

TEXAS SURPLUS LINE REPORTER & INSURANCE NEWS

VOLUME 25 NUMBER 9

Copyright 2008 The Surplus Line Reporter, Inc.

SEPTEMBER 2008

Marvin Kelly Takes Over As President Of CPCU Society

Marvin Kelly, CPCU, MBA, executive director of the Texas Property Casualty Insurance Guaranty Association, took the oath of office as the 2008-2009 president of the CPCU Society during a business meeting held at the society's Annual Meeting and Seminars which took place Sept. 6-9 in Philadelphia, Pa.

In his inaugural remarks, Kelly said the society would dedicate itself to creating greater diversity among the ranks of CPCUs through numerous programs with colleges and junior colleges. The society will encourage the growth of international chapters, and obtain financial assistance for their members so they are able to attend the society's Annual Meeting and Seminars.

In emphasizing the theme of "Embracing Changes," Kelly observed, "You can't do the same things and have different results."

Among the programs Kelly plans to implement at the CPCU Society is InVEST, a program that's been around for 30 years, Kelly told the Reporter, but is new for the CPCU Society. As Kelly envisions it, the program will be supported through local chapters which partner with insurance companies and universities. The companies allow their employees to teach insurance classes at the universities at no cost, he said.

InVEST describes itself as a school-to-work program that teams up with high school and community college educators to provide a useful insurance curriculum for students. With the help of InVEST liaisons (in this case CPCU Society members), students can have the opportunity for job shadow days, internships or even job offers after they become an InVEST graduate.

The program was founded in 1970 at Hollywood High School by the Independent Insurance Agents of Los Angeles. At that time, InVEST began training students in insurance agency and company operations and encouraging them to pursue careers in the industry.

A past president of the society's Austin Chapter, Kelly started the InVEST program there in conjunction with Huston-Tillotson University, an historically black university that is affiliated with the United

Methodist Church.

Kelly wants to get the Houston chapter involved in an InVEST program at Texas Southern University. Already, according to Kelly, the Insurance Council of Texas has agreed to provide the funding for books.

InVEST includes internships for the students, not just with agencies and companies, but also the Texas Department of Insurance has allocated a couple of spots for interns, Kelly said.

Kelly's goal is to initiate InVEST programs all around the country.

In his push to increase the CPCU Society's diversity and get young people interested in insurance careers, Kelly wants to find funding for college students in insurance programs to attend the society's Annual Meeting and Seminars.

This year, he said, 18 students from Howard University attended the CPCU Society's annual gathering. Kelly credits Larry Oney, a society member who owns Hammerman & Gainer, with making the trip possible by paying for rooms and transportation for the students.

Kelly wants to see more young people involved in the CPCU Society. It's necessary because not only the society's membership, but insurance industry personnel in general are an aging group. For instance, according to Kelly, fully 80 percent of CPCUs are over 40 years-old.

Kelly sees diversity as an issue that needs addressing because, of the 26,000 CPCU Society members, 1.9 percent are African American; 1.7 percent are Hispanic, and 1.4 percent are Asian. He believes those numbers should be higher.

"We won't make inroads," he said, "until we show people there are opportunities in insurance."

Kelly has held the CPCU designation since 1991 when he was the risk manager for the City of Austin. Since then, he has held all the positions with the Austin chapter except treasurer and moved through the chairs at the national level.

Unlike the majority of people in the insurance business, Kelly chose insurance as a career path. His chosen career may par-



Kelly assumes the post as president of CPCU Society.

tially be the result of the environment in Hartford. Kelly is a 1979 graduate of the University of Hartford, where he earned a degree in insurance.

Upon graduation, Kelly went to work at Transamerica Insurance Company as a casualty underwriter. He was with Transamerica for five years, then took a job at Chubb in Pittsburgh, Pa.

His next position was in Texas as risk manager for the City of Beaumont, then Austin. He was risk manager for Austin, when former Gov. Ann Richards hired him and two others to privatize TDI's Liquidation Department.

Kelly has held his current position of executive director of the Texas Property Casualty Insurance Guaranty Association for the past 16 years.

He has served on the Executive Committee of the National Conference of Insurance Guaranty Funds and the board of the Deep East Texas Self Insurance Fund, an entity that provides insurance coverage to municipalities.

When he was a risk manager, Kelly was active with the Public Risk and Insurance Management Association (PRIMA) and the Risk Insurance Management Association (RIMS).