



# PHILADELPHIA CHAPTERGRAM

INTERIM VOLUME 1 Number 2 Peter F. Palestina, CPCU, Editor FEBRUARY, 1996

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## PETE PALESTINA TO RECEIVE FRANKLIN AWARD ON MARCH 21st

Reports: JO BATTISTI, CPCU, COMMITTEE CHAIR

The Phila. Chapter has selected Pete Palestina, V.P. of Paist & Noe Agency, Richboro, PA as the Franklin Award recipient for 1996. We will have an exciting award ceremony and luncheon in Pete's honor with keynote speaker PA Lt. Gov. Mark Schweiker on hand to participate. Won't you please attend if your schedule permits. Use the form below to order your tickets.

### The Philadelphia Chapter of the CPCU Society Proudly Presents THE FOURTEENTH ANNUAL FRANKLIN AWARD

The Award Will Recognize  
**PETER F. PALESTINA, CPCU,**  
V.P., Paist & Noe Agency  
For Outstanding Achievement and Contributions

to  
**The Insurance Industry and Insuring Public**  
This Award Will Be Presented  
At a Special Luncheon at  
The Doubletree Hotel Located  
Broad and Locust Streets, Philadelphia  
**Thursday March 21, 1996**

Cocktails 11:15 a.m. ....Lunch 12:00 p.m.

**Keynote Speaker:**  
**Pennsylvania Lt. Governor MARK S. SCHWEIKER**

Please make my reservations for \_\_\_ persons at \$30. each.  
Full tables of ten (10) or half tables of five (5) are available  
\$275 for a full table or \$140 for a half table.

Make check payable to:  
Philadelphia Chapter of CPCU  
P.O. Box 1499, Phila., PA 19105-1499  
Deadline: March 19, 1996

Name(s): \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Firm: \_\_\_\_\_

Address: \_\_\_\_\_

Phone: ( ) \_\_\_\_\_ Contact: \_\_\_\_\_

Amount Enclosed: \_\_\_\_\_

## ETHICS FORUM TO BE HELD MARCH 6th

An Ethics Forum will be held in Bryn Mawr on Wenesday March 6, 1996. This event is sponsored by the American Institute for CPCU, the CPCU Society, the American Society of CLU and ChFC and the American Institute for Applied Ethics. This will be a morning session with registration at 9:00 am and adjournment at 11:30 am. The keynote address will be delivered by Keith Darcy, Vice Pres. and Associate Corporate Ethics Officer for Prudential Securities, Inc. His presentation will be followed by a panel discussion on ethics issues moderated by Norman A. Baglini, Ph.D, CPCU, the 1995 recipient of our Chapter's Franklin Award. More information will be coming by way of a direct mailing flier.

## GREATER VALLEY FORGE CHAPTER I-DAY SLATED FOR MAY 10th

The Greater Valley Forge Chapter of the CPCU Society will hold their I-Day on Friday May 10th at the King of Prussia Hilton. The event will be similar in format to our I-Day with the kick-off session beginning at 9:00 am and includes a lunch. The activities will adjourn at approximately 2:00 pm. The theme for this event will be "A NEW PARTNERSHIP - BANKING AND INSURANCE ???". Additional information on the GVF I-Day will be sent to you with one of our future breakfast meeting notices.

## CENTRAL JERSEY CHAPTER MARCH 12th LUNCHEON FEATURES NJ COMMISSIONER

The Central Jersey Chapter will have as their guest speaker NJ Insurance Commissioner Elizabeth Randall at their Tuesday, March 12th luncheon meeting. The meeting will be held at The Forrestal At Princeton (formerly the Scanticon - Princeton) located College Rd. East, Princeton, NJ. Doors open at 11:30 am and the luncheon is from 12:00 - 1:30 pm. Cost is \$25 for Central NJ Chapter members and \$30 for non members. You may use the form below if interested in attending.

Make checks payable to: "Central Jersey Chapter" and mail to:  
Bridget A. Carducci, CPCU, 729 De Camp Dr., Neshanic, NJ 08853-3429. Deadline is March 1st.

Number of people attending: \_\_\_\_\_ Member: Yes No

Names: \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Phone #: ( ) \_\_\_\_\_ - \_\_\_\_\_, Contact: \_\_\_\_\_

Address: \_\_\_\_\_

Amount Enclosed: \_\_\_\_\_

## BOARD OF DIRECTORS HIGHLIGHTS

At recent Chapter Board of Directors meeting the following items of interest are noted for your information:

...Chapter Treasurer Ralph White, CPCU resigned and after accepting his resignation on January 18th the Board appointed Chapter 1st Vice President Bruce Tuttle, CPCU to assume the duties of Treasurer on an interim basis.

