

MAY, 2005

LOMA SOCIETY OF THE TWIN CITIES

FELLOW TALK

A MESSAGE FROM OUR PRESIDENT



Lori Webb, 2005 Twin Cities LOMA Society President

Tulips, Easter Baskets, Lambs, Lions, Road Construction...Yep..it MUST be Spring! I sure hate those gray days when they come. As I looked out at the dreary rain yesterday, it reminded me that with no rain, there would be no Spring green. It's been such an easy winter; it's hard to believe that Spring has officially started. We've firmed up our speakers, dates and times for our Spring Seminar, so it must be true!

We will be holding our annual half-day Spring Seminar on Wednesday, May 25th at the Zuhrah Shrine Center in Minneapolis. We've been very pleased with this venue in the past, and the half day schedule is popular with both our members and their employers. Make sure to get permission from your company to attend this great seminar! Our Spring Seminar is rich in industry information, and it's always great to network with your fellow members from other companies.

Thanks to the many of you that have attended our last two meetings. Our turnout is getting better all the time. Make sure to let us know if you have any ideas for great venues or speakers. I'm always happy to receive emails with suggestions. You can email me directly at TS04935@msn.com.

Look inside for more great details on our last meeting, and what we have in store for you at the Spring Seminar. We will once again be taking your donations of used business clothing for Ready for Success, so keep us in mind when doing your spring cleaning!

Hope to see you all in May!



Membership directories are available. To have one emailed to you, please contact:

Rolf Anderson, LOMA Society Vice President

[Rolf T Anderson@NewYorkLife.com](mailto:Rolf_T_Anderson@NewYorkLife.com)



Twin Cities

SPRING SEMINAR

When: Wednesday, May 25, 2005

Location: Zuhrah Shrine Center
2540 Park Avenue
Minneapolis, MN 55404
Phone: (612) 871-2632

Cost: Members = \$45 / NonMembers = \$50

Agenda:

7:30 Registration/Breakfast Buffet
8:30 Speaker, Paul Kohls - Legislative Update
9:30 Break
9:45 Speaker, Laurie Kimball – Depression
10:30 Break
10:45 Speakers, Michael Rieth and Todd Petit
- Reinsurance

Breakfast Buffet

Scrambled eggs with assorted toppings
Bacon
Hash Browns
French Toast sticks with maple syrup & butter
Bagels with cream cheese
Fresh fruit
Milk, coffee and orange juice

Charities

Childrens Hospital & Ready For Success

Cash/check donations will be accepted for both charities.

Donations of gently used women's Spring and Summer business and business casual clothing and accessories will be accepted at our Spring Seminar.



Please register with your company representative no later than Wednesday, May 18th.

Paul Kohls



Legislative Update

State Representative Paul Kohls is in his second term representing District 34A in the Minnesota House of Representatives. In the 2005-06 session, Rep. Kohls will chair the Technology, Bioscience and Medical Division. Rep Kohls believes Minnesota is in a unique position to be the nation's leader in biosciences. The University of Minnesota, the Mayo Clinic in Rochester and our established medical business community provide a competitive advantage that can make Minnesota the "Silicon Valley" of the biotechnology industry, Rep Kohls says.

In addition to serving in the Minnesota legislature, Rep. Kohls works for Allianz Life Insurance Company, in the area of strategic planning and government relations. Prior to joining Allianz, Rep. Kohls worked for several years as a litigator at one of the top law firms in Minneapolis, specializing in products liability, insurance defense, commercial litigation, and appeals. Rep Kohls also spent a year as a law clerk for the Honorable Jill Flaskamp Halbrooks of the Minnesota Court of Appeals.

Rep. Kohls graduated cum laude from the University of Minnesota Law School. While there, he team-taught legal writing with a practicing attorney and participated in National Moot Court. He received his B.A. in political science, summa cum laude, from the University of St. Thomas where he was a member of Aquinas Scholar Honors Program and active in many student organizations.

Laurie Kimball**Depression: Who, What, Why, and How**

Laurie Kimball, the keynote speaker at the LOMA Society's winter meeting, returns to present a talk on depression. Depression is a major issue in our society. It impacts 10% of the population, affects one out of four families, and costs 31 billion dollars in lost productive hours annually in the United States.

Laurie's interactive talk focuses on the symptoms of depression: who is affected, why it occurs, as well as treatment and management strategies. Her talk will also include a discussion on depression in the workplace.

Laurie Kimball has a Master's Degree in Counseling, is a Registered Nurse, and a Toastmaster. She is the author of "The Depression Toolkit: Practical Ways to Get Through the Day". Laurie has experience as a psychiatric nurse and individual therapist. She worked her way through school as a blueberry picker, pickle packer, pizza waitress, and factory worker. Married to her college sweetheart, Laurie and Greg have three great children: Cory, Jessica, and Melissa. Energetic and enthusiastic, Laurie Kimball is a popular speaker who presents interesting, informative, and very interactive presentations through a variety of methods to 40-50 groups each year.

