

2003 Spring Seminar Set

Temple for Performing Arts will be site of Spring Seminar on May 20, 2003

The FLMI Society of Greater Des Moines has lined up a greatly-admired local guest speaker . . . to tell us what it's like in "A Day in the Life of an Insurance Agent." Mark

continued on page 2



INSIDE THIS ISSUE

- 1 2003 Spring Seminar Set
- 1 Outstanding Ed Rep Award Announced
- 2 LOMA's Highest Award to Anna Williams
- 2 New Scholarship Rules
- 3 Fall 2002 Dinner Meeting Honored new FLMI's
- 4 Officers and Board Members and Treasurer's report

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

Early Bird Membership Drive for 2003 a Success!

Don't forget to Join Now if you didn't get in on the Early Bird Campaign.

The Early Bird Campaign for membership in 2003 was a huge success. It was announced at the November 8, 2002 Fall Dinner Meeting. All paid memberships received by December 15, 2002 went into a drawing for a \$100 cash prize, just in time for the Holidays. There were 144 members who signed up. The winner of the Early Bird Campaign prize was Jack Stout from National Travelers Life. Congratulations, Jack!

If you haven't sent in your membership for 2003 yet, there is time. You can print off a membership form from our web site at www.flmi-dsm.com. Membership in the FLMI Society of Greater Des Moines is open to anyone with a LOMA designation. The list of designations include: FLMI, ACS, AIAA, AIRC, AIAF, AAPA, ARA, PCS, PAHM and FAHM. A fee of \$20 covers the calendar year through December 31, 2003.

What is LOMA?

1,250-plus member companies strong . . .

Over 60 countries represented . . .

More than three quarters of a century's experience. . .

Hundreds of thousands served . . .

Resource Magazine, Feb. 2003

Outstanding Ed Rep of the Year Award Announced

2003 will see the introduction of a new award for Outstanding Education Representative of the Year. Our local Society's mission is to provide members,

continued on page3

continued from page 1

your calendar now for May 20, 2003. We'll serve you breakfast at 8:30 am and be done by 11 am, so you can still get your work done. Featured Speaker from Farm Bureau

We're excited to have a topical speaker. Rich Citrella, an agent from Farm Bureau, will be our featured speaker. He is a leading agent and top producer for Farm Bureau. This popular speaker keeps audiences informed as well as entertained.

In addition to an exciting speaker, we'll enjoy an unusual facility. A few years ago the Masonic Temple was considered an endangered but historic building. It was given new life as the Temple for Performing Arts when renovations were completed in October 2002. The Recital Hall, where we'll meet, features stained-glass windows, original fresco stencils, trompe l'oeil stone painting and a beautiful hardwood floor.

Registration will be \$25 for members, \$35 for non-members and guests.

New Rules Apply to 2003 Scholarship Award

For complete information and an application form you can print out, visit our web site at www.flmi-dsm.com

Eligibility has changed to (1) member of FLMI Society of Greater Des Moines or (2) immediate family member of a Society member. Immediate family includes spouse, child, step-child or grandchild.

Full or part-time students can apply, as long as they are enrolled in an accredited institution of higher education and pursue a business or related major. The student must have a GPA of at least 3.0 or better and be



interested in pursuing a career in the insurance or financial services industry. **LOMA's Highest Award goes to Anna Williams**

Apply Today!

The LOMA Education Award is the highest honor LOMA can bestow on an individual in the financial services industry. The award is a recognition of contributions to professional development within the industry and to the FLMI program.

This year's Award was presented to Anna Williams, FLMI, of The Principal Financial Group.

Williams was selected for her tremendous success as a former Ed Rep at Principal and for her service to the industry as a whole as an active participant in LOMA committees and activities promoting the importance of professional education.

During Williams' nearly 15 years as Principal's Ed Rep, enrollments grew to unprecedented heights, and penetration and student performance were exceptional. In addition, Principal earned the Educational Achievement Award every year it has been given, which goes to only 10 companies worldwide that have the greatest participation in LOMA education programs.

Williams also served for 11 years on LOMA's education administration committee, including two years as chairperson. The committee was instrumental in helping design the LOMANET and I*STAR computer-based administration and testing system, and assisted when both systems were upgraded in 2000. Williams has also led workshops at six LOMA Annual Conferences.

The Education Award was established more than 20 years ago. Although it is not awarded every year, this honor has been bestowed upon 18 individuals whose contributions and service have increased the FLMI program's potential to raise the caliber of professionalism in the financial services industry.

