Message from the President

It is hard to believe that we are more than half way through 2015! We have had a great first half with educational monthly meetings including presentations on:

- Construction Defect Liability and Coverage Gaps,
- Annual Ethics CE course - Ethics Insurance Regulation-Producer Do’s and Don’ts
- Umbrella & Excess Liability: Coverages, Gaps and Solutions presented by R. Bryan Tilden, a renowned lecturer and expert witness, along with
- The summer Forgotten Harvest event which provided great community works with fun and networking!

Many thanks to our Past President and our current Program Chair Vicki Rodi who made these events possible with her creative and detailed planning. Also to everyone who participated and made these events a success; we thank you!

The rest of the year promises to be just as interesting with programs being planned on the topics of Social Media in partnership with the IT Interest Group, and Cyber Risk which is a trending topic in the insurance industry and the world.

Our Annual All-Industry Day, where we’ll welcome and congratulate our New Designees, will be held on November 6. We are pleased and excited to hear our Keynote speaker, Michigan Supreme Court Justice David Viviano. We hope you have saved the date!

We continue to offer a robust insurance program to those of you working toward insurance designations. If there is a course you would like to see us offer, please reach out and let us know!

One last thought, our CPCU Board and committee chairs are made up of dedicated volunteers. Each of us have various reasons for participating but the goal is the same; it is to make the Greater Detroit Chapter viable and successful through the events and services we provide to our members. **We need more volunteers!** Volunteer openings are posted on our website, with a link in this newsletter. I sincerely hope you will consider contributing your strengths and talents so we can all benefit!

Terry Hackney, CPCU
2015
Chapter Officers

President:
Terry Hackney, CPCU

Vice President:
Scott Vollrath, CPCU

Secretary:
Larry Postl, CPCU

Program Chair and Immediate Past President:
Vicki Rodi, CPCU

Treasurer:
Terri Miller, CPCU

2015 Committee Chairs

Chapter Governor:
Charlie Stevens, CPCU, AIC

Education Chair:
Paul Anderson, CPCU, ARM

New Designee Chair:
Rich Bean, CPCU

Newsletter and Webmaster:
Karen Schafer, CPCU, ARM

ARM 54
Risk Management Principles and Practice

This 13 week course will help prepare the participant to take the national examination (one of three required to earn the professional designation “Associate in Risk Management”)

New: Attend class in person or on line!

FACILITATOR:
Ross H. Kadish, CPCU, ARM, ALCM, ARe, LIC President, Associated Risk Management, Inc.

WHEN:
Tuesdays, from 6p – 8p, beginning September 8, for 13 weeks. Register by August 31

COMPLETE DETAILS and TO REGISTER:

Save the Date!
All Industry Day – Friday, November 6

We are looking forward to hearing our Keynote Speaker Justice David F. Viviano, Justice of the MI Supreme Court and welcoming our new Designees. Stay tuned for more details.

*Note: All Industry Day is on Friday this year

Volunteers Needed

Insurance isn’t just about claims, underwriting and sales—it’s also about people. That’s why it’s important to get involved. Increase your leadership, collaboration and networking opportunities by actively participating in our chapter or by volunteering your time at a Greater Detroit CPCU Society Chapter event. Volunteer and enjoy the personal and professional rewards that come when you actively engage!

To see current opportunities: http://greaterdetroit.cpcusociety.org/get-involved/chapter-volunteer-opportunities
**CPD - Easy as ABC!**

Are you one of the many Greater Detroit chapter members who have been putting off your Continuing Professional Development (CPD) application? Did you know that only 16% of our chapter members currently qualify for CPD?

The CPD program recognizes CPCUs who keep their knowledge current and their skills sharp through career-enhancing activities. By participating in this advanced program, you will set yourself apart as a professional who is committed to lifelong learning. The CPD program is ideal for CPCUs at every career level, from recent graduates to seasoned professionals.

