad and Locust Streets in Philadelphia.

The topic for the meeting was Professionalism in the Market place....Can we afford to be Ethical? Can we afford not to? Constance M. O'Connor, CPCU, was the speaker and spoke about ethical behavior and its implications for professionals and their peers, clients and the public. Connie shared her extensive background that included 23 years as a nun, 13 years as an insurance broker and over ten years as a CPCU ethics teacher.

Ethics is not a matter of right versus wrong, such as child abuse. We can compromise, but we must be aware of the repercussions of our actions. Perception is very important as people in the insurance industry are seen as not much better than used car salespeople. There is also a cost to professionalism. We can work a deal on coverages that costs our clients less and subsequently reduces our commission. Some ask "can we afford to do that?" The other side of the coin is "can we afford not to do that?"

In the court of public opinion if we are perceived as discriminating when underwriting then we must act more professionally to change perceptions. Proposition 103 in California is a result of the public's perception of inappropriate behavior within the industry.

Professionalism extends to the spirit of altruism - do what is right for the other person.

We are called to be professionals in dealing with:

- 1) ourselves - stay current, read, educate, be honest
- 2) our peers - including competitors
- 3) our clients - complete disclosure: as competitors will inform your client, if you are not acting in the clients' best interest
- 4) in dealing with the public - which is everyone

As professionals, we should imitate those we like, not compromise our own values and be reasonable & honest in dealing with clients. Ethics demands that we do not compromise ourselves or we will be condemned to our consciences. Within the industry, we should learn from our past mistakes, support the efforts of others, document and communicate. Truth attracts and keeps clients while avoiding E & O Suits. Since the public is everyone, each person is his/her own advertisement while representing his/her company.

Connie's speech was well received and provided thoughtful insight into our behavior as professionals in this industry.



*Connie M. O'Connor, CPCU was the keynote speaker at our joint meeting with NAIW held May 18th.*



*Chapter member Barbara Best, CPCU organized our joint May meeting with NAIW.*



*Some of the crowd at our May meeting with NAIW.*

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