

LOMA Society of Greater Des Moines

April 2007

From the President...

I'd like to extend a warm welcome to all of the new and renewing members of the Greater Des Moines LOMA Society. Our year is off to a fast start. We held our first event on March 10th at the Jasper County Winery in Newton Iowa. This was our wine and cheese membership meeting. Thanks to everyone for attending. We had a really great time.

We have additional activities planned that will provide you opportunities to network with fellow insurance and financial professionals. We also have a great line up of speakers who will enrich and inspire us. Our 2007 Calendar of Events is up to date and posted on our website, www.loma-dsm.com. Upcoming events include our Spring Seminar, April 19th, at the Wakonda Club, Volunteer day on May 4th at St Mary Family Center and Miniature Golf on June 12th.

Applications for our Scholarship were accepted through April 1st. The Scholarship winner will be announced on May 1st. Look for additional details in our next newsletter.

Declining numbers in society membership is a trend that is affecting many LOMA Societies, including ours. Many insurance companies have downsized their staff or no longer continue to pay the membership dues. The Board has made membership one of our priorities this year and will explore various ways to maintain or increase our Society membership levels.

You can help. The content of our meetings and seminars is based off of feedback from you. If there are specific speakers or topics that you would like us to cover, please let any of our Board members know. If you have any suggestions for increasing participation at LOMA Society events or suggestions for increasing Society membership, let us know.

As I previously mentioned, our Spring Seminar is scheduled for Thursday April 19th from 8:00am-noon at the Wakonda Club 3915 Fleur Drive in Des Moines IA. We have a great line up of speakers scheduled. Julie Summy from the Leukemia / American Cancer Society; Jenifer Moses, Operations Director Principal Financial Group and Susan Kerr from the Iowa Department of Insurance. Make your plans today, to attend this event.

Finally, I'd like to thank our Board members and Past President for all their work and support. I really appreciate all of their efforts.

I'm looking forward to seeing you at an upcoming event!

Sincerely,
Carol Gonzales
President
515-283-4480
Gonzales.carol@principal.com

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Editor: Sergio Bravo

Be sure to send your news for future issues to editor sergio.bravo@softtek.com or through the web site at www.loma-dsm.com



LOMA Society of Greater DSM Calendar of Events

| | | |
|--|---|---|
| April 19, 2007, Thursday 8:00am – noon | Spring Seminar Call or email Joni Burrell to sign-up | Wakonda Club 3915 Fleur Drive, DSM |
| May 1, 2007 Tuesday | 2007-08 Scholarship Winner Announced See upcoming news for more details | |
| May 4, 2007 Friday 10am-12pm; 12pm-2pm | Volunteer Opportunity Call or email Joni Burrell to sign-up | St. Mary Family Center 1815 Hubbell Ave., DSM |
| May 9, 2007, Wednesday 8am to 9am | LOMA Board meeting | Principal Fincl Grp |
| June 12, 2007 Tuesday 5:30pm – 7:30pm | Miniature Golf /2007 Free Event | West Grand |
| June 13, 2007 Wednesday 8am to 9am | LOMA Board Meeting | Principal Fincl Grp |

For more information please contact Carol Gonzales at 515-283-4880 or gonzales.carol@principal.com or Joni Burrell at 515-247-6580 or burrell.joni@principal.com.

LOMA Calendar of Events

| | | |
|--------------------------|---|--------------------------|
| April16 - April18 | The Life Insurance Conference (LIMRA, LOMA, SOA, ACLI) | Atlanta, GA |
| April18 - April20 | The Retirement Industry Conference (LIMRA ,LOMA, SOA) | Atlanta, GA |
| April 30 | Critical Illness Study Group | Nashville, TN |
| May 2 - May 4 | Health Underwriting Study Group | Nashville, TN |
| May 3 - May 6 | LIC Annual Meeting | Coral Gables, FL |
| May 6 - May 9 | LOMA Financial In forum | Amelia Island, FL |
| May 7 - May 8 | LOMA Policy owner Service Seminar | Orlando, FL |
| May 9 - May 10 | LOMA Contact Center Workshop | Orlando, FL |
| May 20 - May 22 | ACORD LOMA Insurance Systems Forum | Orlando, FL |

