

Rounding out 2018

2018 Annual Meeting Recap

CONGRATULATIONS NEW DESIGNEES

The 2018 CPCU Society Annual Meeting was held in San Diego this year from October 12th to the 16th. Not only did the Conferment Ceremony recognize the 2018 new CPCUs, but we also wrapped in all of the 2017 New Designees who could attend in order to make up for the hurricane-cancelled 2017 Annual Meeting. It was a truly great turnout of CPCUs.



In attendance and representing PNW Chapter leadership were Chris Brumfield (president), Megan Whittemore (president elect), Terri Sutton (vice president), Lanie Clark (secretary), Peter Marchel (director), Melita Aquino (2017 ND Rep), Kevin Kwong (2018 ND Rep), and past presidents Bonnie Jo Triche, Jeff Bronaugh, and Paul Rosner.

You may have heard, The Claims and Litigation Management Alliance (CLM) is now a member The Institutes. During the Annual Meeting, they published a daily magazine giving convention previews and spotlights for the day. Paul Rosner and Terri Sutton were featured, with Terri making the front page on her day! Stay tuned to see what more this professional society partnership can offer to membership.

Paul Rosner, Terri Sutton, and Peter Marchel all participated in presentations put on by the [Coverage, Litigators, Educators & Witnesses \(CLEW\) Interest Group](#).

Monday night we gathered together as a chapter for an intimate but lively happy hour at a beach-front restaurant. Joining us there were representatives from the Hawaii and Oregon chapters, and CPCUs and event speakers from all over the globe.

The many and varied Interest Groups really kicked up their presence at this year's conference! If you have not already selected a CPCU Society Interest Group as your primary group, take a look at the [CPCUSociety.org](#) dashboard and review some selections. Choosing an Interest Group is a great way to tap into other Society offerings included in your membership dues.

Check out our fun photo album [HERE](#).



Upcoming Events

[2018 I-Day - registration is open](#)

November 14th at the Washington State Convention Center
Theme: Man Made Disasters

[Holiday Happy Hour - registration is open](#)

December 6th - In partnership with Greater Seattle Insurance Professionals (GSIP) @ Elephant & Castle in Seattle - This year's featured non-profit is [Summer Search](#)

SAVE THE DATE:

- January 3rd Luncheon Meeting - Bellevue TBD
- February 7th Luncheon Meeting - Seattle TBD



Chapter Event Recaps

Luncheon, September 6th

On September 6, Harris Clarke, the Vice President of Operations of PEMCO spoke to the Chapter about Improving the Insurance Industry's Reputation. We discussed ways to explain to people what we do. Instead of the usual "I work in insurance," how about starting a conversation about your career with some of these suggestions: "I help companies manage risk;" or "I save the world, one insurance policy at a time;" or "I help people recover from catastrophes." We also learned about communication and teamwork – anybody care for a rubber chicken?? (If you have no idea what I'm talking about, suffice it to say you missed a fun time!)



Gook Works October 6th at FareStart

Thanks to all who participated in helping prepare meals a few weekends back!
We have a blurb about the event [HERE.](#)



Mentorship event recap

Our Mentorship Program thrives on
CPCUs like YOU!

Discover the perfect resource for your career growth.

Flash Mentoring

Instantly connect for a one-time discussion or continue to maintain the connection as you see fit. Ideal for those seeking informal mentoring, general advice and tips, or to expand their network.



Traditional Mentoring

Choose a match for a minimum of 6 months and work together to set objectives, expectations, and timelines. Ideal for those with a specific professional development plan or goal in mind, such as developing leadership skills.



Thank you to all who attended the Mentorship Workshops in July.

Our modest photo gallery is [HERE](#)

In case you missed it, the Pacific Northwest CPCU Society Chapter hosted two new events (Maggiano's Bellevue and State Farm DuPont) that allowed for great Career Conversations with past and present Chapter Leadership and on-site Mentorship Program sign-ups.

Over a buffet lunch we listened to program co-creator and CPCU Champion Jeff Bronaugh discuss what mentorship is and how the Society ended up creating a program to benefit members.

Sign up for the program in 4 easy steps!

