

## President's Perspective



*Jennifer Santucci, CPCU  
Chapter President 2016*

Spring may finally be upon us! As a chapter we have had a very productive first quarter and 2016 is just flying by. We have been fortunate to have had two great meetings where we were able to collaborate with HAIP and the CT Valley Chapter of RIMS. We certainly look forward to future partnerships with both of these great organizations. I consider myself fortunate to interact with so many passionate and energetic professionals in our industry.

The 2016 CPCU Conferment Ceremony and annual meeting is being held in Honolulu, Hawaii which will attract a lot of new CPCU designees. The list of new designees for 2016 is kept current on our chapter website. I encourage you to be on the lookout and if you recognize any names or they are in your organization please reach out to them. Encourage this next generation to become involved in the chapter and to experience the rewards of becoming a member. We already have 22 individuals that have

received their designation since July 1, 2015!

I would like to thank everyone who took the time and responded to the 2016 Connecticut Chapter Membership Survey. If you have not already completed the survey and would still like to be heard you can do so at <https://surveymonkey.com/r/G9B-GFP3>. Your feedback is extremely valuable to us. We use it to improve upon and provide as much value as possible to all of you. Enhancing the insurance industry, enriching the careers of our membership, and giving back to the community remain the focus of our chapter.

Please continue to check the website and keep an eye out for email blasts

regarding upcoming chapter events and news. You can also receive updates and information through Facebook, LinkedIn, and Twitter.

I encourage you to become involved with the chapter and I look forward to meeting with more of you as the year progresses. As always, if you have any questions or concerns feel free to reach out to myself or any of the chapter board members.

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## In Loving Memory: Connie Colt

The Connecticut Chapter of CPCU is sad to announce the passing of Connie Colt. After earning her designation, Connie quickly became very involved with and supportive of the chapter, serving as President in 1984-85. She was also very active at the national level particularly on the Public Relations

Committee. She was instrumental in setting up the first CPCU-CLU Hartford Courant Supplement, a long standing vehicle for visibility for the chapter and the insurance community in Greater Hartford. We send our sincerest condolences to Connie's family and loved ones. We will be donating \$100 to The Mc-

Call Center for Behavioral Health Office of Development in her honor.

Her full obituary can be found at: <http://www.legacy.com/obituaries/hartfordcourant/obituary.aspx?n=constance-lyford-colt&pid=178662392&fhid=6956>

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## February & March Chapter Meetings

### February Meeting

Following tradition, our CPCU chapter partnered with Hartford Association of Insurance Professionals (HAIP) for our February meeting, held on February 9th at The Gallery in Glastonbury. The program speaker for the meeting was Jason Gentile from Appella Capital speaking on "How to Maximize your Social Security." HAIP kindly accepted donations of children's books for Connecticut Children's Medical Center in Hartford, CT.

Special thanks to Sandi Tilley and the rest of HAIP's leadership for organizing a wonderful event!

### March Meeting

On March 10th, we held our annual joint meeting with Connecticut Valley Chapter RIMS at the Holiday Inn in East Hartford. Our CPCU Chapter arranged the Continuing Education session in the morning on the topic of Ethics. The presenter was Peter Gabis, CPCU, JD, MBA, GCA, and Corporate Trainer at Farmers Insurance. Students earned three CE credits for attending. We were honored that Peter taught this class for the second year running. He led a dynamic class that fostered interesting discussions among the participants. Thank you, Peter! As a gesture of our appreciation, we have donated \$100 to the American

Cancer Society in memory of Peter's father Stanley Gabis.

RIMS sponsored the lunchtime speaker, Finley Harckham, from the law firm Anderson Kill. Finley spoke on the topic of Emerging Legal Issues in Risk Management. It was an engaging presentation and well-attended by both CPCU and RIMS members.

Special thanks to the CT Valley Chapter of RIMS, especially President Janice Favreau for helping us organize this successful meeting.

We always appreciate and value our partnership with other organizations!

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## April Chapter Meeting

Our next meeting will be April 14th and our speaker will be Tim Dunn, CPCU, Senior Underwriting Specialist. Tim is with Gen Re and will be speaking on the topic of reinsurance. The venue will be the Holiday Inn in East Hartford, registration begins at 7:30, breakfast at 8:00. Please register at the CPCU Society of Connecticut's website. Should you have any

questions, please contact Christina Maher, Director of Education [Christina.l.maher@marsh.com](mailto:Christina.l.maher@marsh.com)

We hope to see you there!