For more information visit <http://www.loma.org/Sched.asp>

2007 Wine/Cheese Event Review

On Saturday March 3, 2007, the Greater Des Moines LOMA Society held their first event of the year at the Jasper Winery. Approximately 15 members and guests attended this wine and cheese membership event. The meeting opened with welcome remarks from Carol Gonzales, this year's president. There was plenty of time to mingle and network with fellow members. Cheese and crackers were provided by the Society and Jasper Winery provided the wine. We were treated to a wine tasting that included six different wines ranging from dark and dry to white and fruity. We were also taken on a tour of the winery. Jasper Winery is located in Newton Iowa. As our meeting concluded, wines and winery items were made available for sale. Our society's next event will be our Spring Seminar on April 19th at the Wakonda Club in Des Moines Iowa.



Carol Gonzales our LOMA Society President during her welcome speech.



The six offered wines at the Jasper Winery.



Jane Groben, owner of Jasper Winery, on the one on one wine explanation.



Tour through the Jasper winery warehouse.

2007 Spring Seminar Information

**April 19th, 2007
Wakonda Club
3915 Fleur Drive, Des Moines, Iowa
8:00 AM – 12:00 PM**

We look forward to seeing everybody at the event. There is a lot of good information that we're sure everybody will enjoy and learn from. The speakers that we have scheduled for the event are listed below.



Julie Summy, Leukemia / American Cancer Society (15 min) 9:00 – 9:30

The Leukemia & Lymphoma Society is the world's largest voluntary health organization dedicated to funding blood cancer research, education, and patient services. The Society's mission: Cure leukemia, lymphoma, Hodgkin's disease and myeloma, and improve the quality of life of patients and their families. The Leukemia & Lymphoma Society is the world's largest voluntary health organization dedicated to funding blood cancer research, education, and patient services. (<http://www.leukemia-lymphoma.org>)

Jenifer D. Moses, Operations Director, Principal Financial Group (45 min) 9:45 – 10:45

Making a Breakthrough Change! Understanding the Power of Process (1hr CPE Credit for accountants)

Want to make a change? Want to make a breakthrough change? Then you must fix the Process! Jenifer will take us through the art of making a breakthrough change. She will use a wonderful example of acquiring business to demonstrate the process.

Jenifer joined The Principal in 1980 in the Group Life and Disability Claims area. After five years in Claims, she spent the next 14 years in a variety of roles – working on process improvements in several areas of the company, organizational redesign in Principal Casualty, and re-engineering in Group business. In 1999, Jenifer moved to the Corporate Strategic Development area where she helped develop and implement balanced scorecards throughout the company. In 2002, she returned to the Life and Health area, where she was responsible for the operational excellence and ease of doing business initiatives. Jenifer moved to her current role, Director of Operations - Groups Sales in March, 2005. She is responsible for overseeing the process effectiveness of 42 local sales offices. Jenifer is a St. Paul, Minnesota native.

2007 Spring Seminar Information, cont'd

Susan Kerr, with the IA Insurance Commission (1hr) 11:00 – 12:00

Identity Theft... Don't Let It Happen To You! (1 hr CPE credit for accountants and we anticipate 1 hour of industry CE credits. Approval should be forthcoming)

Practical advice along with precautionary steps that consumers can take to reduce their risk of becoming an identity theft victim.

Susan worked for the Attorney General's Office as an investigator in the Consumer Protection Division for ten years. She came from mainly a law enforcement background. Prior to working for the Attorney General's Office, Ms Kerr was an Iowa State Trooper for eight years and prior to that a Polk County Deputy Sheriff for two years.

As a consumer protection investigator, her expertise ranges from identity theft, to credit card billing problems, home improvement issues to telecommunication disputes. She has been researching and working on identity theft and privacy issues for the last nine years. Susan has authored two identity theft brochures which have achieved national recognition. The Attorney General's Office was instrumental in introducing legislation which was enacted in 1999 making identity theft a crime in Iowa and continues to strive for privacy protection for all Iowans.

