

# CHICAGO MONTHLY



# C. P. C. U. BULLETIN

For Members of The Chicago Chapter -- Society of Chartered Property and Casualty Underwriters

April 9, 1973

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## MONTHLY MEETING

Tuesday, April 17, 1973

Our speaker will be Mr. F. D. Ratcliff, Vice President of the prominent adjusting firm of Toplis & Harding. He will speak on "Interesting and Comical Problems in Loss Adjusting." He will allow time at the end of his talk for questions and discussion.

Take another look at that subject. Anyone who can find humorous aspects in our business today, - and is willing to talk about them certainly deserves our attention. A bit of wit often helps more in selling or adjusting or what-have-you than a too erudite approach.

Chicago Engineers Club  
314 S. Federal Street

Cocktails at 11:45 A. M.

Price \$4.50 at the door

Luncheon 12:15 P. M.

Please return the  
enclosed Reservation  
Card

THE CHICAGO CHAPTER'S SPRING CLINIC

Ron Kalish CPCU and Wayne Pearson CPCU and the rest of the Spring Clinic Committee have a goodie coming up for us on May 17. The theme and title of the Clinic is "Risk Management in Action - Grow or Go."

It will be held at O'Hare Inn on May 17 from 9:00 A.M. to 4:30 P.M. Case background and input will be handled by Martin Mulhall, CPCU., assisted by Ray Zadenetz CPCU. They will use a new videotape production which has been produced by CNA. Buzz groups of participants will handle various assignments.

Attendance will be limited. Plan to get your reservation in as soon as you receive the order blank.

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SEMINAR SUBJECTS - CONFERMENT DAY - NOVEMBER 13

Jack Mescall, CPCU wants our assistance in choosing the most appealing subject for the Seminar on Conferment Day. He has listed the following potential subjects:

NO-FAULT - With No-Fault Laws being enacted in many states who should be the primary medical insurance carrier? Blue Cross or Auto Insurance Carriers.

ASSOCIATIONS AS MASS MARKETING - Are Associations the way to Commercial Insurance sales in the future? The only way or -----?

DRUG USE AND ABUSE - Drugs and drug use are more accepted today by the young and lifestyles are changing. How are drugs affecting the W. C. carriers, Auto carriers, A&H carriers, etc.? What are the implications for underwriting, loss ratios, secondary injuries, rehabilitation, etc.?

TOTAL LOSS CONTROL - OSHA vs E. P. A. Are these two agencies counter-productive? OSHA says, Vent! E.P.A. says, OK but not outside. OSHA says use more power - E.P.A. says save the natural resources.

Please indicate your preferences on the enclosed orange card and then mail it back to Jack.



NOTES ABOUT SOME OF THE BRETHERN IN ACTION

This is a scoop. Jack Cornelius, CPCU will be joining Santa Fe Industries, Inc. on April 17 to handle their corporate insurance matters. His office will be at 224 S. Michigan Avenue, Chicago 60604. (We're glad you're staying in town, Jack.)

Jack taught CPCU classes at De Paul for five years, was chairman of the Education Committee for two years, and served as Director and Officer of the Chicago Chapter culminating in 1968 as President. Subsequently he served as Director and Regional Vice President of the National Society of CPCU.

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Warren G. Brockmeier, CPCU and Arthur M. Clark, CPCU are now with the Wyatt Company, Actuaries and Employee Benefit Consultants, located at One First National Plaza, Chicago 60670. (Two more good guys to keep here in town.)

Warren was appointed Director of Risk Management Services for Wyatt and Arthur accompanied him when both transferred from Ebasco.

Warren is a Past President of the Chicago Chapter and a student of the business in the best sense of the word.

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Norman Dubois, CPCU, Vice President of Stewart, Smith Mid-America Inc. recently addressed the Kentucky Chapter of CPCU on the subject "The Changing Market Place." He discussed the necessity of constant communication with the excess and surplus markets including Lloyds. He also explained some of the specialty covers such as Directors and Officers Liability, School Board Liability, S.E.C. Liability and Trustees Protective Liability.

Norm's responsibilities include the marketing of third party liability coverages. He is a Director of the Association of Lloyds Brokers.

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RON ANDERSON AND THE MARCH MEETING

Ron made an entertaining and enlightening talk which gave evidence of a fine facility with the language plus a true dedication to the Society.

He reminded us that the Chicago Chapter was Number One Chapter in the Society and still is the largest in membership. He told us that our public relations goal with the public should be to have the Society recognized as the leader in continuing education and to have CPCU's regarded as true professionals. We must make ourselves more visible, use the designation, and take the time and make the effort to explain the designation.

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THE FIRST IS ON THE FIRST!

Yes! The FIRST meeting of the North Suburban Division of the Chicago Chapter will be held on the evening of May FIRST. We'll gather at 6:30 for cocktails and 7:30 for dinner at the Brass Rail, 2121 S. Arlington Heights Rd. (just north of the Northwest Tollway) in Arlington Heights. The cost will be \$10.

Our featured guest will be Joe Cappel, Marketing Columnist for the Chicago Daily News. Mr. Cappel's subject is "What we have here is a failure to communicate." His reputation for "telling it the way it really is" makes him thought provoking and interesting.

A sidelight to the planning of this meeting was the poll taken in February. Of the 70 people responding, 33 preferred an evening meeting and 33 a noon meeting with four expressing no preference. Your committee then decided to try an evening meeting this time and a noon meeting next time. The vast majority preferred the cost to be \$10 or less. As to subjects, most preferred insurance subjects, but were evenly divided as to speakers from within and outside the insurance business.

Your help is needed to make this FIRST suburban meeting a success. All chapter members are invited, with a special invitation to those living and/or working in the northern suburbs. You will receive a special invitation and reservation form later this month. In the meantime, call Ray Norman at 291-6128 if you have any questions.