

2003 Fall Meeting Date Set

Reserve November 3, 2003 on your Calendar now!

The FLMI Society of Greater Des Moines is fortunate to have Dean Polk, Second Vice President of LOMA's Examinations Department as the keynote speaker.

Plan on a great evening, honoring new FLMI's and enjoying the company of your peers from other local area companies. Monday, November 3 is the date, Stoney Creek Inn in Johnston will be the location.

Other details will be announced later when you receive your invitation. We'll keep you informed as the date approaches and plans are formalized.



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Articles contributed by: Denna Large and Mara Swanson. Editor: Mara Swanson

FROM YOUR PRESIDENT . . .

By Denna Large

Can you believe the first day of autumn is just around the corner? Which means summer is officially over! Time seems to go by so fast. What have you done this summer?

This summer has been very memorable for me. My son, Jayden William, was born April 23, 2003 and I spent three months on maternity leave with him. What an honor to have some quality time with my son before I returned to work and he went to daycare. I was a little concerned about returning to work after my leave and had almost convinced myself that I'd forgotten everything. But that wasn't the case at all. I was truly amazed at how quickly I adjusted to my normal work schedule.

Well, with summer gone it's time for our Fall Dinner meeting. We have a great speaker lined up, and I'm sure everybody will learn something new from him. Dean Polk, from LOMA headquarters, will speak about the new LOMA designations, LOMA's presence in other countries outside of the U.S., as well as the importance of continuing education.

Some of you might have heard about the new PCS (Professional Customer Service) designation. I am signed up to take the first course (LOMA 391) in October. Wish me luck!

I hope to see everybody at the Fall Dinner meeting on November 3 at the Stoney Creek Inn in Johnston. If you have any questions, please feel free to e-mail me Large.Denna@principal.com or call 248-2556

Board & Committee Reports

Vice President Lance Larson and other Board members have been busy planning the Fall dinner meeting. A new location has been chosen and an outstanding speaker lined up.

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Des Moines Society Wins Award for Outstanding Society in 2002

LOMA announced that the FLMI Society of Greater Des Moines received an Outstanding Society Award for 2002. The OSA awards are made by LOMA to local societies it deems qualify in various categories. The Des Moines Society was awarded the Special Achievement Award.

The purpose of the Special Achievement Award is to recognize creative efforts implemented by the Society over the last two years to maintain and promote membership.

Education Reps to be Honored at November 4 Breakfast

LOMA Education Representatives will be honored at a breakfast meeting November 4, 2003 in Des Moines.

LOMA's head of the Examinations Department, Dean Polk, will meet with Ed Reps and Society Board members beginning at 8:00 a.m. The meeting will be at The Cottage, a bed and breakfast at Cottage Grove & 28th Street, in Des Moines.

One of the Society's top values is Education and the work each company's Education Representative does is very important. The FLMI Society of Des Moines gives this breakfast each year in appreciation and recognition for the contribution Ed Reps make to our Society.

New FLMI's – here's your opportunity to give something back – to LOMA and your local Society. We need Committee and Board members who want to contribute their talents and abilities in a meaningful way. APPLY NOW – Please contact any current Board member for more information . . .

REWARD FOR EARNING YOUR PCS IN 2003

Earn your Professional, Customer Service (PCS) designation in 2003, and you could win free registration to LOMA's Customer Service Conference, March 1-3, 2004 and a three-night hotel stay at the Hotel Inter-Continental in New Orleans. For complete details, visit <http://www.loma.org/customerpcs.asp>

Ed Rep Corner

FREE RESOURCES FROM RESEARCH AND INFORMATION CENTER

Find out how insurers are managing technology costs in "IT Expense-Control Strategies." Also, learn about "Death Benefits: Changes for Variable Annuities," and find out more on training new associates in "New-Hire Orientation: First Impressions." To access these and other briefs, visit the LOMA Members Only Web site and go to LOMA Research and Knowledgebase section. Click on LOMA Information Center Briefs where you will find a list of topics. If you are not yet registered for the Members Only site, sign up at <https://registerdusers.lom.org/>

PROMOTIONAL MATERIALS

A promotional materials order form is located in the Ed Rep Resource Center on the LOMA Web site at <http://www.loma.org/EdPromo.asp>

You can also request a promotional materials order form by calling LOMA's Fax-On-Demand service.

1. Dial 1-800-ASK-LOMA
2. Select Option 6 for Fax-On-Demand
3. Press 7 to hear the choices of forms

Select 6 for the LOMA/ICA promotional materials order form and follow the instructions.

ONLINE LEARNING

Have you checked out LOMA's e-Learning sites lately? If not, you may be missing more than you think!