...Karen Willimann, CPCU, Past President, was appointed on January 18th to serve as a Director in the slot vacated by former Director Terry Carlin, CPCU who had resigned on July 24th due to leaving the area for a new job in California.

...Past President Frank Mason, CPCU was appointed to Chair the Nominating Committee which will research and make recommendations for a slate of candidates for the next Chapter Board of Officers and Directors. The slate of candidates will be presented for election at the Chapter's April 18th meeting.

...The Chapter has paid a \$30 fee as a sponsoring organization for PA CE credits. Program Chair Anne Kopanski reported that we filed the December 14th breakfast meeting for CE credit and plans to file two more of our upcoming meetings for credit.

## SURF'S UP

Accord to the December 1995 issue of Chapter Officer News, in a column by the Information Technology Section, one need only look at the vast amount of information on the Internet to realize the degree to which we are using technology. In a search of the World Wide Web on October 13th, the word "insurance" found more than 2,600 sites ranging from insurance companies, brokers and agents, CPCU home page, to a complete listing of all insurance departments. Interested readers with Internet access can try

<http://www.webcrawler.com> for starters in their search of the web. From the Long Island Chapter we found out the following Surf The WWW sites of possible interest:

<http://insureinfo.com/cpcu> { CPCU Society's Home Page }  
<http://www.ibiznet.com/bolton.html> { Bolton/RGV Brokerage }  
<http://www.america.com> { Insurance One Insurance Agency }  
<http://www.monlife.com> { Ageon Monumental General Ins Grp }  
<http://www.hsb.com> { Hartford Steamboiler Insurance Co. }  
<http://www.cna.com> { CNA Insurance Company }  
<http://www.auto-insurance.com> { Progressive Corp Ins.Co. }  
<http://www.tne.com> { The New England Insurance Company }  
<http://insureinfo.com/career> { Tailor & Assoc.Placement Serv }  
<http://www.insuranceonline.com> { Manning Riddell Insurance Services Consultants ]

## CHAPTER SPONSORED WORKSHOP ON ADVANCED RISK FINANCING TECHNIQUES OFFERED ON FEB. 28th

The Chapter is offering a new workshop on Feb. 28th entitled "Advanced Risk Financing Techniques - Understanding the Options". This will be a morning program which will address such items as: self insurance, captives, finite risk transfer, derivatives and catastrophe insurance options. The workshop will be held at the Doubletree Hotel, Broad & Locust Sts, Phila., PA. The Society has filed for the following Continuing Ed Credits: PA (3), DE (3). In addition the following credits are available: CPD-7.5, CPDL-3, AAI-3. Registration and coffee is at 8:00 am and the program will begin at 8:30 and conclude at noon. Registration forms have been mailed but if you need a copy, or have questions, you may contact the Society at (800) 932-CPCU. The cost is \$89 for CPCU Society members and \$99 for nonmembers. Checks, Visa or Mastercard are accepted.

## WE ARE LOOKING FOR A PICNIC FACILITY FOR A SOCIAL

As many of you will recall, last year we had plans for a joint social with the Valley Forge Chapter under a picnic concept where we could bring our families and enjoy a day of inexpensive fun and games with a trophy to be presented to the Chapter that won the most game events. It never came off because the Institutes would not allow us to use their facility and we could not locate an alternate site that could handle the expected attendance of anywhere between 200 and 400.

If we would like to have this type of social event, and assuming the Institutes grounds are still not available, we need to locate a facility as soon as possible for a Saturday or Sunday in May, June, or July. If anyone knows of a facility that may be available and is either free or inexpensive, please contact Pete Palestina at 215-364-3000. In addition, if anyone would like to volunteer to be on the Spring Social Committee let Pete know.

## CHAPTER MEMBERSHIP/MAILING LIST KEEPS ON GROWING

Current with this mailing, the Philadelphia Chapter membership mailing list has increased to 688 members. This is up from 638 members on our September mailings. Obviously the large number of new CPCU's from the huge class of 1995 has contributed to our Chapter Growth.

## UPCOMING CHAPTER MEETING DATES

The following meetings will be held at the Doubletree hotel. You should check your flier for updated and additional information:  
February 15 - flier enclosed with this newsletter mailing  
April 18 - Current Events and election of directors and officers  
May 16 - Memberships choice - topic to be announced  
June 18 - Annual Chapter Business Meeting

## CPCU SOCIETY JOB NETWORK

A referral program designed to help unemployed CPCU members find employment opportunities is available from the Society. The job network is a free service to Society members. For info contact the Member Services Dept. at 610-251-2762.

## WHAT'S HAPPENING WITH YOU?

We are always looking for stories or announcements for the quarterly Chaptergram and this type of interim issue. If you have anything to contribute, mail or fax it to Pete Palestina or feel free to give him a call.....see logo for address and fax/phone numbers.