



FELLOW TALK

February, 2010

A Message from Our President

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LuAnn Maxfield, President
FLMI, ACS, FALU

Are you a number?

No matter where you look, there are statistics. You can't escape; you probably are one. They can be fun, they can be serious.

66% of US workers don't use all of their vacation time.

87% of US workers are anxious about the economy and are concerned it will not turn around quickly in the next year.

January 2nd 2010 is a palindrome (01/02/2010 – same order of numbers forward as backward).

The LOMA Society of the Twin Cities was created in 1973 and was the 5th local society of LOMA.

LOMA Society of the Twin Cities had 421 paid members in 2008. There were 228 paid members in 2009.

How can you use statistics to your benefit?

A 30 second "commercial" (about you) can open career doors.

35% of LOMA worldwide member companies consider FLMI designation when promoting; 57% consider some LOMA course background when promoting. When hiring, 46% look for candidates with FLMI designation while 52% look for some LOMA course work.

And just think about the statistics associated with networking – successful networking!

Now it is 2010 and we're off to a new year, a new decade, a new start, a new LOMA Society of the Twin Cities Board to serve you. Great meetings are being planned to offer career, educational and industry related topics from expert speakers. Membership perks will be emphasized. (What can we offer to you that will pay career dividends in return).

Come join us for the first member dinner meeting in 2010 on Tuesday, March 2nd and learn the successful techniques of networking. Here's your chance to be a statistic. If you are not currently a member of the Society – be the first to become a member in 2010 and attend our March 2, 2010 meeting!

"What can we offer to you that will pay career dividends in return."





Mark your calendars:

2010 Winter Dinner Meeting Tuesday, March 2, 2010

2010 Winter Dinner Meeting – Tuesday, March 2, 2010

Sunday, February 14

Valentine's Day

Tuesday, March 2

Winter Dinner Meeting

Hartford Life

March 17 – 19

Insurance Immersion

Atlanta, GA

March 24 – 26

LIMRA/LOMA Compliance

Market Conduct Exchange

Orlando, FL

April 11 – 13

Retirement Industry Conference

Washington, DC

April 13 – 15

Life Insurance Conference

Washington, DC

April 27 – 29

Health UW Study Group

San Antonio, TX

April 28 – 30

LIC Annual Meeting

Atlanta, GA

May 18

LOMA Society Spring Seminar

TBD

Location: Hartford Life
6820 Wedgwood Road North
Maple Grove, MN 55311
(Northwest corner of Bass Lake Road and Hwy 494)

Cost: Members - \$25
Non-members - \$35

Program: 5:30 Registration & Social Hour
6:00 Dinner Buffet
6:45 Business Meeting
7:00 Keynote Speaker
Women Venture
Coordinated by Christine Huff

Charity: Cancer Kids Fund

Dinner Buffet: Fresh Garden Salad
Herb Roast Beef
Chicken Marsala
Roasted Red Potato
Chef's Vegetable Choice
Rolls & butter
Lemonade, Water, Tea, Coffee
Cheesecake w/Fruit Topping

Directions:

From the south: 494 west/north to Bass Lake Road.
West on Bass Lake Road to Wedgwood Dr N.

From the east: 394 west to 494 north to Bass Lake Road.
West on Bass Lake Road to Wedgwood Dr N.

From the north: 694 west to 494 south to Bass Lake Road.
West on Bass Lake Road to Wedgwood Dr N

Open parking as designated - enter through main door from the parking lot.

Women Venture

Networking presentation for LOMA:

Networking – What’s the buzz about?

Everyone is talking about networking these days, and how it’s important not only to find a job, but to keep your career healthy. But what is networking really, and how do we do it successfully? WomenVenture will talk about how to make it easy and fun, and remind you of ways you’ve been doing it all along. The talk will include a networking exercise.



WomenVenture is a non-profit economic development organization with the mission to help women become economically successful and prosperous. We are leaders in our proven processes for guiding, training and networking to help women and men achieve their true potential. We provide services throughout the greater Twin Cities area. Since 1978, WomenVenture has served over 90,000 women and men.

WomenVenture currently serves upwards of 5,000 women and men each year through its three core programs: Business Development, Career Planning and Workforce Development, and Financial Literacy.

Holidazzle Parade

Warm thanks go out to all of our Society members who, with their families, volunteered to participate in the Holidazzle Parade. Thursday, December 3, 2009, was a brisk evening with conditions suitable for hearty Minnesotans to come to the Holidazzle Parade. Many were there to be a part of the light gala and others to watch in awe as decorated floats from nursery rhymes, favorite stories and magical floating light bulbs meandered their way down Nicollet Mall.

Our volunteers preceded the floats and accompanied the circus wagon float inviting the crowd to make food or monetary donations to the Emergency Food shelf Network. Over the course of 15 evenings, a total of 2,463 pounds of food and \$10,312 was collected to help stock local food shelves.

Again, thank you to all (perhaps our largest volunteer turnout in years) and hope to see you again next year!