## Diversity Engagement Committee Breakfast Meeting

The CT CPCU Society Diversity Engagement Committee's Breakfast Meeting will be held on Thursday, May 12, 2016 from 7:30 a.m. to 9:30 a.m. at the East Hartford Holiday Inn – 100 E. River Drive East Hartford, CT 06108. Our keynote speaker will be Joelle A. Murchison, Vice President, Enterprise Diversity & Inclusion at Travelers. Joelle has recently been named the Associate Vice President and Chief Diversity Officer at the University of Connecticut. Joelle will begin her new role on July 5.

Joelle joined Travelers in April 2007 as Director of Diversity, was promoted to Second Vice President, Diversity a year later and assumed her current role in November 2010. In partnership with management, Joelle developed the framework of the company's diversity focus and leads a team of 4 in support of the execution of Travelers' diversity strategy, which includes managing both internal and external strategic relationships in order to drive and enhance the organization's culture and achieve its business objectives.

Prior to joining Travelers, Joelle was Manager, Corporate Recruiting and Diversity Partnerships at United Technologies Corporation, and previously held positions of increasing responsibility in both the nonprofit sector, and in higher education.

Joelle is a lifetime member of Delta Sigma Theta Sorority Incorporated and the National Black MBA Association. She previously served 2 terms on the board of directors of Leadership Greater Hartford and spent 10 years as a diversity trainer with the Anti Defamation League's A World

of Difference Institute. Joelle is the recipient of the Connecticut Chapter of the National Society of Hispanic MBAs (NSHMBA) Corporate Individual of the Year Award (2010), the National Association of Insurance Women, New York Chapter's Helen M. Garvin Enterprising Achiever Award (2011), was named a Connecticut Women of F.I.R.E. (Finance Insurance and Real Estate) Honoree (2013), and a Top Executive in Diversity by Black Enterprise Magazine twice (2011, 2014). In 2015, Joelle received the Hall of Fame Award from the Women in Business Summit.

Joelle serves as a director/trustee on the boards of the Morgan State University Foundation, the Amistad Center for Art and Culture (Hartford, CT) and College Possible, a national nonprofit focused on college access.

Joelle holds a bachelor's degree in public policy and educational studies from Brown University, a master's of education degree from Harvard University's Graduate School of Educa-

tion and a master's of science degree in Communication Management from Syracuse University.

She is also the mother of four young children and lives in Connecticut.

### Registration

CT Chapter Members are free! Register here: <http://connecticut.cpcusociety.org/>

Non Members are welcome! Cost is \$30.00

Company tables of 8 are available. Cost is \$250.00

Non-members and company tables – Please return your check made payable to the CT CPCU Society Chapter by May 5th to:

Christina L. Maher  
C/O Marsh  
20 Church Street  
Floor 8  
Hartford, CT 06103

[Christina.L.Maher@marsh.com](mailto:Christina.L.Maher@marsh.com)  
860.723.5653



## CPCU 540 Classroom Offering at Central Connecticut State University

We are pleased to announce that we have organized a classroom offering of CPCU 540 at CCSU's Downtown Campus! The class will be taught by Peter Gabis (you may remember him as our Ethics Continuing Education offerings!) and will be held on Thursdays from 6:00-8:30pm starting on April 28 through June 30. Please follow this link for further details and to register <http://ce.ccsu.edu/courses>.

[php?course=118](#) Hurry! Class size is limited!

Should you have any questions, please contact Nicone Gordon, Immediate Past President [njgordon@travelers.com](mailto:njgordon@travelers.com).

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### Meet Errol Smith, CPCU



Errol A. Smith is currently employed by Northfield Insurance Company (the Excess &

Surplus lines subsidiary of Travelers Insurance Company) as an Account Executive Officer. He has been in his position for the past three years and has worked as an E & S underwriter for the past 11 years. He started his insurance career in Risk Control and worked as a Risk Control Consultant for 16 years before going into commercial underwriting. Errol is a graduate of the Hartford Public School system and is a proud graduate of Weaver High School. He received his undergraduate degree from the University of New Haven. He holds several designations from

the Institute including the CPCU, ARM, AU and ASLI.

Errol is the President of the Circle of Hands Foundation. The Circle of Hands Foundation is a Hartford based non-profit organization that provides assistance to three orphanages in Jamaica for children with HIV/AIDS. There are currently 65 children residing in the orphanages.

Errol is married to Maxine Smith and they have three children (Mathew, Ashley & Simone) and a grandson (Marcellus).

