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Fellow Talk

® SOCIETY OF THE TWIN CITIES

April, 2001

www.flmi-tc.com

A MESSAGE FROM THE PRESIDENT

April showers bring . . . thoughts of the upcoming FLMI Society Spring Seminar.

This year, we are holding a half-day seminar – in the afternoon, starting with a luncheon. The decision to change to a half-day event is in response to feedback we received from YOU – our members – indicating that a half-day event would better fit into your schedules. Hopefully, the new format will enable more of you to attend. Following the event, we'll again gather your feedback to use as we plan next year's Spring Seminar.

We've lined up a great bunch of presenters for this year's Seminar. Check the next page for a listing of speakers, along with topics and other information.

By moving the seminar to the Zuhrah Shrine Center, we believe that we've gained two important benefits:

- 1) A more centralized location, that will be more accessible overall for all members.
- 2) More reasonable costs, while still offering excellent meeting facilities and great food.

The Zuhrah Shrine Center is at 26th Street and Park Avenue in south Minneapolis (across from the Swedish American Institute) -- just a few blocks east of I-35W. Enter the building from the north side (under the covered portico). Free parking is available in the Zuhrah Shrine lot (which is just to the northwest of the Shrine Center at the corner of 25th Street and Oakland Avenue). Free street parking is also available.

DRIVING DIRECTIONS

From Northbound 35W: Take the 35th/36th Street exit. Immediately turn right (east) onto 36th Street. Continue on 36th Street to Park Avenue. Turn left (north) and proceed 10 blocks.

From Southbound 35W: Take the 35th/36th Street exit. Go straight ahead for one block. Turn left (east) onto 36th Street. Continue on 36th Street to Park Avenue. Turn left (north) and proceed 10 blocks.

Don't forget that we'll be collecting donations for **Ready for Success**. See the next page for more info.

And now, courtesy of Lori Webb, here are the top 10 reasons for attending the FLMI Society Spring Seminar:

- 10) See the new location!
- 9) Free parking! (Didn't you love that in Monopoly?)
- 8) You might see a FEZ!
- 7) Lots o' great door prizes!
- 6) Great food!
- 5) An afternoon away from your desk!
- 4) Learn something the pain-free, study-free way!
- 3) See all those other FLMI's you've come to know!
- 2) The warm feeling you'll get from the speakers!

And the Number 1 reason . . .

- 1) Because you've EARNED the right to attend!

NEWS FLASH!!

We've just learned that we again have **St. Paul Saints tickets** for sale for the following games: June 10 (Sunday) at 1:00, or August 12 (Sunday) at 1:00. Tickets are \$8 each and will be available for purchase at the Spring Seminar. Limit is 4 tickets per person. Any tickets remaining after the Spring Seminar can be purchased from Mike Orr.

I look forward to seeing you all on May 8!

Julie Hanson, FLMI, ACS, AIAA

President

SPRING SEMINAR – MAY 8, 2001



ZUHRAH SHRINE CENTER & MANSION

2540 PARK AVENUE SOUTH, MINNEAPOLIS
612/871-3555

Cost: \$35/members
\$45/non-members

11:15 – 11:45	Registration
11:45 – 12:30	Luncheon: Historic Park Avenue Chicken Breast (sautéed, with Canadian Bacon, Broccoli, and Hollandaise) OR Lightly Breaded Lemon-Pepper Cod PLUS Salad, Vegetable, Potato or Rice, Rolls & Butter, Coffee/Tea/Milk
12:30 – 1:10	Opening Keynote Speaker: Gary Fields, CFCI, LOMA
1:20 – 2:00	Breakout Sessions
2:10 – 2:50	Breakout Sessions
2:50 – 3:05	Break & Afternoon Refreshments
3:05 – 4:00	Closing Keynote Speaker: Candace Fancher

ABOUT OUR SPEAKERS . . .