Agenda

- **8:00-8:30am** Meet / Greet and eat breakfast (everyone)
- **8:30-8:45am** Ice Breaker (Mike)
- **8:45-9:00am** Business Meeting (Carol)
- **9:00-9:30am** Leukemia Lymphoma Society Speaker - Julie Summy
- **9:30-9:45am** Break
- **9:45-10:45am** 2nd Speaker - Jenifer Moses
- **10:45-11:00am** Break
- **11:00-12:00pm** Last Speaker - Susan Kerr

2007 Spring Seminar Information, cont'd

A delicious breakfast buffet will be served by the Wakonda Club at 8:00 AM

Scrambled Eggs

Breakfast Potatoes

Country Sausage

Cinnamon French Toast & Pancakes with Warm Maple Syrup & Whipped butter

Fresh Fruit Tray with Berries

Assorted Pastries & Mini Muffins

Assorted Juices & Coffee

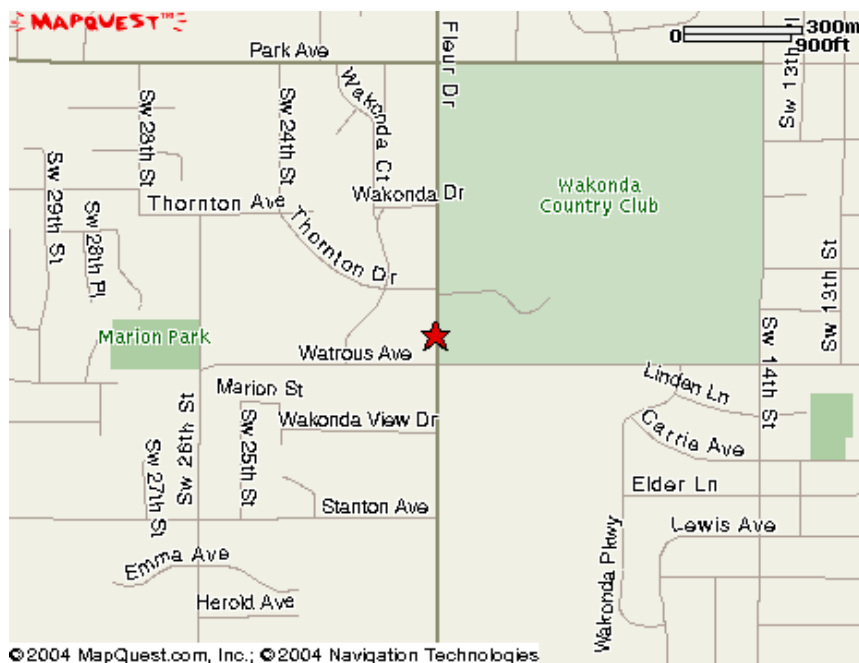
Wakonda Club:

3915 Fleur Dr.

Des Moines, IA 50321

USA

Founded in 1922, Wakonda Club is widely recognized as a premier private club. Whether it's dining, golf, tennis, swimming, or just relaxing, Wakonda has programs that consistently exceed our members' expectations.



Driving Directions

Please call the club at (515) 285-4962 for further directions.

2007 Spring Seminar Information, cont'd

REGISTRATION FORM

April 19th, 2007
Wakonda Club
3915 Fleur Drive, Des Moines, Iowa
8:00 AM – 12:00 PM

Please check one item from each list:

- \$35 - Society Member
 \$45 - Non-Society Member/Guest

Breakfast will begin being served at 8:00am, with our first speaker scheduled to begin at 9:00AM.

Name: _____

Company: _____

E-mail: _____

Daytime Phone: _____

RSVP Deadline: Please send this form to the address below by Friday, April 13, 2006. Please make checks payable to *LOMA Society of Greater Des Moines*. For more information, contact Joni Burrell at (515) 247-6580 or Burrell.Joni@principal.com.

LOMA Society of Greater Des Moines
P.O. Box 93432
Des Moines, IA 50393-3432

Community Service Project: Voluntary donations will be collected for the St. Mary's Emergency Food Pantry. All donations are tax deductible. LOMA Society of Greater Des Moines will match all monetary contributions.