CPCU Society **Mentorship Program** sign up in **4** easy steps

Step 1 - Find the website
Go to <https://www.cpcusociety.org> and log in. The Mentorship Program is members only. Find MENTORING at the bottom of the Careers menu. CPCU Society partnered with Chronus to host the program's platform. Find our exclusive link by clicking the red **Join as Mentor or Mentee** button. Then click on **Join** to start.

Step 2 - Choose Mentor and/or Mentee
You will be given the choice to join as a Mentor, a Mentee, or BOTH. Then simply verify your email address before moving to the next step. We recommend choosing both. This will open up the platform options for you as your needs change over time. No matter what choice you make, you will always have control over your level of participation.

Step 3 - Create your profile
Choose which areas relate to your industry expertise, topics you're open to, and preferred communication style. If you don't want to restrict yourself to matches by geography, select more than one Chapter Region. The program will help you find the best matched CPCUs in the system!

Step 4 - Navigate the system
Access the directory of participants, your scheduling, and the community sections. Browse the directory of Mentors or Mentees by using the database filters. Make sure to show all available filters as some of the best are hidden until you toggle **More filters >**. Find the Chronus app in your app store. It's free!

For more information, check out the **CPCU Society YouTube demo**



Member Spotlight: Peter Marchel, Chapter Director

Member Since: 1996
Employer: Marchel & Associates Risk Consulting

What career or industry did you think you were going to go into when you were younger?

I always wanted to be a lawyer, nobody in my family was in law so I did not know much about what a lawyer did or how to become one.

How did you first get into the insurance industry?

During law school I also earned an MBA and a Certificate in Dispute Resolution. I wanted to become a corporate lawyer. In 1990, I was hired by Ken LeMaster at SAFECO to work in the trial department and to assist him with a Mediation program he developed called Settlement Now.

Why did you first pursue your CPCU designation?

Working for the SAFECO trial department exposed me to many areas within SAFECO. Claims, Legal, Marketing, Training, Compliance, Special Investigation Unit, Underwriting and HR. I felt that I did not have background or a good overall knowledge in Insurance even with a Law degree and an MBA. It was also evident that SAFECO was a HUGE proponent of the CPCU program, nearly all of the department heads that I interacted with had a CPCU designation. Upon completion of my CPCU, I became aware that at that time I was the only lawyer in the 70 year history of SAFECO to obtain the designation, others had started but did not complete the program.

The CPCU designation allows you to stand out from the crowd. For example, In 1997, Sedgwick James Inc., placed an ad in the Wall Street Journal looking for an attorney to take over Sedgwick's Professional Liability and Litigation Department for all of North America. Those applying to the advertisement were requested to explain their insurance background as well as what insurance designations the applicant had in addition to a law degree and a MBA if possible. I applied and was hired and I left SAFECO. Several months later, I learned that over 400 people had applied from across the United States for the Sedgwick James Inc. job, and I was told the CPCU designation helped me stand out from the crowd.

Why do you volunteer with the CPCU society?

We are truly blessed to live in the United States, and the Pacific Northwest is one of the most beautiful regions of our country.

The CPCU society gives back to not only those in the industry with training programs and scholarships but also the communities where members reside. Our local Chapter has donated countless hours, and money as well as toys to various charities around the Pacific Northwest. The CPCU society provides its members with opportunities to broaden their education, and to becoming leaders and professionals in the Insurance Industry.



Tell us about someone who supported or mentored you either in the industry or while working towards the CPCU designation.

During my tenure at SAFECO the trial department and claims department worked closely on claims matters. I asked Wayne Brown, (CPCU) Senior Vice President and Head of Claims, to sponsor me for my CPCU and he agreed. Ken LeMaster, Senior Vice President – Litigation, was very supportive of my earning the CPCU designation and he thought it made good sense for an attorney from the Trial Department to earn the CPCU designation given my dealings with other departments within SAFECO.

If you could change one thing about the industry as a whole, what would it be?

Require those earning agent and broker licenses to have more education and training. It is bothersome that the person cutting your hair or doing hair styling is required to spend more time training and getting an education than we require for those handling some of the most important financial matters we face (insurance).

Tell us something that might surprise us about yourself.

My wife and I are both Certified NRA Instructors and we try to teach several times a year as our schedule allows.



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

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](#)

