

AUGUST, 2004

LOMA SOCIETY OF THE TWIN CITIES

FELLOW TALK

**A MESSAGE FROM YOUR
PRESIDENT**



Terry Teske, 2004 LOMA Society President

As this is my last message to our Society members, as 2004 outgoing President, I want to thank everyone on our Board for their awesome dedication, creativity and friendship. It has been an honor and a pleasure working with all of you.

Every now and then, someone comes your way who gives themselves completely, without ever asking for anything in return, and performing beyond the call of duty. Two associates come to mind: Laura Pietruszewski and Steven Afdahl, both of Minnesota Life.

Laura always arrives early to help Board members prepare for the meetings. She is truly an extremely giving person, and her help is greatly appreciated.

We have also been blessed with a fantastic Webmaster, Steven Afdahl, of Minnesota Life, who completely, and refreshingly, recreated our website. Thank you, Steve, for taking on this huge project in your spare time.

Thank you, Paul Lindemann, of Catholic Aid, for 12 years of service (and counting). You are an inspiration to us all!

Our Society changed its name in 2004, from FLMI to LOMA Society. Here is our new Society logo.



Twin Cities

Our last meeting in 2004 will be held on Tuesday evening, September 28th, at the Four Points Sheraton, in St. Paul. Bob Senkler will be our guest speaker.

This is our dinner recognition meeting. Please join us in congratulating and welcoming all of our new FLMI designees.

We will also be electing our 2005 Society Board members. ■

**DINNER RECOGNITION
MEETING
TUESDAY, SEPTEMBER 28**

Location: Four Points Sheraton
400 Hamline Avenue
St. Paul, MN 55104
Phone: (651) 642-1234

Cost: Members = \$30 / NonMembers = \$35

Agenda:

5:30 Registration
5:45 Speaker, Bob Senkler
6:15 Dinner
6:45 New FLMI Recognition Ceremony
6:55 Business Meeting & Elections

**Speaker: Robert Senkler, Chairman and
CEO of Minnesota Life**

Presentation: The Importance of Industry
Education and Networking

Dinner Selections:

Rosemary Chicken: Breast of chicken, chargrilled and topped with a Rosemary cream.

Walleye Pike: Baked in citrus butter and topped with toasted almonds. Served with lemon mayonnaise.

Roasted Pork Loin; Center cut pork loin, marinated with herbs and coarse salt. Topped with three peppercorn sauce.

All dinners will be served with Minnesota Wild Rice Soup (finished with sherry and cream), fresh baked rolls with butter, beverage (coffee, tea, milk or ice tea) and Chocolate Mousse Cake.

Charity

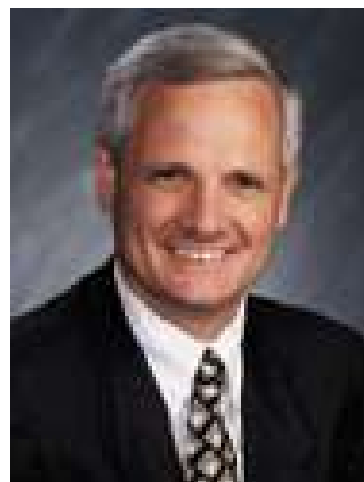
Emergency Food Shelf Network

Nonperishable and cash donations will be accepted.

Also, you may sign up for the Holidazzle Parade.

**Please register with your company
representative no later than Thursday,
September 23rd.**

GUEST SPEAKER



Bob Senkler, Chairman and CEO, Minnesota Life

Bob graduated in 1974 from the University of Minnesota – Duluth with a B.A. In Math.

Bob has been with Minnesota Life for over 25 years, starting as an actuarial trainee in the Individual Insurance division in 1974. Bob became a Fellow of the Society of Actuaries in 1979 and joined Minnesota Life's senior management team five years later as second vice president of Individual Actuarial. By 1987, Bob was vice president and actuary, Individual Insurance. In 1994, he was named president and chief executive officer, and one year later, Bob was elected chairman of the board.

An actuary by profession, Bob has played a leading role in innovative product development including variations on Adjustable Life, the industry-first flexible insurance created by Minnesota Life, and expansion of the Company's variable life and annuity products. For more than a decade, he has been responsible for shaping the Company's strategy and maintaining its highly-rated financial strength.