Volunteer Opportunity

"Imagine not having food to feed your family or diapers to clothe your baby or even enough money to pay your electric bill. These concerns are real for thousands of families in Des Moines. Fortunately, St. Mary Family Center, located at 1815 Hubbell Ave., can help provide those necessities to families in need.

The center opened in 1989, operating three days a week. The number of families seeking services grew far beyond what was possible to do in three days, so the center extended its hours and is now open five days a week. About 1,000 families receive aid each month at St. Mary's, which serves the largest number of clients of any of the Des Moines Area Religious Council's (DMARC) Food Pantries.

The center provides emergency financial assistance, personal care items, baby items (diapers, formula, etc.) and clothing. The large number of dedicated volunteers allow the center to serve over 1,000 families each month. Volunteers prepare food boxes, unload trucks, sort and pick up donations, and serve on reception desk", from Des Moines Diocese.

Join us for a volunteer opportunity at

St. Mary's Family Center

<http://www.dmdiocese.org/Index.aspx?menuitemid=608>

Friday, May 4, 2007

10am to 12pm

Or

12pm to 2 pm

1815 Hubbell Avenue
Des Moines, IA. 50313

This center is a busy one, and the times flies. It's so rewarding to be able to see our efforts at work and appreciation of those in need!

Think of the center when it's time to use some VTO or event PTO for a good cause!

If you decide to attend and participate we will be conducting a drawing for a free Fall Seminar!!!

Contact Joni Burrell at 515-247-6580, email at: burrell.joni@principal.com

Industry Articles of Interest

Survey: 23% See Social Security As Main Retirement Income

NU Online News Service, Nov. 7, 2006, 4:00 p.m. EST

Many Americans expect to depend on Social Security as a significant source of income after they retire, according to a new survey.

The survey, by the Retirement Corporation of America Inc., Cincinnati, found 23% intend to rely on Social Security as their main source of income in retirement.

Only 31% believe their savings, mutual funds or individual retirement accounts will be the primary source of their income. The survey also found 61% of non-retired Americans believe they will need to save \$500,000 or more by the time they retire; while 59% believe that they are likely to reach their savings goals.

Survey respondents were split in their views about retirement age. While 25% do not plan to retire at all, another 25% plan to retire between the ages of 51 to 60, and 36% plan to retire between 61 and 69.

The survey also found 70% say they are saving or investing some of their income regularly. Only 38% say they are saving or investing enough.

Survey: Health Accounts Cut Claims 16%

NU Online News Service, Nov. 8, 2006, 12:42 p.m. EST

CIGNA HealthCare says health savings accounts and health reimbursement arrangements seem to be helping to hold down claims costs.

Researchers at CIGNA HealthCare, Bloomfield, Conn., a unit of CIGNA Corp., Philadelphia, studied 12 months of data for 38,200 consumers who joined CIGNA health plans that added HSAs or HRAs in 2005.

The researchers compared the claims the consumers filed in 2005 with the claims the same consumers filed while enrolled in traditional CIGNA health plans in 2004.

The researchers also compared the health account plan members with similar members who were enrolled in traditional CIGNA health plans in 2005.

Costs appeared to be about 16% lower for members of the health account plans than for comparable members of the traditional plans, according to CIGNA researchers.

Excluding the cost of premiums, health account plan members' share of total plan health care costs fell to 16%, from 19%, in part because of employer health account contributions, the researchers report.

CIGNA researchers found that members of the health account plans were more likely than members of traditional plans to use medications prescribed to treat conditions such as high cholesterol levels but less likely to use prescription migraine drugs and ulcer drugs.

The results of the study of 12 months of data appear to be similar to the results of an earlier study of 6 months of health account program data, CIGNA researchers report.

Insurers Could Get Seat On New Securities SRO Board

NU Online News Service, Nov. 28, 2006, 5:29 p.m. EST

The National Association of Securities Dealers and NYSE Group Inc. want to combine oversight of securities firms. The proposed regulatory consolidation could simplify compliance for large insurers with securities affiliates that belong to the New York Stock Exchange. Officials at the NASD, Washington, and NYSE, New York, say the proposed deal could create a new "self-regulatory organization," or SRO, that would be the private-sector regulator for all securities brokers and dealers doing business with the public in the United States.