Congratulations, Anna!

Fall 2002 Dinner Meeting Honored new FLMI's

The FLMI Society of Greater Des Moines welcomed M.D. Isley, Executive Director of the Des Moines Higher Education Collaborative (DMHEC) as the featured speaker at the Fall Dinner Meeting. The meeting was held November 8, 2002 at the Wakonda Golf & Country Club.

As the guest speaker, Isley spoke of the importance of life long learning and continuing education in today's world. Des Moines is one of a few cities in this country that offers a center for professional development and higher learning.

Isley elaborated on several programs available through DMHEC. Graduate courses currently offered include MBA, MPA, Accounting, Education and Entrepreneurship. Many undergraduate courses are offered along with continuing education opportunities.

Seven schools are included in the collaborative:

- Drake University
- University of Iowa
- University of Northern Iowa
- Iowa State University
- Simpson College
- Des Moines Area Community College
- Grand View College

As of Fall 2002, there were 350 students at the Center. A new building is under construction at 12th and Grand in the Gateway West project area. It will serve 650 students.

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

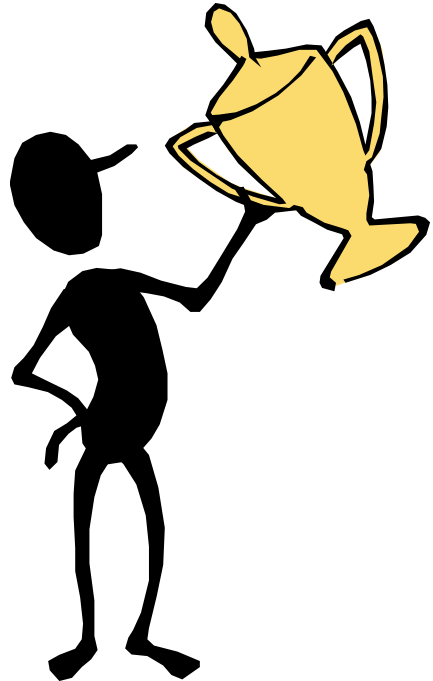
DES MOINES, IA 50393-3432

FLMI students, and other insurance professionals with opportunities for continuing education and professional development. This is not possible without the support of dedicated Education Representatives who assist in the promotion of the FLMI Society within their respective organizations.

This gives the FLMI Society a way to say, "Thank You."

With this award comes local and national recognition, a commemorative plaque, and a \$100 gift. The winner will be announced at the Fall Dinner Meeting in November 2003.

The idea for this award came from the success of the Early Bird Campaign the Society sponsored for the 2003 membership drive. The Ed Reps helped make this a success.



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

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 & MEMBERSHIP CHAIR, ANN LAMPE

PRINCIPAL FINANCIAL GROUP
515-248-9341
E-mail: lampe.ann@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

PAST PRESIDENT, NONA BENNETT

PRINCIPAL FINANCIAL GROUP
515-362-2922
E-mail: bennett.nona@principal.com

Treasurer's Report

September 1, 2002 to December 31, 2002

SUBMITTED BY OUTGOING TREASURER, MARA SWANSON

Revenues

Fall Meeting reservations	\$ 1,170.00
2003 membership dues	3,240.00
Total Revenue	\$ 4,410.00

Expenditures

2002 Fall Dinner Meeting – to Wakonda Club	\$ 1,683.28
Gifts to new FLMI's & door prizes	230.40
Matching gift to Emergency Food Pantry	68.00
Ed Rep Breakfast Expenses	105.97
Drake University, 2002-2003 Scholarship	1,500.00
LOMA Conference – convention expenses	1,307.64
Post Office – Box Rental and Keys	48.00
Early Bird Membership Prize	100.00
Premium for Fidelity Bond	100.00
Miscellaneous	20.00
Total Expenditures	\$ 5,163.29
Net Increase (Decrease)	(753.29)
Checkbook balance on December 31, 2002	\$ 7,206.02
Money Market balance on December 31, 2002	\$ 4,176.82
Cash balance on December 31, 2002	\$11,382.84

LOMA is a non-profit trade association in the financial services industry, committed to a business partnership with its world-wide members in the insurance and financial services industry—to improve their management and operations through quality employee development, research, information sharing, and related products and services. To find out more about LOMA and the learning opportunities the Association offers, visit LOMA's Web site at www.loma.org
