



PREZ SEZ

Issue 2

Dear Heartland Members:

I believe it is the people that put the "heart" in Heartland - and our people are still at it!

As your President, one of my goals has been to preserve the Heartland environment where our volunteers feel appreciated and enjoy their involvement - all while continuing to make Heartland one of the most vibrant chapters in the AICP! I think I am safe to say, "so far so good!" There is a lot of laughter and we really percolate as a team.

I could not ask for better officers, committee chairs, or a Regional Director. They all constantly amaze me with what they bring to the table. Watch closely - I expect we will see even more of our Heartland Leadership participating at the national level in the future!

The Economy & Your Job

This is such a frightening time in our lives...unfortunately, the majority of us know of someone that lost his/her job after years of excellence in their compliance career. I have seen dear friends affected in this way.

What I hope each of you will remember as we struggle to survive in this economy - the AICP is there for you. If you lose your job, please remember, your AICP membership goes with YOU. It does not belong to the employer. Keep your information updated in the Online Directory, <http://secure.aicp.net/source/Members/cMemberSearch.cfm>.

During these times of transition, the AICP can provide you with tremendous support and networking opportunities. I recently read where networking is the way people are finding jobs, vs. discovering posted positions. In addition, volunteering opportunities with the AICP can enhance your skills and accomplishments for your resume. Not to mention, these networking opportunities lead to friendships beyond your expectations - I can vouch for that from personal experience.

Let AICP Heartland show you our support!

2009 E-Day

This year's E-Day in the Twin Cities promises to be extraordinarily good! We are excited about the Program. Our Keynote Speaker, Gary Hernandez, Partner, Sonnenschein, Nath & Rosenthal, LLP, will speak on "Insurance Regulation in the New Administration." In addition, we are privileged to have the Honorable Commissioner Glenn Wilson of the Minnesota Department of Commerce for our Luncheon Keynote.

You asked for Minnesota regulators! Five members of Commissioner Wilson's staff are participating in E-Day: Bob Boyce, Julie Lee, Tammy Lohmann, Brian Pennington, and Joni Proffitt. Other sessions include updates on the Compact, NAIC & SERFF. One session we are particularly enthusiastic about is

the "National CAT Proposal Discussion ProtectingAmerica.com" led by the National Director, Edward Collins - this is a session new to the entire AICP, not just the Heartland E-Day.

We are also offering a "New" Heartland Member incentive - it is possible your co-workers and colleagues could attend this E-Day free - check it out under this link: <http://www.aicp.net/chapters/heartland.cfm#events>, then select "Registration Promotions" found under the heading "Event Documents."

Jim Latteman Memorial Scholarship

The Heartland Chapter is proud to offer the Jim Latteman memorial scholarship, named after a very dear member we will never forget. The Heartland Chapter offers this \$500 scholarship each year in an effort to further insurance education and encourage, support, and reward college students who have an interest in insurance as a career. In the last few years the eligibility conditions have been expanded - so check to see if you, or someone you know would qualify.

Use this link for more info: http://www.aicp.net/chapters/jimlatteman_scholarship.cfm

Application: http://www.aicp.net/chapters/heartland/jimlatteman_app.doc

August Des Moines Meeting

Thanks to Patrice Pirsch, Heartland's Education Program Committee Chair, we are excited to announce that our August Chapter meeting will be held in Des Moines, Iowa. We hope to finalize the date in the near future.

It is likely the Iowa Insurance Department will participate. In addition, Heartland celebrates our volunteers at the annual August meeting, including the presentation of the Heartland President's Award.

Two of our former Heartland Presidents, Connie Doud and Anita Lee, will be hosting the August meeting. I find it very special to see our former Presidents continue to be involved in the Heartland Chapter - their dedication does not stop when their term expires.

Stay tuned!

Webinar Team

Under Shawna Greenway's guidance, Heartland continues to work toward holding the first Heartland Chapter webinar. This is just another way we are trying to bring local value to those affected by travel budget cuts. If you are interested in joining this team, please contact Shawna at sgreenway@fbfs.com or 515-226-6219.

Replacing the "Chapter Guidelines"

The AICP has a set of national Bylaws. In addition, each chapter has a correlating set of Chapter Guidelines, based on a "model" template of Chapter Guidelines that were developed at the national level.

Over the last two to three years [maybe longer!] the national Bylaws Committee and the national Board of Directors significantly revised the national Bylaws. One of the primary overall changes was

to remove procedures from the Bylaws and place the procedures into a separate Administrative Manual. One of the goals hoped to be realized is that the Bylaws will be a more static document.

The revision of the Bylaws triggered the need to review the Model Chapter Guidelines. Please note the Model Chapter Guidelines document is *now* called the Model Chapter Handbook. This model is to be the basis of each Chapter's new Chapter Handbook.

Still with me?

Heartland Leadership has completed the review of the national Bylaws and the Model Chapter Handbook and developed the proposed Heartland Chapter Operating Rules to replace the Heartland Chapter Guidelines. The intent is for the mandatory articles of the Model Chapter Handbook to replace the Chapter Guidelines. Like national, we pulled procedures from the Guidelines and are in the last phase of developing the Heartland Administrative Manual.

Heartland members should be proud of this accomplishment - to my knowledge Heartland is the only chapter developing an Administrative Manual. An Administrative Manual is the way to ensure that future leadership will be able to access established procedures and not be left to reinvent the wheel. Furthermore, the Heartland Administrative Manual may be modified by leadership as procedures are fine-tuned - it will not be a static document.

Back to the Heartland Chapter Operating Rules - the proposed Heartland Chapter Operating Rules must be approved by the Chapter before national will review them for final approval.

In the near future, Heartland Leadership will be releasing information to Heartland membership regarding the required vote.

So! Are you completing your E-Day 2009 Registration Form? Thinking of possible candidates for the Jim Latteman Memorial Scholarship? Planning on attending the August 2009 Chapter Meeting? Contemplating ways to enhance your skill set and networking opportunities?

Notice I didn't ask if you were looking forward to reading the proposed Heartland Chapter Operating Rules!

As always, don't hesitate to contact your Heartland Officers and Committee Chairs if something is on your mind.

Heartland Officers are listed at <http://www.aicp.net/chapters/heartland.cfm#officers>.

Heartland Committee Chairs are listed at <http://www.aicp.net/chapters/heartland.cfm#chairs>.

Be well,

Sandra Makela
President, Heartland Chapter AICP