Receiving the CPD qualification is simple, and you only have to submit the on-line application once every two years. In the meantime, just keep track of your educational activities using the log on the CPCU website. After you sign in, click on “Continuing Professional Development” under the My Account heading. You’ll see a spot to record seven different types of activities:

- **PD-1**  Passing an exam or class toward a designation or an insurance or business-related course
- **PD-2**  Serving as an instructor, speaker or moderator for an insurance-related class
- **PD-3**  Authoring or co-authoring an insurance-related article or publication
- **PD-4**  Serving an insurance-related organization, such as your CPCU chapter
- **PD-5**  Attending national education meetings
- **PD-6**  Attending local technical workshops, seminars or classes, including chapter meetings
- **PD-7**  Performing as an expert witness or acting as a personal sponsor to a CPCU candidate

Each activity has a suggested number of points assigned to it, and to qualify for your CPD you must earn at least 60 points in the previous two years. Once you have reached the required number of points, just click “submit” – it’s that easy!

If you take a look at your calendar, you will see how quickly the points can add up for the activities you are already doing. Taking the extra step to qualify for the CPD means you can have an added dimension to your resume and shows current and prospective employers your level of commitment to career development and continuing education.

So make your summer resolution to start your CPD application today. You’ll be glad you did!

More info/application: [https://www.cpcusociety.org/education-events/continuing-professional-development-cpd](https://www.cpcusociety.org/education-events/continuing-professional-development-cpd)

---

**Olivet College Bowling and Golf Events September 17 and 18**

The Alpha Alpha Chapter of Gamma Iota Sigma Fraternity has announced their first Bowling event on Thursday, September 17th and their 25th annual Golf Outing on Friday, September 18th. Both events will be held in Lansing at Royal Scot Golf Course.

For more details/questions:

---

http://greaterdetroit.cpcusociety.org/
Maurice J. “Duke” Pierce is part of the rich tradition of the Michigan CPCU Society having been the 8th President of the Michigan Chapter from 1957-1958. Duke Pierce contributed a rich history of education, experience and professionalism which has contributed to the fabric of our Greater Detroit Chapter. Please read on to learn about this stellar individual!

Born in 1897 in an Illinois farm community, Duke Pierce witnessed remarkable events in his lifetime to include a public flying demonstration by Wilbur Wright after the first flight at Kitty Hawk. He took a trip in an open car from Illinois to Montana and Wyoming when roads were nearly nonexistent and he saw a Wild West gunfight on the street in Ft. Worth, Texas in 1917!

Duke Pierce was a man of education. He earned an Accounting Degree in 1921 from the University of Illinois. He would eventually complete a Master’s of Science degree in 1942.

Duke moved to Chicago in 1924 to work for Standard Accident Insurance Company (headquartered in Detroit) first, as an insurance adjuster, and then he moved into an underwriting role. By the mid 1930’s Duke Pierce was promoted to the New York branch office where he later became an underwriting manager. At the end of WW II, the company wanted to gear up for the challenge to train former and new employees returning from the war. So Duke Pierce was appointed to the newly created position of Education Director!

In early 1945, Duke moved to Detroit to the Standard Accident company headquarters located at 640 Temple Street. (The building still stands today and has the Standard Accident Insurance Company name inscribed on it.) He became interested in CPCU for the company employees and as a measure of his own knowledge. Duke earned his CPCU designation, number 1,197 in 1951. Soon after, he began developing and teaching CPCU preparation classes for employees.

In their interest to offer CPCU prep classes, Wayne State University approached Duke to teach, which he did for several years. In natural progression, Duke began taking an active role in the Michigan CPCU Chapter and became President in 1957-58. He hosted the Chapter’s annual picnic at his home and farm in Milford in 1960 with more than 100 people attending. Duke authored an article that was published in the CPCU Annals on Effective Management Practices for Insurance Professionals.

At the mandatory retirement age of 65, Duke wasn’t interested in retiring. He was offered a job as a faculty member by the CEO of Standard Accident who also was the Chair of the Michigan Olivet College Board of Trustees. So in 1962, Duke began a second career teaching economics, accounting and finance. He held the Michigan National N.A. Chair in Economics.