LOMA Society of the Twin Cities Holds Fall Recognition Dinner

The LOMA Society of the Twin Cities of Minneapolis and St. Paul held its Fall Recognition Dinner for new LOMA designees on October 6, 2009 at Securian Financial Group in St. Paul. Following dinner Bob Ehrens, FSA, CLU, Senior Vice President of Life Product Manufacturing at Minnesota Life Insurance Company, captivated the audience with his talk on "The Economy, The Insurance Industry, and You".

Bob engaged the audience with his insight into the many changes we are facing in the financial services industry. His comments centered on products, financials, regulatory environment, and individual learning and responsibility.

Following Bob's speech, new LOMA designees were recognized and congratulated for their important achievements. Designees received a pin associated with their designation and a rose. Donations were accepted for the Emergency Foodshelf Network as part of the Society's ongoing charitable activities.

BOARD MEMBER SUMMARY

2009 Summary, Genevieve Stadler – President

During the 2009 calendar year, I presided over the Society Board meetings and led the planning meeting, setting out the events, activities and budget for the coming year.

Member Events & Recognition: Two dinner meetings and one half day seminar were held for the benefit of Society's members. The three events focused on providing programs relevant to your education, tools to assist and promote member's professional careers, and celebration of LOMA designation accomplishments. At the half day seminar, we learned the ways local companies addressed the fragile economy and how they served their clients, being positive and reassuring. The Membership Committee, under Rolf Anderson's direction, continued to explore the state of the Society membership with avenues to encourage meeting attendance and opportunities to increase overall membership.

Scholarship: In 2009 the Society continued to honor a student applicant with a \$500 scholarship. The student and her mother, a long-time member of the society, both submitted essays that were reviewed in the selection process. The Scholarship Committee consisted of Chair Rolf Anderson and Member Julio Jimenez.

Charitable Activities: The Society sponsored and supported generously the Emergency Foodshelf Network and Ready for Success with record-breaking donations. On December 3, 2009 members participated in the Holidazzle Parade for the benefit of Emergency Foodshelf Network.

Education: A library of text books was established under my direction and with support of the LOMA headquarters making it easier for students to have the appropriate material to study for the different LOMA designations.

We thank Julie Printz for stepping forward to support Kevin Laskowski in his role as secretary when his work responsibilities took him away from the Board meetings. She and Kevin kept the Board on track with the minutes.

LOMA SOCIETY OF THE TWIN CITIES 2009 TREASURER REPORT

Expenses	Honorarium	Meal	Prizes	Misc	Total	Revenues	Reservations	Dues	Total
03/09 Meeting	\$0	\$1,338.64	\$0.00	\$0.00	\$1,338.64	03/09 Meeting	\$1,450.00	\$30.00	\$1,480.00
05/09 Meeting	100.00	661.83	20.00	14.97	796.80	05/09 Meeting	1,260.00	0.00	1,260.00
10/09 Meeting	100.00	840.59	20.00	39.57	1,000.16	10/09 Meeting	1,130.00	60.00	1,190.00
Membership						2009 Dues		2,200.00	2,200.00
Board Honors Admin.				50.00	50.00				
Norton				52.05	52.05				
Shipping				5.60	5.60				
Conference				490.00	490.00				
Newsletter				100.00	100.00				
Website				305.70	305.70				
Scholarship				500.00	500.00				
10/08 Meeting							320.00		320.00
Total	\$200.00	\$2,841.06	\$40.00	\$1,557.89	\$4,638.95		\$4,160.00	\$2,290.00	\$6,450.00

2009 Fall Recognition Dinner Meeting Photos



Guest speaker, Bob Ehren of Securian



Barb Prinz and Michaela Voor Vaart of Ameriprise Financial



Deborah Cherland and Marika Mataitis of Assurant Health



Barbara Gjerstad of Hartford Life Insurance



Brent Julson, Securian



Karrie Knutson, Securian

2009 Fall Recognition Dinner Meeting Photos (Continued)



Leah Reckin-Mahoney, Securian



Paula Yager, Securian

2010 LOMA Twin City Board Members

LuAnn Maxfield, President, FLMI, ACS, FALU
Hartford Life
(763) 255-7390
luann.maxfield@hartfordlife.com

Dixie Carroll, Vice President & Society Committee Rep, FLMI, AIRC,
ACS
Ameriprise Financial Services, Inc.
(612) 678-4177
dixie.carroll@ampf.com

Genevieve Stadtler, Past President & Education Chair, FLMI, ACS,
AALU
Prudential Financial
(763) 519-2435
genevieve.stadtler@prudential.com

Julie Printz, Secretary & Program Chair, FLMI
Thrivent Financial for Lutherans
(612) 844-8372
julie.printz@thrivent.com

Claudia Wiebold, Treasurer, FLMI/M, ACS
Securian Financial Group
(651) 665-3032
claudia.wiebold@securian.com

Rolf T. Anderson, Membership Chair, FLMI, FFSI, ACS, AIRC
New York Life Insurance Company
(952) 885-1229
[rolf t anderson@newyorklife.com](mailto:rolf_t_anderson@newyorklife.com)

Barb Prinz, Communication Chair, FLMI, AIRC, ACS
Ameriprise Financial Services, Inc.
(612) 678-7259
barbara.x.prinz@ampf.com

Anne Randazzo, Member at Large, ACS
Catholic Aid Association
(651) 470-0170
arandazzo@catholicaid.org