Login to LOMALearn Online and browse our newest library, Property and Casualty Insurance, complete with topics ranging from Disaster Planning to Workers Compensation. Also, don't forget about our other 90-plus courses covering important industry topics such as: Annuities, Business Insurance, Company Operations, Compliance, Financial Planning, Life & Health Insurance, Retirement Plans, Securities & Investments, Sales Training, and Reinsurance.

The site also offers easy and affordable CE credit for agents. To see what's available visit www.lomalearn.com or click "Online Learning" at www.loma.org

Members Corner

Congratulate Ann (Lampe) Wingerter on her August 23, 2003 marriage to Tony Wingerter. Ann was previously our treasurer and membership chair.

And speaking of membership, the committee's new chair, Deborah (Lay) Krueger also recently married! I expect next time there's an opening, we'll have LOTS of volunteers, right?

Member Mark Boehm was promoted to Senior Underwriting Specialist/Consultant at Amerus in July. Way to go, Mark!

In August, Mara Swanson was honored for her volunteer work by Governor Tom Vilsack at a luncheon at the Capitol.

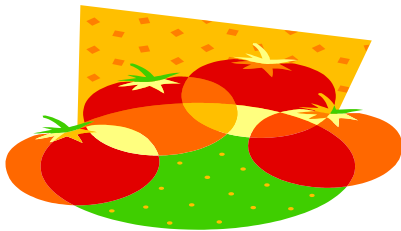
Jeani Welsh is conducting a job search in this tough market after recently earning her Accounting degree from Upper Iowa. Good luck, Jeani!

Life just got a lot busier for Wendy Bryant . . . in July she was promoted to assistant manager in Principal's RIS client contact center **and** she started teaching Spanish for business majors at AIB. Wow!

Also spinning fast (but not in quite the same way) is Lisa Yegge who went on RAGBRAI for the first time this summer. Just 310 days until RAGBRAI XXXII!

Nona Bennett resigned as a member (and past president) since accepting a position outside the insurance/financial industry.

Send news to editor swanson.mara@principal.com or through the web site www.flmi-dsm.com



Donations given at Fall Dinner Will Benefit the Emergency Food Pantry

Any donations brought to the Fall Dinner will benefit the Emergency Food Pantry in Des Moines. Please bring non-perishable food items to the meeting. Cash donations are always welcome, and the amount you give is matched by the Society.

The Education Chair, Susan Pinneke, has been putting final touches to plans for the Ed Rep breakfast, as well as the new Outstanding Ed Rep award that will be presented this year.

The Newsletter Editor, Mara Swanson, and the Web Master, Jeani Welsh, have been busy keeping information up to date for members.

President Denna Large and Secretary Sheryl Parker will be attending the national LOMA conference and bringing back new ideas to share with our local officers and board members.

LOMA ANNOUNCES NEW VENTURE IN CHINA

ONLINE AND COMPUTER-BASED COURSES WILL BE OFFERED IN CHINESE AND ENGLISH

LOMA, the leading trade association to the insurance and financial services industry and world leader in global education standards, announced establishment of a new company to offer training and education to financial services operations in Greater China.

The LOMA Institute of Greater China will be a joint venture between LOMA and its long-standing regional partner, Sunford Management Consultants, Inc. The Institute will offer online and computer-based courses in Chinese and English for training office and field staff. A learning management system will allow companies to deliver and track educational achievement. To learn more, visit www.loma.org and www.lomga-gc.com.

SERVICES FOR MEMBERS ONLY

- The NAIC has approved a **new mortality table** for individual life insurance products sold in the US.
- Get a copy of the free report, *The Financial Outlook for the Life Insurance Industry*, which describes factors driving profitability of life companies and assesses their impact on the industry's current and short-term **financial performance**.
- Did a schedule or business conflict keep you away from a LOMA conference you wanted to attend? Find selected **handouts from recent meetings**.

For more information go to www.LOMA.org choose MEMBERS ONLY, Research and Knowledge Base, Information Center Briefs, Research Reports or Directories.

