



CPCU Society New Hampshire Chapter



News and Views – Issue #29



December, 2016



President's Message



**NH CPCU Chapter President
Daniel Sepulveda, CPCU, ARe**

Two years ago, I was approached to consider taking a leadership role in our chapter. With little hesitation and few expectations, I jumped into the VP role and have been consistently satisfied with my experiences and our chapter's accomplishments.

In 2017, **I challenge you** and the new 2016 designees to become involved at some level with our chapter's organization. Come to one of our breakfast/luncheon meetings, continuing education courses, or work the rust off your swing at our annual golf tournament.

Looking for more leadership experience? Consider taking on a leadership role as a committee or board member. The leadership experience I have gained in my roles as VP and President-Elect has proven invaluable to my professional career and very gratifying.

If you are worried about the time commitment, don't be! The time commitment for me has been manageable, but the experience and networking have proven invaluable. Working with the NH DOI, CPCU, and inVest to develop a youth outreach forum to get the next generation interested in Insurance and Risk Management has been very rewarding. And through the work of our golf committee to organize our annual golf tournament sponsoring the NH Food Bank, we raised over \$12K over the past two years to help those less fortunate in our state. Your engagement will be impactful. Like I mentioned earlier, my experience has been very rewarding and has impacted the community more than I could have imagined! For that very reason, **I am challenging you**. Take the baton. Don't hesitate to make a difference in your life, your career, and the lives of others in our state.

We are looking to find members to fill the following committees that have already been chaired for 2017:

- Budget
- Social Media
- Succession planning
- Golf Tournament

I look forward to serving you in 2017 as President and hope you take the first step towards chapter engagement with us.

Dan

Holiday Message from Immediate Past President

My wish for you...

As we are in the midst of this holiday season, my wish for you is to have peace and happiness. What defines peace and happiness is different for each of us. For some, maybe it's a new job opportunity, for others perhaps stronger faith, still others good health.

This year has been full of ups and downs for me personally. I have found that my participation in our chapter as a member and a leader has been very fulfilling. The people I've met, including all of you have enriched my personal and professional life.

My wish for you is that for you to find as much fulfillment in our chapter as I have.

Warm wishes for a wonderful holiday season and a very happy new year.

Andrea T. Gately, CPCU, ChFC

Wanted: NH CPCU Chapter 2017 President-Elect

Responsibilities: Supporting the Chapter, making new friends, welcoming new members, generally having fun and making a difference (and moving to President in 2018).

Compensation: The thanks of the Chapter and its members

Contacts if interested: Dan Sepulveda (DANIEL.SEPULVEDA@LibertyMutual.com)

or

Richard Coskren (rcoskren@gopolestar.com)

NH Chapter December, 2016 Monthly Meeting

On Thursday, December 15, fourteen (14) members and guests of the NH CPCU Chapter gathered on a frigid evening at the Common Man Restaurant in Concord, NH to induct our 2017 Officers and Directors and to celebrate the Holiday Season now upon us.

Outgoing President Andrea Gately thanked the members for the support she received during her term of office and expressed the highest regard for her Officers and Directors.

She also singled out Brenda Buck for her work on the Chapter's social media upgrade.

Andrea presented The Institutes Society of CPCU *Certificate of Appreciation* to the 2016 NH Chapter Board Members and Officers present including Director Patty Smith, Director Shaun Ralston, President-Elect Dan Sepulveda, Treasurer Don Buker and Secretary Richard Coskren.

A highlight of the evening was Andrea's announcement that David S Hershey, CPCU, CRIS, CPSR, CRM, ARM, AMIM, MLIS had been selected as the 2016 Brenda Buck Award recipient. David, a long-time NH Chapter Director and Education Chair and the Corporate Risk Manager for Sprague / Lexa International, epitomizes what the award stands for, ongoing outstanding and impactful service to the NH Chapter.

Following her remarks, Andrea presented the CPCU Society's Upper New England Regional Governor, Rachel Bannister to administer the oath of office to first President-Elect Dan Sepulveda and then the 2017 NH Chapter Officers and Directors present. Before administering the oath, Governor Bannister, who hails from a sister Maine Chapter and serves as a Marketing Manager for Patrons Oxford Insurance of Auburn, ME., described the value of Chapter membership and especially the benefit fulfilling a leadership role.