## Bridging the Age Gap, One Student at a Time

As part of our continuing efforts to encourage younger generations to consider a career in insurance, the Connecticut CPCU Society Chapter will be attending the High School Career Fair Expo at Wesleyan University. This event is being held on Thursday, April 28th in the Freeman Athletic Center in Middletown, CT. It is sponsored by the Middlesex County Chamber of Commerce's Business & Education Partnership Advisory Council, the

Middlesex Consortium of Schools, and Wesleyan University's Center for Community Partnerships. Participating high schools include Middletown, Cromwell, Durham/Middlefield, Portland, East Hampton, Chester/Deep River/Essex, Haddam/Killingworth, and Vinal Technical High School. CPCU representatives, Kathleen McCarthy (Director of Candidate Development) and William O'Connor (Past President), will be sharing their

career experiences with students in order to promote the insurance industry and exhibit the benefits that a CPCU designation affords insurance professionals. If any of our members know students planning to attend this event, please advise them to stop by the CPCU booth to learn more.

Please direct any questions to Kathleen McCarthy [kmccarthy@tripointins.com](mailto:kmccarthy@tripointins.com)

## WANTED: Mentors

Attention all CPCU members! The Connecticut CPCU Society Chapter is in the process of revamping our mentorship program to foster more meaningful associations between our new designees and active members. This year, we want to look beyond our Board of Directors for interested mentors to ensure that connections are based on common interests and aspirations, rather than being paired at random. The formality of these relationships will be at the discretion of the partici-

pants, but we will provide suggested guidelines, discussion topics, and meeting schedules for those that are interested.

Our chapter has an incredible network of members representing every corner of the insurance industry. New designees are more likely to get involved if they experience the benefits of membership early on and if they can expect a familiar face at chapter events. By connecting our new designees with our great-

est assets – our members – we will ensure that our chapter maintains its strength and diversity for years to come. If you are interested in becoming a part of this initiative, please email our Director of Candidate Development, Kathleen McCarthy, at [kmccarthy@tripointins.com](mailto:kmccarthy@tripointins.com) and include a brief bio. Mentorships will be established shortly after the conclusion of the 2016 matriculation period (June 30th).

## Good Works Committee Activities

The CT Chapter made a donation of \$1000 to support St Martin dePorres House. We have been supporting this organization for 22 years, in honor of Gene Flynn, a longstanding member of the CT Chapter CPCU and the Good Works Committee.

Betty Shepard and Alyce DeAngelo presented the Chapter's \$1000 donation to Wheeler Clinic to support their Positive Parenting program in March.



### In-Kind Donations for Interval House

We will be collecting in-kind donations for Interval House through May 2016.

They need personal care items, cleaning items, gift cards for local stores. Flip flops and CT Transit local bus passes are other needed items. For more information, or to access their wish list, please go to the CT Chapter's website

Interval House provides shelter for victims of domestic abuse. The victims often leave home with nothing, so they provide essential items for women and children.

# CT Chapter Golf Tournament Registration

Tee It Up!  
**CONNECTICUT CHAPTER  
 CPCU SOCIETY  
 ANNUAL CHARITY  
 GOLF TOURNAMENT**  
 ALL PROCEEDS TO BENEFIT THE  
 CONNECTICUT CHAPTER'S  
 CHARITIES



**Wampanoag Country Club**  
 60 Wampanoag Drive  
 West Hartford, CT  
 June 6, 2016

- 11:00am: Registration
- Range, Practice Green and Locker Room available
- 11:30am: Lunch
- 12:30pm: Shot Gun Start/Scramble Format
- Dinner, Raffle & Awards following Golf
- \$170 per Individual Player
- \$850 per Foursome (includes Lunch, Golf and Cart, Dinner and Tee Sponsor Sign)
- \$200 for a Tee Sponsor Sign without a Foursome. Additional sponsorship opportunities and benefits at the Bronze, Hole-in-One, Silver, Gold and Platinum Levels.
- All registrations must be received by May 31st

- No metal spikes. Proper attire required
- Open to non-CPCUs — a great way to entertain agents and clients or just have fun with coworkers or friends!!
- Directions on the back of this form
- Confirmation of your reservation will be sent to the Captain's e-mail address/fax number
- For more Information, please contact Jennifer Bertagna: 860.678.4039 or [jbertagna@lockton.com](mailto:jbertagna@lockton.com)
- Sponsors & Raffle Prize donations are greatly appreciated. Please contact Jennifer Bertagna