GARY FIELDS, CFCI

AVP, EDUCATION & TRAINING SERVICES, LOMA
“The Life Insurance Industry in the 21st Century: This Ain’t The Same Old Industry You’re Used To”

Mr. Fields came to LOMA as AVP of Education & Training Services in July 2000. He brought to LOMA 20 years of experience in the insurance industry, in various sales, marketing, and management capacities. Gary holds a BS in mathematics and an MBA. He is married (26 years to the same woman) and has one daughter.

CANDACE FANCHER, MS, CCC--SPEECH PATHOLOGY “Staying Afloat in the Stresspools of Life”

Ms. Fancher is the founder of Inner Sources and a contributor to the book “Chocolate for a Woman’s Soul.” But this presentation isn’t just for women! Ms. Fancher will help us to explore practical ideas for integrating humor into our personal and professional lives. Her “SNAC” approach provides practical and humorous ways for Stopping, Noticing, Acting, and Creating heart-to-heart connections.

BREAKOUT SESSIONS (CHOOSE TWO):

DR. BILL WARNER, PH.D., PRESIDENT, PRISM MEDIA “E-Commerce and its Strategic Role in our Society”

Dr. Warner is back by popular demand, after his great presentation at our November dinner meeting. This time, he’ll be helping us to explore new topics in E-Commerce strategy, both for business and consumers. Everyone from the computer neophyte to the highly experienced computer user will have an opportunity to develop an understanding of new communication procedures in technology and the rapidly expanding impact upon ourselves and our world.

THOMAS M. RUCKE, U.S. POSTAL INSPECTOR “Mail Fraud & Postal Scams”

A U.S. Postal Inspector for 30 years, Mr. Rucke’s investigations have ranged from mail fraud to armed robbery and murder. He currently investigates complex mail theft and identity fraud cases in MN and ND. He’ll be giving us tips for avoiding postal scams in our own personal lives, as well as helping us to spot cases of mail fraud for our employers.

NORTHERN STARS COMEDY TROUPE “Communication Scenarios”

Are you looking for fun, interactive ways to build your personal communication skills and a further understanding of yourself and your co-workers? The Northern Stars will present an overview of some improvisational techniques that can help you to become a more knowledgeable, effective communicator. Come prepared to participate, laugh, and be drawn into a dramatically different learning process.

READY FOR SUCCESS

At our spring seminar, we’ll be collecting donations of used women’s professional clothing (and cash) for **Ready for Success**, a non-profit organization that provides women’s professional clothing for low-income clients from the entire Twin Cities area.

Through a one-on-one consultation at **Ready for Success**, the client and a volunteer personal shopper coordinate 2-4 professional outfits, including a combination of pants, dresses, skirts, jackets, and blouses. Accessories are then added, along with tips about appropriate business dress. A client may receive up to two additional consultations.

At **Ready for Success**, the transformation in these women is remarkable – with new clothing, new self-esteem, and new opportunities. You can help by:

- 1) Donating women’s professional clothing articles.
Suits, pants, jackets, skirts, blouses, and sweaters

are always appreciated.

- 2) Volunteering your time. If you are interested in this opportunity, contact Barb Prinz at 612-340-7324 for additional information.

AT OUR FEBRUARY 6 DINNER MEETING . . .

We awarded our first college scholarship (for 2000) to Ms. Colleen Bruce, a sophomore in Pre-Law at Gettysburg College (PA). Her parents are Mr. & Mrs. Paul Bruce (Paul is from American Express), and they accepted the award for their daughter.

Our speaker was Sheriff Patrick D. McGowan of Hennepin County, who is a 20-year veteran of the Minneapolis Police Department and was a Minnesota State Senator for six years. He spoke about how we, as individuals, can help to improve our communities.

Regarding volunteerism in general, he stated that it's important for each of us to choose where and how we'd like to be involved. The needs may seem so overwhelming that we might doubt if we can even make a difference. We need to determine for ourselves those issues that are important to us and to our family.