2003 BOARD MEMBERS

PRESIDENT, DENNA LARGE

PRINCIPAL FINANCIAL GROUP

515-248-2556

E-mail: large.denna@principal.com

VICE PRESIDENT, LANCE LARSEN

MIDLAND NATIONAL LIFE

515-440-5521

E-mail: llarsen@mnlife.com

SECRETARY, SHERYL PARKER

PRINCIPAL FINANCIAL GROUP

515-248-0403

E-mail: parker.sheryl@principal.com

TREASURER, JONI BURRELL

PRINCIPAL FINANCIAL GROUP

515-247-6580

E-mail: burrell.joni@principal.com

MEMBERSHIP CHAIR,

DEBORAH KRUEGER

PRINCIPAL FINANCIAL GROUP

515-362-2400

E-mail: krueger.deborah@principal.com

EDUCATION CHAIR, SUSAN PINNEKE

PRINCIPAL FINANCIAL GROUP

515-247-6363

E-mail: pinneke.susan@principal.com

PUBLIC RELATIONS CHAIR,

SANDI STRANDBERG

AMERICAN REPUBLIC INSURANCE CO

515-247-6363

E-mail: sandi_strandberg@aric.com

NEWSLETTER EDITOR,

MARA SWANSON

PRINCIPAL FINANCIAL GROUP

515-247-8535

E-mail: swanson.mara@principal.com

WEB MASTER, JEAN WELSH

515-224-1432

E-mail: pwelsh0525@aol.com

Treasurer's Report

March 31, 2003 to June 30, 2003

SUBMITTED BY OUTGOING TREASURER ANNE (LAMPE)
WINGERTER AND NEW TREASURER JONI BURRELL

Revenues

2003 membership dues	\$ 540.00
2003 Spring Seminar registration fees	1,335.00
Total Revenue	\$ 1,875.00

Expenditures

Membership Ad	\$ 279.00
Spring Seminar expenses	1,286.80
Website expenses	180.00
Miscellaneous (stamps, supplies)	16.38
Food Pantry matching funds	5.00
Total Expenditures	\$ 1,767.18
Net Increase (Decrease)	\$ 107.82
Checkbook balance on March 31, 2003	\$ 579.06
Plus net increase	107.82
Checkbook balance on June 30, 2003	\$ 686.88
Money Market balance on March 31, 2003	\$11,188.81
Interest	18.13
Money Market balance on June 30, 2003	\$11,206.94
Total Cash balance on June 30, 2003	\$ 11,893.82

WORD WISE

Did you know that you can access the complete LOMA Glossary of Insurance and Financial Services Terms online in the Members-Only section of the LOMA Web site? Click on LOMA Research and Knowledge Base and then click on LOMA Glossary at <https://registeredusers.loma.org/lomacontent/welcome.cfm>

HOW TO CONTACT US

PLEASE FEEL FREE TO CALL OR E-MAIL ANY OFFICER OR VISIT OUR WEB SITE AT WWW.FLMI-DSM.COM. IF YOU FEEL THE URGE TO WRITE, USE THIS ADDRESS:

**FLMI SOCIETY OF GREATER DES MOINES
POST OFFICE BOX 93432
DES MOINES, IA 50393-3432**



CONGRATULATIONS TO THE 2003 GRADS!

American Republic

- Kim Abram
- John Baxter
- Andy Bogaards
- Kris Brewster
- Lori Daly
- David Kroeger
- Debbie Lewis
- Catherine Liang
- Patrick Naberhaus
- Jade Nguyen
- Kurtis Overberg
- Virginia Palmisano
- Christie Rich
- Douglas Rogers
- Joseph Roth
- Connie Scharlach
- Dena Thompson
- Gary Williams
- Susan Zaiger

Amerus Life Ins Co

- Laurie Covington
- Kathy Hauschildt
- Tony Novak
- Travis Rychnovsky
- Carl Soderlund
- Dennis Studer
- Matthew Trosper
- Joseph Wittrock

EMC National Life

- David Benson
- Barbara Menke

**Farm Bureau
Financial Services**

- Susan Hanson
- Ann Baumhover
- Julie McGonegle
- Jami Maifeld
- Timothy Fitzgerald
- Jaime Gertsen
- Jamie Morgan
- Todd Stevens

Homesteaders Life Co

- Dwight Baker
- Tracy Kelly
- Kevin Parmenter
- Deanna Watters

Independent

- Damian Houk
- Mark Van Wyk

Marsh, Inc

- Kevin Alfred
- Jeannette Beckwith
- Sally Bernard
- Margaret Crowe
- Diane Glanzer
- Dawn Heritage
- Jana Magnussen
- Lori Mallett
- Kevin Meseck
- Mary Peterson
- Brian Russell
- Matthew Seifert
- Kimberly Thompson
- Lori Tolbert
- Kathy Voss
- Christopher West
- Douglas Whicker

Wellmark BC/BS of Iowa

- Rebecca Woody

Principal Financial Group

- Joshua Mathias
- Dawn Roach
- Lisa Thole
- Brad Untiedt

Wanted: A few good men and women for the Society's Board and Committees. Do the right thing . . . volunteer now!



Upcoming Events to Note

Date	Event
Sep 28-30, 2003	LOMA meeting in San Antonio
Oct 20, 2003	Board meeting
Nov 3, 2003	Fall dinner meeting
Nov 4, 2003	Ed Rep breakfast
Nov 17, 2003	Board meeting
Dec 15, 2003	Board meeting
Apr 1, 2004	Scholarship app due