Michael Rieth, ASA, MAAA**Reinsurance Panel Discussion**

Mike is an Associate Actuary with Allianz Life's Healthcare Risk Management (HCRM) Division. Allianz Life's HCRM specializes in providing risk management solutions to medical risk-takers. In his current role, Mike has management responsible for inforce product management, capital modeling and government relations functions. This includes the design, placement and ongoing management of HCRM's reinsurance programs. Prior to his current role, Mike has experience in the pricing and financial reporting of a variety of health excess of loss products.

Prior to Allianz, Mike worked as an actuarial consultant in the Human Capital Group of then Deloitte & Touche, LLP and as an actuarial student for the Principal Financial Group. Mike is an Associate of the Society of Actuaries and a Member of the American Academy of Actuaries.

Todd Petit, Associate Actuary**Reinsurance Panel Discussion**

Todd is an Associate Actuary responsible for life and long term care product development for Allianz Life, a company focused on providing innovative, value-added products. He has been with the firm for 4 years, focusing on product design, implementation, reinsurance relations, software design, and marketing strategy. Todd has been in the insurance industry for 11 years, and has worked various product development areas including variable life, variable annuities, fixed life, and long term care. During that time he also spent one year as a marketing analyst, presenting new products to agents and leading product discussions.

Anthony S. Plampton, President, Re-Solutions

Reinsurance Panel Discussion

Tony is Re-Solutions' President and has over 25 years' experience working in the international insurance and reinsurance markets both in the U.S.A. and Europe where he has worked for both broking and underwriting organizations.

From 1978 to 1988, Tony worked in London, in various positions within the reinsurance divisions of two Lloyd's insurance broking groups. During this period, Tony was closely involved in every aspect of negotiating reinsurance transactions and administering reinsurance programs, as well as generating new business.

From 1988 to 1991, Tony worked for a London based reinsurance underwriting manager accepting reinsurance of U.S. health risks on behalf of a pool of European and US Insurance and Reinsurance Companies. During this period Tony was a member of the management team that guided this entity during a period of rapid growth. Tony was also involved in the opening and operating of a branch office in the U.S.A.

In 1992 Tony joined Reinsurance Alternatives, Inc in Minneapolis, MN an industry leader in the field of U.S. medical reinsurance. At RAI Tony advanced to the position of Vice President and was responsible for developing reinsurance brokerage revenue. This entailed producing new clients, negotiating contracts on their behalf and placing reinsurance risks with U.S. and International reinsurers.

Tony left RAI in March 2001 to form Re-Solutions Intermediaries, LLC.

March 10 Dinner Meeting Recap

Our winter dinner meeting was held at the Four Points Sheraton in St. Paul. The Rosemary chicken was delicious, but the Turtle cheesecake was sensational.

We have two winners to announce. Our survey winner is Mary Smythe of Hartford Life. Our donation winner is Carolyn Susor of Hartford Life. Congratulations to you both.

We want to thank everyone who contributed to our charity for the evening, the Kids Cancer Fund. Your donations are greatly appreciated.

Our keynote speaker, Laurie Kimball, presented "Maximizing Your Concentration and Communication" to our group.

Today's busy world is all about making the most of the time you have to concentrate on your work and communicating information to people in a way they can quickly grasp and understand. This presentation reviewed the environmental factors that influence our ability to concentrate and ways that we can positively affect changes to those factors, for better overall concentration.

In addition, we discovered learning styles that we all possess and how to consider those learning styles in our communications, to improve the recipient's understanding. Laurie's presentation was upbeat, interactive, and immediately applicable to our work and personal lives.

Dinner Recognition Meeting, September 27



Mark your calendars!

Our dinner recognition meeting will be held on Tuesday, September 27.

We will be recognizing all new LOMA designees. This is an evening you won't want to miss.

Bob Ehren, FSA, CLU, Actuary, and Vice President, Life Product Manufacturing, Minnesota Life Insurance Company, will be our guest speaker.

ACTIVITY REPORTS FROM 2004 SOCIETY OFFICERS AND BOARD MEMBERS

Mary Rausch, Secretary

My responsibilities for 2004 were to attend LOMA Society board meetings and record minutes for maintaining the Society's history of activities. Minutes were distributed to board members and archived for future reference. I attended May's Spring Seminar and September's annual Dinner Recognition Meeting, which included writing a summary of the September speaker's presentation for our newsletter.

During 2004, I also worked toward receiving dues from a member company, along with improved communications to the company's many members. In early December, I participated in the Holidazzle Parade to help the Society qualify for a Community Service award by volunteering to help collect donations of cash and food for the Emergency Food Shelf Network.

SCHOLARSHIP APPLICATIONS DUE JUNE 1, 2005



\$600 for college!

The LOMA Society of the Twin Cities Scholarship program will award a \$600.00 scholarship in 2005 for post-secondary education. Students may be an accepted first year or continuing student.

Eligible students are members of the LOMA Society of the Twin Cities in good standing, their children, grandchildren or spouse. New LOMA designees eligible for membership in the LOMA Society of the Twin Cities are also eligible if they receive their designation before May 1, 2005.

A statement of personal goals or development plan must be submitted for post-secondary students. Members or associate members must submit a statement of how their LOMA educational achievements or society membership has helped them. Details are included in the Scholarship Program Guidelines.

Scholarship applications and guidelines are available from any LOMA Society of the Twin Cities board member and will also be available at the Spring Seminar on May 25th.

2005 LOMA Society Board Members

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