The NASD now regulates about 5,100 member firms, and about 200 of those also are regulated by NYSE, officials say. NYSE would continue to regulate the markets it runs and oversee the companies listed on the New York Stock Exchange, officials say. The deal should save enough money that the NASD will be able to pay each member firm about \$35,000 once the deal is created, officials say. The deal also should give the NASD the ability to reduce some

Industry Articles of Interest, cont'd

member fees for 5 years, officials say. The NASD and NYSE have not yet named the proposed SRO, but they say it would have main offices in Washington and New York, along with 18 district offices and dispute resolution offices in other cities. The new SRO would start with 2,400 staffers from the NASD and 470 members of the NYSE regulation, arbitration and enforcement team, officials say. Richard Ketchum, new chief executive of the NYSE regulatory oversight unit, would start out as chairman of the SRO board. NASD Chairman Mary Schapiro would be the chief executive of the SRO, officials say. The new SRO would have a 23-seat board of governors, with 11 seats held by members of the public. "Medium sized firms with 151-499 registered persons, NYSE floor members, independent dealer-insurance affiliated firms, and investment companies will each be guaranteed one seat on the new organization's board," according to the NASD and NYSE.

The NASD and NYSE boards already have blessed the proposed regulatory consolidation. Completing a deal will require NASD member approval and approval from the U.S. Securities and Exchange Commission, officials say. The NASD and NYSE have included a statement from SEC Chairman Christopher Cox in the proposal announcement. "Eliminating overlapping regulation, establishing a uniform set of rules, and placing oversight responsibility in a single organization will ... enhance investor protection while increasing competitiveness in our markets," Cox says in the statement.

Teachers Do Their Retirement Homework

NU Online News Service, Nov. 14, 2006, 5:20 p.m. EST

Many educators are feeling good about their golden years.

Researchers at AIG VALIC, Houston, an arm of American International Group Inc., New York, have published data on teachers' feelings about retirement planning in a summary of results of a recent survey of 1,988 U.S. adults ages 45 to 65.

The teachers in the sample are expecting defined benefit pension plans to replace 24% of their working household income, and they also seem to be a doing good job of contributing to other retirement savings vehicles, the researchers report.

Only 56% of the non-teachers in the survey sample said they save money for retirement each month, only 19% are working with a professional advisor, and only 13% are developing a financial plan for retirement, the researchers report.

Meanwhile, 65% of the teachers said they save for retirement each month, 34% are working with a professional advisor, and 26% are developing a retirement plan.

Only about 8% of the participants who said they feel prepared for retirement have financial advisors, while 36% of the participants with advisors said they feel prepared, the researchers report.

About 61% of all participants said they fear post-retirement health care costs a great deal, and 45% said they would be willing to work a few extra years for coverage or go back to work after retirement for health coverage, the researchers report.

The researchers also found that 38% of the participants would consider staying at jobs they did not like to keep their health coverage.

Greater DSM Society Photo Album & Tidbits

LOMA of Greater Des Moines

Program Chair Officer is open and we are looking for an enthusiastic person. Contact any of the Board Members for more information!!!



Mini Golf

Preparation for our next Mini golf event has begun.
Date: June 12th,
Location: West Grand Golf, 6450 Raccoon River Drive, West Des Moines, IA



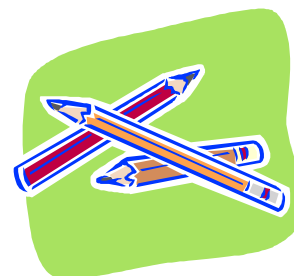
Scholarship Results!!!

Results of the scholarship winner will be announced during our spring seminar, April 19th. Applications were received so you may be the lucky one!!!



Last Year to Use FLMI credits!

December 31, 2007 is the last date you can use FLMI course completions as credits to earn the FFSI designation. So if you are thinking of taking a course, now would be a great time to do so!!