CAPTAIN'S NAME \_\_\_\_\_

ADDRESS: \_\_\_\_\_

PHONE: \_\_\_\_\_ E-MAIL: \_\_\_\_\_ FAX: \_\_\_\_\_

COMPANY (FOR TEE SPONSORSHIP SIGN): \_\_\_\_\_

NAME & HANDICAP FOR EACH PLAYER:

1. \_\_\_\_\_ HDCP \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

2. \_\_\_\_\_ HDCP \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

3. \_\_\_\_\_ HDCP \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

4. \_\_\_\_\_ HDCP \_\_\_\_\_ Phone \_\_\_\_\_ E-Mail \_\_\_\_\_

AMOUNT ENCLOSED: \$ \_\_\_\_\_

Make check payable to:  
**Connecticut CPCU Society  
 Chapter, Inc**  
 and send with form to:  
**Marianne Vanech, CPCU**  
 26 Chestnut Hill Road  
 West Simsbury, CT 06092  
 Tel: 860 490 6198  
 E-mail: [mvanech1@aol.com](mailto:mvanech1@aol.com)

# CT Chapter Golf Tournament Sponsorship



**CT Chapter CPCU Society**  
**Annual Charity Golf Tournament**  
**Monday, June 6, 2016**  
**Wampanoag Country Club**  
**60 Wampanoag Drive**  
**West Hartford, CT**

## 2016 SPONSORSHIP OPPORTUNITIES

<b>Platinum Sponsor</b> <b>\$2,500</b>	<ul style="list-style-type: none"> <li>• Includes 4 Players</li> <li>• Full Page Ad in Program</li> <li>• Sponsor Board Display</li> <li>• Two Tee Signs</li> <li>• Recognition at the Dinner</li> </ul>	<b>Bronze Sponsor</b> <b>\$500</b>	<ul style="list-style-type: none"> <li>• Name in Program</li> <li>• Sign at Practice Putting Green</li> </ul>
<b>Gold Sponsor</b> <b>\$1,500</b>	<ul style="list-style-type: none"> <li>• Includes 2 Players</li> <li>• ½ Page Ad in Program</li> <li>• Sponsor Board Display</li> <li>• One Tee Sign</li> <li>• Recognition at the Dinner</li> </ul>	<b>Tee Sponsor</b> <b>\$200</b>	<ul style="list-style-type: none"> <li>• Name in Program</li> <li>• One Tee Sign</li> </ul>
<b>Silver Sponsor</b> <b>\$1,000</b>	<ul style="list-style-type: none"> <li>• Includes 1 Player</li> <li>• Name in Program</li> <li>• Sponsor Board Display</li> <li>• One Tee Sign</li> <li>• Recognition at the Dinner</li> </ul>	<b>Raffle Prize Donor</b>	<ul style="list-style-type: none"> <li>• Name in Program</li> </ul>
<b>Hole-in-One Sponsor</b> <b>\$750</b>	<ul style="list-style-type: none"> <li>• Name in Program</li> <li>• Sign at Tee of Par 3</li> </ul>	<b>Make Checks Payable to:</b> <i>Connecticut CPCU Society Chapter, Inc</i>	Send a copy of this form and check to:  <b>Marianne Vanech, CPCU</b> 26 Chestnut Hill Road West Simsbury, CT 06092

**Indicate Sponsorship Preferred**

- Platinum Sponsor**
- Gold Sponsor**
- Silver Sponsor**
- Hole-in-One Sponsor**
- Bronze Sponsor**
- Tee Sponsor**
- Raffle Prize Donor**

**Company Name:** \_\_\_\_\_

**Contact Person:** \_\_\_\_\_

**Phone:** \_\_\_\_\_ **Email:** \_\_\_\_\_

**Raffle Prize(s) Donated:** \_\_\_\_\_

*Raffle proceeds benefit CPCU supported charities*

## 2016 CPCU Society Leadership Summit – San Antonio, TX

This year's Leadership Summit will be held from April 14 through 16 in San Antonio, Texas. By attending this year's conference, you will get the strategic leadership training you need to effectively guide your chapter, interest group, committee or task force.

Sessions include:

- Opening Luncheon: Overview of the CPCU Society's 2016 Strategic Initiatives
- Building and Leading Effective Teams
- Key Takeaways for Engaging With Millennials
- Incorporating Ethics Into Your Professional Life
- Key Insights From the 2016 CPCU Society Member Survey
- Addressing Upcoming Workforce Challenges in the Insurance Industry

The event will be held at the San Antonio Marriott River Center on 101 Bowie Street in San Antonio and there are still some rooms left at the special rate for CPCU members.