In 1974, at the age of 76, Duke Pierce retired with a 53 year professional life having witnessed the dawn of new technologies stretching from the airplane to the personal computer. Through the education of students and future CPCU’s, he helped to create innovations in the insurance industry that continue to this day.
Meet our 2015 New Designees!

Matthew Campbell, CPCU, AFSB  Born and raised in Atlanta, GA. Matt attended Boston University’s business school, where he started interning with Travelers Insurance his freshman-sophomore summer. After spending 3 summers in different departments across the country, including Public Company Liability, Contract Surety, and Commercial Surety, he decided to pursue the Contract Surety underwriting route, starting in Travelers home office in Hartford, CT. Matt spent about a year and a half there, and relocated to Detroit in November 2014. In his spare time, Matt enjoys playing any sport weather appropriate, nightlife, and fishing.

Stephen Trawick, CPCU started his CPCU studies in April 2014 and completed the designation in October 2014. He has been a bodily injury claims representative at Meemic Insurance since January 2014 and previously worked at Crawford & Company. Stephen loves spending his spare time with his fiancée, Olivia, and playing video games.

Peggy Woodard, CPCU has worked in the insurance industry for thirty-one years. The last ten have been spent as a Sr. Casualty Claims Representative with Farm Bureau Insurance Company. She recently moved to Lake Sherwood in Commerce Township with her husband, Darrell, and their two rescue dogs. She enjoys walking, taking fitness classes, golfing and getting use to lake life.

Forgotten Harvest

Thank you to our volunteers who gathered on June 11 to re-pack fresh nutritious food at Forgotten Harvest.

Forgotten Harvest provides food to a network of over 280 agencies in the tri-county area who in turn help individuals and families in need. These agencies include soup kitchens, senior centers, children’s homes, domestic shelters, homeless shelters and group homes.

After donating their time, the volunteers regrouped at Emagine Theatre in Royal Oak for an evening of networking.
**2015 CPCU Society Annual Meeting**  
**October 3 -6**

**When and Where?**  
October 3-6, 2015  
JW Marriott Indianapolis  
10 West Street  
Indianapolis, IN 46204

**Who?**  
This event is open to all risk management and insurance professionals

**Why?**  
The 2015 CPCU Society Annual Meeting will allow you to:
- Celebrate the achievements of the 2015 class of Chartered Property Casualty Underwriter (CPCU®) designees at The Institutes’ Conferment Ceremony
- Attend more than 25 educational and general sessions, where you will gain technical knowledge that you can immediately apply to your job responsibilities
- Hear the motivating messages of more than 55 leading industry speakers, including:
  - Chester Elton, bestselling author
  - J. Douglas Boles, president of the Indianapolis Motor Speedway (IMS)
  - Laura Faye Tenenbaum, Earth Science Communications
  - Team at NASA
  - And more!
- Engage with over 1,500 colleagues and experts from different sectors of the industry through various networking opportunities, including 3 receptions

**Keynote Speaker:**
Chester Elton is co-author of several successful leadership books, including All In, The Carrot Principle and What Motivates Me, which have been translated into more than 30 languages and served as New York Times and Wall Street Journal best sellers, selling more than 1 million copies worldwide.

In addition, Elton is co-founder of the global workplace consultancy The Culture Works and serves as a leadership consultant for firms such as American Express, AT&T, Avis Budget Group and Cigna. As a motivation expert, he has been named to Global Gurus’ World Top 30 Leadership Professionals list and featured in the Wall Street Journal, the Washington Post, Fast Company and the New York Times.

Elton has also appeared on NBC’s Today Show, CNN, ABC, MSNBC, National Public Radio and CBS’s 60 Minutes.

**Registration:** [http://www.cpcusociety.org/education-events/annual-meeting/register-now](http://www.cpcusociety.org/education-events/annual-meeting/register-now)