



Pacific Northwest Chapter

2018 New Year Tidings!

President's Message

Hello and Happy New Year to all my fellow CPCUs, those who are on the path, and all who are interested in the Pacific Northwest's insurance industry! I'd like to introduce myself, my name is Chris Brumfield, current 2018 President for the Pacific Northwest CPCU Society Chapter. I am looking forward to serving this year. Helping to work on our continued growth, outreach and education opportunities, I am more convinced than ever that this is one of the most valuable steps any of us can take in developing ourselves as well as our careers for the future. I can personally attest that this designation and involvement in our chapter has led to career advancement and satisfaction for myself and many others!

We have a lot to look forward to this year, from the Chapter's monthly meetings, Spring Seminar and All Industry Day (I-day) to the Society's Annual Meeting and Conferment Ceremony in San Diego where hundreds of our dedicated peers from around the nation will converge to learn, network and plan for the coming year. Not only do I get CE credits that are much needed for my license renewal, I also get to meet the people who really made working in our industry worthwhile. I have connected more people than I ever thought possible through CPCU Society involvement and learned how they are effectively advocating for the insurance industry, adding value and improving our standing in the public and professional arena. It is nice to be able to "talk shop" with others, even finding unexpected ideas for resolving challenges I'm facing within my own company.

I hope to see you at one of our monthly lunch and learn meetings, or better yet at the next Spring Seminar or Annual Meeting!

Here is to a great 2018 for you and all our peers!

Cheers,
Chris Brumfield, CPCU
President, Pacific Northwest CPCU Society Chapter



Upcoming Luncheons

February 1st - [Wildfire Impact Evaluations; Maggiano's, Bellevue](#)

March 1st - [ETHICS Month; Columbia Tower, Seattle](#)

April 5th - [The OODA Loop; Maggiano's, Bellevue](#)

May 3rd - South Sound TBD

Luncheon Break Until September

Upcoming Events

Good Works - Volunteer with PNW Chapter this spring! Details coming soon.

Spring Seminar - **SAVE THE DATE**
Wednesday, May 2, 2018



2018 CPCU Leadership Summit - Are you going?

Will you be in Baltimore for the [2018 CPCU Society Leadership Summit](#)? PNW Chapter leadership will be there and would like to see you. To connect with us, click the following button to provide contact details for meetup opportunities during the summit.

Yes, I'll be there!



Member Spotlight:

Member Since: 2017
Employer: Crum & Forster

Melita Aquino, New Designee Representative

Tell me how you first got involved with working towards your CPCU?

I was one of three trainees involved in a P&C training program at C&F, which included completing the AINS designation. After we completed the AINS our manager suggested that we continue on to complete the CPCU as it would enhance our understanding and capability as underwriters. Once we got going it was easier to keep studying and testing, and of course there was a bit of competition between the three of us to stay on pace, so we kept taking a test a quarter and finished the CPCU a year and a half after the AINS.

What did you find most challenging about earning the CPCU designation?

Halfway through my study I transferred offices, so I no longer had the same support within the office, or someone to complain to about inconsistencies between the book and reality! My new role is in ocean marine and as part of the specialty training they wanted me to take the Inland and Ocean tests as well, so I had to take two tests a quarter for three quarters, which was definitely challenging.



Tell me how you first got involved with working at the chapter level?

I showed up to a luncheon and was asked to be new designee rep and I said yes! I like talking to new people and am very supportive of community involvement so it was a no brainer.

What are your hopes for our industry?

I hope that the great knowledge that has been built up within the industry is passed on to the next generations of insurance industry workers. We hear a lot about how business used to happen – on the golf course, over a handshake, written on a cocktail napkin, and while I’m a huge advocate for technology I really hope new tech and old school can come together and we don’t lose knowledge in that meld.

Tell us something about yourself that would surprise us.

Outside of insurance, I’m working toward my goal of officiating field (& track) at the LA Olympics in 2028!



What's included in my Chapter Dues??

It's renewal season for Society Dues. Part of your invoice automatically includes the portion dedicated to your Chapter. If you're part of our Chapter, here are just a few things included as a part of your benefits:

- 8 luncheons with educational sessions

Mentor Program - NEW!

Participation in the CPCU Society Mentorship Program is a great way to enhance the value of your CPCU Society membership. Our program provides two avenues of participation:

- Find a mentor for yourself.

- Discounted admission to our annual Spring Seminar
- Pizza and beer after each Good Works event
- Holiday Happy Hour invitation
- ...and more

- Become a mentor for others.

Whether you have expertise to offer or are looking to glean expertise from others, personal and career development occur on both sides of this relationship.

Reminder: CE reporting for CPCU

CPCU Society has added a Continuing Education reporting requirement. This decision was formalized in the past year by CPCU Society Leadership with support of The Institutes as an effort to reinforce the high educational requirements and continued learning that the acquisition of the CPCU designation required.

For more information, feel free to visit these two resources:

[CE for CPCUs](#)

[CE for CPCU What Counts](#)

Open to all CPCU Society members!

Whether you've previously participated in formal mentorship or not, we encourage all of you to consider participation. We believe all CPCU Society members bring great value to our industry, and there is someone out there who will benefit from your experience.

[**Learn more...**](#)