For a full view of the list of events for the summit, please go to the CPCU Society Website for more details. There is still time to register, so we hope to see you there!

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## Continuing Education Reporting for CPCUs

The Institutes are introducing a formalized way for CPCUs to report continuing education efforts. Each CPCU designation holder should have received written communication regarding this topic.

However, if you did not receive the communication, our chapter would like to bring your attention to it. There are more details to come. In the meantime, please follow this link to FAQ's on the Institutes' website

<http://www.theinstitutes.org/guide/reporting-continuing-education-cpcus>

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## Continuing Professional Development – Join in on the recognition!

The CPCU Society in conjunction with the Institutes have co-created the CPD Program to recognize our CPCU professionals who keep their knowledge current and their skills sharpened through career enhancing activities. Set yourself apart by participating in this program, which is ideal for CPCUs at every career level.

To qualify for CPD status, you only need to earn 60 points every two years. There are a variety of activities that qualify for points such as passing exams or coursework, teaching, writing, conducting research, serving in industry organizations – even attending chapter meetings and workshops qualify for points!

You can now apply for CPD credits Online, by logging into your CPCU Society account and accessing the CPD application. Within the application, you can view the various categories and points awarded for each activity. Simply add activities as you complete them. Once you acquire 60 CPD points and are within 30 days of your CPD expiration date, you can click on Submit and your application will be automatically sent to The Institutes.

If you are a new CPCU designee, your CPD qualification is automatic and you do not need to submit an application for the first two years. When the expiration of your qualification period approaches, you will receive an email notification. For

those who are not New Designees, you can go in at any time and start adding your activities.

CPD qualifiers are recognized in a variety of ways, such as receiving a special badge at the annual meeting, and the ability to have a CPD logo available for use on business cards or stationery. For our CT Chapter, all CPD qualifiers' names are listed on our annual Hartford Courant supplement in the fall.

For more information on the CPD Program, please contact Lee Hay at [Lee.hay@travelers.com](mailto:Lee.hay@travelers.com). Don't wait – participate!



## A message from Governor Melissa Jadin, CPCU



Take a moment to reflect back to your childhood. What did you dream of doing one day when you were a “grown up”? Did you aspire to be an agent, underwriter, adjuster, or actuary? I am going to go out on the limb here and guess that very few of us would answer “yes” to this question. So how did we end up in the insurance industry? Some of us may have followed in the footsteps of a parent or other family member and some may have been “recruited” by a friend. Perhaps the motivation for some was that it was a way of putting food on the table until the “right” job came along. Now think about how long ago that was. If your response is 5 or more years, you are probably hooked. It’s OK, I am hooked too. I don’t exactly know when it happened, but somewhere in the last 29 years, I made the choice, albeit may have been subconscious, to stay.

Our industry has so much to offer and yet we are struggling with retention and facing a large gaping hole in our talent pool as the Baby Boomers start to leave the working world. So how do we make what we do attractive to the other generations? Simple...we do what organizations do when their market starts to stale... we rebrand. The CPCU Society recognizes the need to do this and is deep into the process. In the last few years, they have changed the logo,

updated the national website; created a social media presence and worked to establish uniform by-laws and websites for all chapters. Soon there will be a new continuing education initiative focused on increasing the value of the designation by allowing CPCUs to set examples for the industry through their educational efforts. Some of you may be familiar with the Continuing Professional Development (CPD) program. This will be replacing that program. You should have received a letter recently President and CEO, Peter L. Miller, CPCU outlining this initiative. Perhaps your copy made it to the recycling bin a bit too quickly. No worries, just consult one of your chapter leaders for another copy.

The Annual Meeting will present a great opportunity for insurance professionals to build their networks. This year it is being held in Honolulu, Hawaii from September 17th to the 20th. There will be about 8,000 new designees. What a great opportunity for those of us who are deeply embedded in our insurance careers to share our experience with some of the newcomers. So I encourage those attending to reach out to someone new. If you have been in the industry 5 or more years, find someone newer to the industry and let them know what a career in insurance has to offer. For our newcomers, connect with someone with more experience, find out how they got into their profession and why they stayed. You just may find the career you have been searching for.

Oh, and by the way, my childhood dream was to be a doctor. Want to know how I got in the industry and

why I stayed? Find me at the Annual Meeting and I will tell you.

Have a great Spring!

Melissa Jadin, CPCU, AIM, API, AIC, AIC-M