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Let's meet:

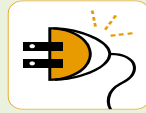
Brian Granger, 2021 Greater Detroit CPCU Society Chapter Secretary

Brian earned his CPCU Designation in 2020, and is immediately giving back by serving as Secretary on our Board this year. He has carved out an impressive career at AAA-The Auto Club Group, starting in the customer service call center in 2007 after returning from teaching English in Japan for 2 years. He found the concept of “selling the invisible” and “selling a promise” to be interesting, and learned how important it is to build trust between a company and its customers. He moved into sales and product distribution, and soon found himself teaching and training AAA agents on systems and product lines. He developed a sales training program designed to give agents hands-on training and development. He transitioned the training and support to a more unified approach. For instance, he saw how different groups would struggle with similar problems, and he would help develop solutions that were consistent across the groups.

To develop his talents in this area, Brian began listening to podcasts on his daily commute, absorbing as much as he could on topics like business development, mentoring, and entrepreneurial skills. He began studying for the CPCU 10 years ago, but as work and family consumed a great deal of this time and energy, it was put to the side. Realizing that the CPCU classes could broaden his knowledge in the industry and create other opportunities for him at AAA, he finished the CPCU in 2020. Now he is able to analyze problems and solutions from the viewpoints of other insurance disciplines.

Brian is married with two daughters. He enjoys the outdoors, and challenges himself by participating in top fitness events like Tough and “Tougher” Mudder events, and the Detroit Free Press Marathon. He's run 2 marathons already....Look for him running the streets of Detroit in October 2021!

MAKING CONNECTIONS



Interact is an All Members Forum for discussions and idea-sharing with CPCUs from all over the country. **Go to Interact.cpcusociety.org to register.**

CPCUSOCIETY.ORG offers **MINDTOOLS** link under the Education Tab, giving you access to more than 2,000 leadership, management and career development resources, with new things added each week.

IRMI – Free Podcasts at IRMI.com and at **CPCUSOCIETY.ORG**

Have you checked out the CPCU Roadshows? Lots of great info, like: [How to join a CPCU Interest Group](#)



HEY, DID YOU HEAR ABOUT

WE KNOW OUR MEMBERS HAVE ACCOMPLISHMENTS TO BRAG ABOUT, SO HERE'S YOUR CHANCE AND PLACE!
SEND AN EMAIL TO

brandon.vanwormer@CFINS.COM

ABOUT YOUR ACCOMPLISHMENTS, OR THOSE OF ANOTHER MEMBER THAT YOU WANT TO SHARE WITH US, AND WE CAN POST THEM IN OUR NEXT NEWSLETTER.

Spirits & Speakeasies in Detroit Event with RIMS January 28th

Thanks to Detroit City Distillery for the virtual tour and tasting and

Thanks to Cindy Smail from Marsh for updating us on the COVID vaccine status locally.

We plan to have more events in 2021 that are combined with other insurance groups. Look for announcements in your email box soon.

If you are involved in an insurance organization, and want to partner with our Chapter on future events, please contact:

VP Programs John Bures-
(JBures@alarmins.com) or

President Brandon Van Wormer
(Brandon.vanwormer@cfins.com)



Treat yourself to some perks in 2021, courtesy of The Institutes CPCU Society.

As an active Society member, you can access these exclusive benefits:

NEW! INteract, our burgeoning online community, now with Mentor Match functionality. Find a mentor, network virtually, and join discussions on popular topics.

IN the Know: the CPCU Society unscripted. Our popular podcast, with host Chris Hampshire, started its second season.

Unlimited monthly webinars from the CPCU Society.

Insights, a professional journal by the CPCU Society

Participation in local chapters and interest groups.

A free Institutes online course every quarter.

Discounts on all CPCU Society events.

Don't miss out on a single benefit. Go to CPCUSociety.org and explore all that the CPCU Society and your Greater Detroit Chapter has to offer!

VOLUNTEER OPPORTUNITIES WITH THE CPCU SOCIETY

Just a reminder that the CPCU Society has several volunteer opportunities during the year. Go to CPCUSociety.org for more information on opportunities that are short-term and longer term (depending on what you can offer).

Sign up to be a mentor

Help plan In2Risk for 2021

Any suggestions for Webinars are appreciated

If you like to write, Insights magazine would welcome your articles.

There's so many ways to be active in the CPCU Society, meet new people, and give your time and talents!



CHECK OUT THE MASTER CALENDAR AT CPCUSOCIETY.ORG FOR ALL THE EVENT OCCURRING IN VARIOUS CHAPTERS!

**FROM THE PRESIDENT-
BRANDON VAN WORMER**



Dear Chapter Members –

It is an honor to serve in the role of your 2021 Detroit CPCU Society Chapter President . I am grateful to my predecessor, Renee VanderHagen, for her outstanding leadership and continuing contributions to our Chapter. I'd also like to give a special shout-out of appreciation to our Chapter Board of Directors and member volunteers for the resources, guidance and support they provided throughout a challenging 2020. Thank you all!

Since 1947, our Chapter has built a strong legacy of supporting participation and enthusiasm in our professional community. Although the ongoing pandemic has decreased opportunities for in-person meetings, we have continued to provide online opportunities to learn and network with like-minded professionals.

On January 28, 2021, we partnered with RIMS for a virtual tour of the Detroit City Distillery, along with a history of speakeasies in Detroit. It was an amazing opportunity to socialize (albeit virtually) and learn about the rich history of Detroit distilling. While we look forward to scheduling live events as soon as possible, the health and safety of our members and community will remain our top priority.

The Olivet College chapter of Gamma Iota Sigma has invited our Chapter to participate in the 2021 “Risky Run” Virtual 5k on April 12, 2021 – a great way to show our support for our Chapter’s insurance and risk management students. This year we also look forward to supporting our recurring Scholarship for students in Olivet College’s insurance program.

I appreciate you taking the time to visit our Website - greaterdetroit.cpcusociety.org - and encourage you to do so frequently to learn more about our upcoming events. I also encourage you to submit any articles, job postings, and photos directly to me for posting on our site and promotion on social media.

Don’t hesitate to get in touch with me or anyone on our Board if you have questions about your Chapter membership or ideas for future programs.

Thank you for the opportunity once again to serve the Detroit CPCU Chapter. While we don’t know what new challenges 2021 will bring us, I look forward to seeing you (whether virtually or in-person) at future events.

Wishing you health and success,

Brandon Van Wormer
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