LOMA Society of Greater Des Moines

YES! I want to be a member!

Membership Form

(Membership Fee: \$35.00 – The membership fee includes admission to 2 Society Networking Events to be announced during the 2007 calendar year)

NAME _____

HOME ADDRESS _____

COMPANY _____

BUSINESS PHONE _____ E-MAIL ADDRESS _____

Which LOMA designations have you earned? _____

Did you receive a new LOMA designation this year? _____ Designation/Date rcvd: _____

Do you want your name included in a membership roster which may be listed on our website? Yes No

Area of Expertise:

Please indicate your specialty

_____ Accounting
_____ Actuarial
_____ Claims – individual and group
_____ Information Systems
_____ Group
_____ Individual Insurance
_____ Pension
_____ Policy Owner Services
_____ Marketing/Sales
_____ Other not listed above, please specify _____

Interests:

Please mark the topics that most interest you

_____ Accounting- general, financial reporting and tax
_____ Actuarial
_____ Claims – individual and group
_____ Information Systems
_____ Group Insurance – underwriting, issue and admin
_____ Individual Insurance – underwriting, issue, admin
_____ Pension – underwriting, issue and administration
_____ Policy Owner Services
_____ Marketing/Sales
_____ Other not listed above, please specify _____

How did you hear about the LOMA Society of Greater Des Moines membership drive?

_____ My employer's Education Representative
_____ A Society meeting
_____ A Society Board member
_____ The Society's newsletter
_____ The Society's website
_____ Colleague or co-worker
_____ Other – please specify _____

Please return this form and a check for \$35.00 per member made payable to

LOMA Society of Greater Des Moines to:

LOMA Society of Greater Des Moines · PO Box 93432 · Des Moines, IA · 50393-3432

This form may be duplicated and can be found on our website – www.loma-dsm.com

Treasurer's Report – Balance Sheet

Treasurer's Report to the Board For the period January 1, 2007 through March 31, 2007

Submitted by Joni Burrell, Treasurer

Revenue

| | | |
|------------------------------|----|--------------|
| 2007 Membership Dues | \$ | 1,050.00 |
| Spring Seminar Registrations | | - |
| Guest Fees for Winery Tour | | <u>15.00</u> |
| Total Revenue | \$ | 1,065.00 |

Expenditures

| | | |
|-----------------------------------|----|--------|
| Scholarship Payments | | 500.00 |
| Website Maintenance and Revisions | | 180.00 |
| CE Course Fees | | 50.00 |
| Winery Tour Fees | | 55.00 |
| Total Expenditures | \$ | 785.00 |

Net Gain (Loss) \$ 280.00

Checkbook Balance as of 3/31/2007 \$ 2,336.49

Money Market Balance as of 3/31/2007 \$ 7,277.90

Total Cash on Hand as of 3/31/2007 \$ 9,614.39



2007 Board Members

PRESIDENT, CAROL GONZALES

PRINCIPAL FINANCIAL GROUP

515-283-4480

E-mail: gonzales.carol@principal.com

VICE PRESIDENT, MICHAEL WRIGHT

AMERICAN REPUBLICAN INSURANCE COMPANY

515-327-6699

E-mail: mike_wright@aric.com

SECRETARY & TECHNOLOGY CHAIR, LINDA AGAN

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TREASURER & MEMBERSHIP CHAIR, JONI BURRELL

PRINCIPAL FINANCIAL GROUP

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EDUCATION CHAIR, SHERYL PARKER

PRINCIPAL FINANCIAL GROUP

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E-mail: parker.sheryl@principal.com

PUBLIC RELATIONS CHAIR, SERGIO BRAVO

SOFTTEK INTEGRATION INC.

515-362-1857

E-mail: Sergio.bravo@softtek.com

PROGRAM CHAIR, VACANT

YOUR NAME CAN BE HERE!!!

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 industry³⁴to 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

HOW TO CONTACT US

Please feel free to call or e-mail any officer, or

Visit our web site at www.loma-dsm.com, or you can write to us at:

LOMA Society of Greater Des Moines

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Des Moines, IA 50393-3432

