

CPCU
Underwriting Interest Section
2007 Mid-Year Meeting – Orlando, FL
Saturday, April 21, 2007

Meeting Minutes

1. Call to Order at 10:00 a.m. by chair Brian Murphy.

2. Attendance

	<u>Yes</u>	<u>No</u>
Lamont Boyd		x
Anne Crabbs	x	
Eileen Gill	x	
Connor Harrison	x	
Tom Langley	x	
Ann Lyon	x	
Greg Massey	x	
Brian Murphy (chair)	x	
Paul Pace	x	
Kent Runyan		x
Larry Totura	x	
Nancy Cahill	x	
Jack Watts	x	
Steve White	x	
Roni Zinnert	x	
Heidi Mack (new member)		x
John Kelly (Society staff)		x

3. The minutes of the 2006 Annual Meeting were approved.

4. Old Business:

a. Underwriting Trends Newsletter Update (Massey)

Articles are needed. Please forward to Greg Massey. Suggestion for articles from subject matter experts on ISO endorsements or specialty coverages. Length can be short (several paragraphs) or long (several pages). Or, you can refer articles that you see elsewhere for re-print. Steve or Greg will contact the authors for permission.

b. Website Update (Pace)

There will be a picture taken of the committee to post on the web site. Seminar notes and PowerPoint presentations have been posted. The roster is up to date. Reviewing methods to provide a link to the recent webinar.

Send any articles to Paul to post. Discussion regarding method to provide a direct link to the UW Section site and provide that link in all communications and give-aways. Paul will research.

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c. New Designee Involvement (Watts)

Jack has listing of Annual Meeting Luncheon attendees and will follow up with them regarding Section membership. There is an estimate of 3300 new designees for Honolulu (1500 are State Farm). A review of the Sections Membership Report shows that UW Section is trending downward. CLEW increased membership by sending out newsletter prior to end of year and advised that they could join when the dues notices arrived.

d. Circle of Excellence Update (Langley)

Tom distributed his report (copy attached). When you advise Tom of activity, be specific regarding content, time and attendees. June 25 is cut-off date for activities, so send to Tom well in advance. Tom will contact Kent and Lamont for updates on their activities. The webinar will be added. And, Tom will add the participants who volunteered in the New Designee Hospitality Room.

e. Report on Webinar

The first webinar was a success. Dom Yezzi was the speaker. The topic was “Emerging Issues”. Nancy and Connor reported that 80 people “attended”. 64 responded to the survey following the webinar. AICPCU has the Web Ex technology in-house. The Society will be added the capability. Discussion regarding offering the first few webinars free, then developing webinars for a charge. Heidi suggested that we might want to eliminate printed newsletters and use the funds saved to support free webinars.

5. New Business:

a. Roster Update and Succession Planning

The org chart was reviewed. Paul needs a backup for web site. Training is available from The Society (Leslie Higgins). Eileen offered to assist Paul with the web site activities. A running item will be included in the newsletter advising members how to apply for leadership positions.

b. 2007 Annual Meeting Seminar

The 2006 seminars were well-attended. We reviewed the feedback. It is recommended that we vet speakers for prior speaking engagements, projection and animation, not just for expertise.

Lamont has arranged for speakers from Fair Issac. The title for the seminar is not known at this time.

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Theme for Philadelphia will be Heritage and Horizons. Greg Massey is member of the Annual Meeting task force. Thinking ahead to appropriate topics. We will review last year's survey feedback regarding topics and speakers.

c. 2007 Annual Meeting Breakfast (Crabbs)

The breakfast will be held Monday, September 10 from 7:00 a.m. to 8:30 a.m. in the host hotel. Need cash and prizes for the event. Please contact Anne and let her know if you can provide donation. Donors will be recognized. There was a discussion of books to present as prizes. Ed Pulkstenis will be the speaker, from Selective Insurance. Discussed possibility of raffling a free Section Membership. There are still luggage tags available. And, we reviewed tote bags.

d. AICPCU Update (Harrison)

Connor provided an AICPCU update. The Reinsurance Section recognizes the ARE completers each year at a seminar. Perhaps the UW Section connect with AU completers? (see totals below) AICPCU is willing to send e-mail blasts to the completers regarding (eg) webinars if we provide advance notice of events. The webinar tools allow the speakers (some or all) to be pre-recorded.

There was a survey of exam takers who dropped out. Time, difficulty and value were the top 3 reasons people drop out.

AU exams written in 2005	= 1,831
AU exams written in 2006	= 1,982
AU completers in 2005	= 582
AU completers in 2006	= 592
Total AU completers	= 10,361

e. Society Update (Kelly)

We did not meet with John Kelly.

Betsey Brewer and David Bisbee joined the meeting. There was discussion of The Sections Task Force and the changes that will be introduced. They thanked the committee for the program and luncheon at the past Annual Meeting. There will be an international flair to the Honolulu meetings. Use the word "society" rather than "national" in order to recognize the international participation. So far there are 2615 new designees.

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Anticipate 3300 and probably 5000 registered attendees. Tuesday afternoon is being set aside for family activities.

Warren Farrar joined the meeting during the discussion of the Sections Task Force.

f. University Outreach

Idea suggested to provide a free Annual Meetings Registration to top students in University research or other writings.

g. Other New Business

Report from Nancy Cahill on the Sections Task Force. (see attached reports)

Society membership and Sections membership are dropping. Members don't see value for their dollar. Less than 1% of dues-paying members are under the age of 30. Less than 11% are under the age of 40.

Review of how to improve the value of sections. Separate tasks forces will be formed to look at specific actions to be taken. For example, separate task force on Sections dues. Research is all posted at Wikipedia. The recommendations made to the Board were all approved. The Sections will be renamed Society Interest Groups. A SWOT of each Section will be conducted.

Warren added that a lot of work is to be done and brought to the Board for consideration. There will be many sub-groups needed to feed up the ideas for analysis.

Nancy encouraged us to provide the names of anyone who could provide value to the Task Force. Brian recorded the names of committee members who are willing to participate.

h. Next Committee Meeting – Saturday, September 8, in Honolulu.

Discussion regarding possible conference call prior to Honolulu since not all committee members plan to attend the Annual Meetings.

6. Adjourn

The meeting was adjourned at 2:45 p.m.