**The Common Man
Concord, NH**



Society Governor Rachel Bannister administering oath to President-Elect Daniel Sepulveda **L to R: President Dan Sepulveda, VP Carrie Tasker, Treas. Don Buker & Sec’y Richard Coskren**

The 2017 NH CPCU Chapter slate of Officers and Directors is as follows:

Officers

President - Daniel Sepulveda
President-Elect - Open
Vice President - Carrie Tasker
Secretary - Richard Coskren
Treasurer - Don Buker
Immediate. Past President - Andrea Gately

Directors

Director New Candidates - Francine Driscoll
Director Student/Intern Advocates - Colleen Brockway
Director Education - David Hershey
Director Good Works - Shaun Ralston
Director Social Media & Meeting Events - Patty Smith

Following the ceremony, President Sepulveda outlined his key goals for the coming year including:

- Encouraging “**new faces**” to participate in chapter events
- Offering **Continuing Education** courses for members
- Continuing the chapter’s networking events (**Ski Day** and **Charity Golf Tournament**)
- Working with **NH DOI** (Breakfast and “Insurance as a Career” initiatives)

President Sepulveda challenged those present and the membership to take the initiative in inviting friends and associates holding the CPCU designation to our meetings and to make anyone invited by others to feel welcome. He stressed that asking our new designees to “join in the fun” was particularly important.

In this regard, Secretary Coskren read from an e-mail received that day which described the retention portion of the new designee challenge which awards the chapter with funds (\$50 -\$100 per) for retaining and recruiting 2016 designees by June of 2017.

After collecting donations for the NH Food Bank, the meeting closed with everyone sharing Holiday best wishes.



Annual Chapter Ski Day

Mark Your Calendars!!!!

It’s that time of year when thoughts of schussing down the slopes of one of this country’s premier ski resorts with a client, prospect, friend or relative should be entering your minds. Our annual ski Event is scheduled for **February 6, 2017** at the **Loon Mountain Resort** in Lincoln, NH. Don’t miss out on the networking opportunities offered by inviting a client to share in the festivities.

NH Chapter Holiday Food Bank Volunteer Event

It's the **Holiday Season** so it must be time for the NH Chapter's Holiday NH Food Bank volunteer effort. And sure enough, eight (8) volunteers again braved the cold of the NH Food Bank's warehouse in the frozen food section to sort and pack frozen meat.

Under the watchful and supportive eyes of the Food Bank staff led by Food Bank Volunteer Coordinator Marguerite Malloy, this energetic troupe of CPCU'ers packed an incredible **3 ½ tons** of frozen food.

According to Marguerite, the food packed represented 5,717 meals for residents throughout the state of New Hampshire.



Director Ralston and Treasurer Buker hard at work packing food



Joe Lessard, Kim Bilodeau and Shaun Ralston checking for spoilage before packing



Andrea Gately and Carrie Tasker kept the boxes flowing



Heidi McGuire and Andrea packing another box

If you would like to be a part of upcoming **NH Chapter Good Works projects**, be on the lookout for future events posted to our website, Facebook page, or please contact Shaun Ralston our Good Works coordinator at sralston@amica.com. It's a great way to help support our community by contributing a few hours of your day.

2017 Tentative Schedule of Events

These activities shown on the calendar that follows are tentative until confirmed and flushed out at the January 18th NH Chapter Virtual Business Meeting. Announcements will follow via regular e-mail and the schedule will be updated in our Spring newsletter.

2017 Schedule of Events

<u>Event</u>	<u>Date</u>	<u>Time</u>	<u>Location</u>
Jan Virtual Board Meeting	1/18/17	10-11am	NA
Feb Annual Chapter Ski Day	2/6/17	8:30A-4:00P	Loon Mountain Lincoln, NH
March Joint Chapter Meeting with GSIP Topic: Dealing with Active Shooter	3/15/17	TBD	TBD
April Commissioner's Breakfast	4/13/17	8:00 -10:00A	Concord, NH
May Continuing Ed Class	TBD	TBD	TBD
June Candidates Breakfast (Dover and Keene)	TBD TBD	8:30-10:00A 8:30-10:00A	Dover Keene
June Virtual Board Meeting	TBD	TBD	NA
September Society Annual Meeting	9/16-19/17	All day	Orlando, FL
October New Designee Dinner	TBD	TBD	TBD
November Breakfast Annual Meeting and Elections	TBD	TBD	TBD
December 2017 Officer Induction	TBD	TBD	TBD

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