

2003 Fall Dinner Meeting

The Fall Dinner Meeting was held November 3, 2003, at Stoney Creek Inn in Johnston. The evening began with Education Chair Susan Pinneke asking our most recent scholarship winner, Renee Wilson to say a few words. Renee, who is the Ed Rep at WellMark Blue Cross Blue Shield of Iowa, explained how important the scholarship was in contributing to her development. *See picture below (Renee is on left, Susan on right).*

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

FROM YOUR PRESIDENT . . .

By Denna Large

Winter has definitely arrived in Central Iowa. The snow and cold temperatures sound like they will both be around for awhile. And the Christmas season is also here! This is one of my favorite times of the year. Are you done with your Christmas shopping?

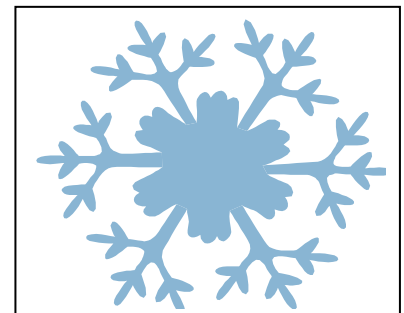
With the busy season and yearend just around the corner, things are piling up fast. I find it difficult to keep up with everything, let alone trying to be proactive and work ahead. One thing that has helped me is that I haven't been watching as much TV, which allows me to get some of the other necessary things done. What things can you eliminate in order to achieve your goals and be productive?

As you might remember from our last newsletter, I was scheduled to take LOMA exam 391 (for the PCS designation). Well, good news . . . I passed it! I also took two National Institute of Pension Administrators (NIPA) exams. These were paper exams, so I won't know the results for a few weeks.

I found out some good news at the Fall Dinner Meeting, which those in attendance might remember hearing too. These NIPA exams count toward the new LOMA Fellow, Financial Services Institute (FFSI) curriculum. The first FFSI exam will be available January 2004, so talk to your company's ed representative to sign up.

I think my focus is going to be finishing up the PCS designation first, which means I'll probably take the next exam in January or February. Then I'll work on the new FFSI, which I'm very excited about.

*LET
IT
SNOW!!*



Anna Williams, former Ed Rep at Principal Financial Group introduced keynote speaker Dean Polk, who is LOMA's 2nd VP of Education and Training.



Dean discussed the changing world of insurance and financial services and how employees will experience increased career responsibilities in consolidation. Individuals recognize political risk, threats of terrorism, and economic uncertainty. Companies look for ways to offer one stop shopping for insurance and financial products. They face challenges in the increased number of products, product complexity, distribution, regulatory complexity and cultural diversity.

LOMA recognizes the industry's ever-changing needs. It has a worldwide reputation for quality, offering education programs in English, Chinese, French, Spanish and other languages. Key business areas for LOMA are technology, insurance operations, customer service, human resources, education and employee development, and international operations.

Dean introduced LOMA's newest designation – Fellow, Financial Services Institute (FFSI). Why a new designation? LOMA is perceived as life insurance oriented. The FFSI designation will focus on wealth accumulation products, retirement plans, employee benefits, banking and mutual funds. For more information, contact your company ed rep.

After Polk's presentation, Lance Larsen, Society VP, congratulated the new FLMI's who attended the meeting. Lance conducted the short business meeting and ended the evening by awarding several door prizes.

Ed Rep Corner

2003 OUTSTANDING ED REP OF THE YEAR ANNOUNCED

The mission of the FLMI Society of Greater Des Moines is to provide opportunities for continuing education and professional growth and would not be possible without the support of dedicated Education Representatives.

As a result, we announced the new Outstanding Ed Rep of the Year Award. At the Fall dinner, the winner was announced: Peggy Herman from Farm Bureau.

One of the main reasons for choosing Peggy is her support for the Society. She always responds to communications and distributes them to appropriate people at Farm Bureau. This results in good attendance from Farm Bureau at our meetings, as well as a consistent number of members who join the Society every year.