At the legislative level, Sheriff McGowan felt that, to better communicate with our legislators, we need to be knowledgeable about the topic of discussion and clearly state our opinions. And if we want to complain about an issue, we should be sure to offer a potential solution.

At the local level, he believes many problems are due to our transition from a "front porch" to a "back deck" society, and we need to get involved once again.

He closed by reminding us of the smallest community to which we belong – our family – where we can take the first steps toward improving our world.

We also collected donations for the Cancer Kids Fund, which provides support, caring, and hope to kids and families coping with cancer or blood disorders.

2001 SCHOLARSHIP APPLICATIONS

It's time to start thinking about your applications for our 2001 college scholarship (\$500). The application deadline will be October 1 (firm!). Eligible students include a child, grandchild, or dependent of either:

- A FLMI Society member or associate member in good standing, or
- A new FLMI if designation is received before September 1, 2001.

A summary of the requirements:

1. Money to be used toward a post-secondary education program. Student may be a first-year or continuing student. (Proof of acceptance or attendance may be requested.)
2. The student is to submit a one-page statement of personal goals which demonstrates how they will utilize their educational achievements.
3. The member or associate member is also to submit a one-page statement of how their LOMA educational achievements or society membership have helped them in their career or in interactions with others.
4. The FLMI Society of the Twin Cities retains full rights to all submissions and may publish or share them as appropriate.

Complete application guidelines are available from your Company Representative or Educational Representative. Or you may contact Julie Hanson or Mike Orr for more information.

FLMI SOCIETY OF THE TWIN CITIES -- 2000 FINANCIAL RESULTS AND 2001 BUDGET

		<u>2000 Budget</u>	<u>2000 Actual</u>	<u>2001 Budget</u>
Starting Balance			\$ 2,962.70	\$ 2,962.70
	\$ 2,654.72			
Revenue	Dues	13,740.00	11,508.00	11,850.00
	Prior Year Meetings	0.00	210.00	450.00
	Total Revenue	\$13,740.00	\$11,718.00	\$12,300.00
Expenses	Meeting Subsidies	6,350.00	5,225.03	5,100.00
	Recognition Gifts	400.00	446.79	325.00
	Travel	3,400.00	2,843.85	3,250.00
	Website	700.00	1,007.90	1,000.00
	Scholarship	500.00	500.00	500.00
	Printing	1,700.00	1,377.65	1,400.00
	Postage	300.00	178.76	300.00

Additional Meeting Expenses	290.00	277.00	325.00
Miscellaneous	100.00	169.00	100.00
Total Expenses	\$13,740.00	\$12,025.98	\$12,300.00

Ending Balance \$ 2,962.70 \$ 2,654.72 \$ 2,654.72

JOB POSTING WAREHOUSE

Here are Job Lines, web sites, and some specific current job openings:

COMPANY	WEBSITE	JOB HOTLINE	SPECIFIC OPENINGS
Allianz/LifeUSA	www.allianzlife.com		Customer Service Representative
American Express	www.americanexpress.com/careers		
Catholic Aid Association	www.catholicaid.com		
Fortis	www.fortiscareers.com	651-738-4141	
Fortis Health		763-577-5050	
Hartford Life		612-417-7887	
HealthCare Compensation Strategies			Benefits Plan Design Analyst
HealthPartners	www.healthpartners.com		Senior Large Group Health Underwriter (Recruiter: J. Nelson 952-883-5024)
ING/Reliastar		612-342-3594	
Lutheran Brotherhood	www.luthbro.com		
Minnesota Life	www.minnesotamutual.com	651-665-7934	
MSI	www.msi-insurance.com	651-639-5550	Systems Analyst – check website or job hotline for details (Recruiter: Jan Moser 651-631-7325)
Prudential		763-557-4245	

For more information about these jobs, including the contact persons, call the Job Posting Warehouse committee chair, Bob Coleman (Allianz 763-765-2818). If your company has personnel needs, please encourage your Human Resource Manager to contact us about publishing openings in our newsletter. It works! We also encourage any comments or ideas about how we can improve this service.

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