Peggy has been with Farm Bureau for 12 years, 11 in her current position as Ed Rep Administrative Assistant in the Learning Solutions Department. Her favorite part of the job is getting to meet and work with so many people from all throughout Farm Bureau. She says "It's exciting to watch people progress and see how excited they are when they pass an exam. It's a thrill to see how well they do and watch them make progress on their goals."



ED REP BREAKFAST HELD AT THE COTTAGE

LOMA's 2nd VP of Education and Training, Dean Polk attended the breakfast this year. The setting was the Cottage at 17th & Cottage Grove, a unique bed and breakfast which also hosts small group meetings. Dean shared LOMA materials and answered ed rep's questions concerning LOMA, the PCS and FFSI designations.

Members Corner

Congratulations, Rebecca Howe, Farm Bureau Life; Kathy Hauschildt, AmerUs Life Ins Co; and Connie Scharlach, American Republic Insurance (left to right) on receiving their FLMI designations during 2003! Each received an FLMI pin awarded by VP Lance Larsen (on the right).



Be sure to send your news for future issues to editor swanson.mara@principal.com or through the web site at www.flmi-dsm.com

2004 MEMBERSHIP DRIVE

NEW MEMBERSHIP REFERRAL PROGRAM

The annual dues remain the same as last year at \$20. Information and the form are available on our web site www.flmi-dsm.com.

This year we are offering something new: the Membership Referral Program. To promote new members, we ask Society members to refer friends and co-workers who were not members in 2003. A winner will be drawn Feb 1, in two categories: (1) existing member and (2) new member. Each winner will receive a \$25 American Express gift certificate. Please include a note on the membership application form or send one of the Board members an e-mail.

Emergency Food Pantry

Society members will donate time to help St Mary's Emergency Food Pantry at 1815 Hubbell twice during December. Although it's a busy time of year, we are helping those less fortunate. Society members will help unload trucks and stock shelves.

Board & Committee Reports

Lance and Jeani checked out volunteer projects where members could contribute before year end. The Food Pantry was selected.

Everyone helped with final preparations and planning for the Fall dinner meeting. Jeani chose and ordered awards and prizes, Mara sent out a final meeting reminder. Joni and Sheryl helped with meeting arrangements and greeted members as they arrived.

Sheryl has produced Board minutes each month and routed to Board members and Joni has done monthly, quarterly and year to date Treasurer's reports.

Denna, Mara and Susan have all had articles about our local Society's events published in Resource magazine. This provides national exposure for the Des Moines Society!

Speaking of which, here's a very nice picture of Denna and Sheryl at the national convention in San Antonio, accepting the Outstanding Society Award from Tom Donaldson, President & CEA of LOMA.



Do you have interest in any of these things?

***** interacting with people from other companies ** traveling ** volunteering ** organizing events ** writing articles ** public speaking***

Then maybe you should serve on the FLMI Board. Contact any Board member for more information.

2004 SCHOLARSHIP COULD BE YOURS!

It's not too soon to be thinking about the 2004-5 scholarship. Find more information and forms on our web site www.flmi-dsm.com.

Deadline to apply is April 1 and the award is made May 1 for the next academic school year.

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Treasurer's Report

June 30, 2003 to September 30, 2003

SUBMITTED BY TREASURER, JONI BURRELL

Revenues

2003 membership dues	\$	60.00
Total Revenue	\$	60.00

Expenditures

LOMA Conference Registrations	\$	840.00
Upper Iowa – 1 st half Scholarship		750.00
Plane tickets to LOMA Conference		695.60
Outstanding Ed Rep Gift		102.50
Gift Certificates to Fall meeting		50.00
Miscellaneous (stamps, supplies)		5.83
Total Expenditures	\$	2,443.93
Net Increase (Decrease)		(\$ 2,383.93)
Checkbook balance on June 30, 2003	\$	686.88
Minus net decrease	(2,383.93)
Plus net transfer from Money Market Account		2,000.00
Checkbook balance on September 31, 2003	\$	302.95
Money Market balance on June 30, 2003	\$	11,206.94
Minus transfer to Checking Account	(2,000.00)
Plus Interest		9.33
Cash balance on September 31, 2003	\$	9,519.22

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:

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