Bob serves as a director of Health East, the Wilder Foundation, the Insurance Federation of Minnesota, the American Council of Life Insurance, the Minnesota Business Partnership, the Minnesota Orchestra, the Capital City Partnership and the Carlson School of Management at the University of Minnesota. ■

**CONGRATULATIONS TO THE FOLLOWING INDIVIDUALS
WHO RECENTLY RECEIVED THEIR DESIGNATIONS**

**Allianz Life Ins Co of
North America**

FLMI

Sarah Abeln
Steven Blacker
Elizabeth Fluegel
David Haertzen
Barbara Quello
Ted Scearcy
Carla Staeben

AAPA

Ivy Beebe
Carla Klingelhoets
Leah Kohls
Julie Stevens
Andrew Urbanski
Barbara Westman

ACS

Sarah Abeln
Dawn Anderson
Mary Beth Assad
Steven Blacker
Douglas Blake
Daniel Burns
Paula Colestock
Ruth Fay
Elizabeth Fluegel
Cathy Gumbiner
Tania Hughes
Lynn Key
Christopher Kirchberg
Karen Kirchner
Renee Klemetsen
Julie Kline
Andrew Kloster
Wendy Knigge
Mary Knock
Leslie Knudsen
Joe Moe
Ron Nelson
Sara Ose
Karla Quinn
Gary Romo
William Ryan
Michelle Sharp
Laura Sonnee
Linda Stebor
Julie Stevens
Dawn Stoffels
Martin Vanderzanden
Aaron Voyles
Brooke Wood

AIAA

Laurie Bechtold
Tassie Blackstone
Carla Klingelhoets
Leah Kohls
Kim Krogstad
Julie Stevens
Elaine Theis
Aaron Voyles

AIRC

Allison Barkosky
Tassie Blackstone
Patricia Evans
Carla Klingelhoets
Leah Kohls
Kim Krogstad
John Meany
Gary Romo
Julie Stevens
Dawn Stoffels
Elaine Theis

ARA

Sarah Abeln
Mary Beth Assad
Allison Barkosky
Laurie Bechtold
Tassie Blackstone
Daniel Burns
Elizabeth Fluegel
Renee Klemetsen
Carla Klingelhoets
Wendy Knigge
Kimberly Kusterman
Amber Miller
Aaron Voyles
Michelle Webb

PCS

Allison Barkosky
Laurie Bechtold
Theresa Franczyk
Cathy Gumbiner
Leslie Knudsen
Mari Luukkonen
Julie Mallgren
Rayna Mathews
Debbie Rapinac
Aaron Voyles
Glenn Wallace

**American Express
Financial Advisors
Inc.**

FLMI

Jean Kodadek

ACS

Elizabeth Miller
Stephen Peterson
Ron Tiefenbacher

AIAA

Mary Egan

**American Medical
Security Ins. Co.**

FLMI

Dawn Jadin
Michelle Leuck
Helen Nemetz
Patti Poehnelt

ACS

Brian Schaal
Debra Snyder

AIAA

Shannon Killinger
Mark Lampereur

ARA

Theresa Clancy

PCS

Darci Garrison
Sean Garrison
Trevor LaRene

Assurant Health

FLMI

Alfred Larson

ACS

Alfred Larson
Marika Mataitai

AIRC

Patricia Sturcken

PCS

William Schneidewind III

**Blue Cross Blue
Shield of Minnesota
Inc.**

PCS

Nicole Stretar

CIGNA Corp.

FLMI

Mary Seabloom

Clark Consulting

FLMI

Trinh Tran

**Equitable Reserve
Association**

ACS

Thomas Moore

AIAF

Yanfang Dou

Federated Life Ins. Co

FLMI

Joseph Procopio

ACS

Linda Hanson
Stacy Ohnstad
Sara Weber
Jenne Wilkins

AIRC

Janet Roraff

**Hartford Life & Annuity
Ins. Co.**

FLMI

Michael Breur
Joy Faust
Brian Gruber
Mary Halonen
Michelle Kackman
Loren Melby
Patrick Mitzel
Joy Nicolai
Carl Roehl
Marcie Zade

**CONGRATULATIONS TO THE FOLLOWING INDIVIDUALS
WHO RECENTLY RECEIVED THEIR DESIGNATIONS**

Hartford Life & Annuity
Ins. Co. - continued

ACS
Shelby Hollister
Patrick Mitzel
Todd Oberpriller

AIAA
Debra Tschida

AIRC
Sally Wahl

ARA
Michael Breur

PCS
Tara Heimkes

Hartford Life Ins. Co.

FLMI
Katherine Betzel
Carrie Kirscht
Theodore Krill
Nancy Krogstad
Lee Ann Nelson
Colleen Turner-Gross
Thomas Willenbring

ACS
Alicia Bailey
Janell Berggren
Kimberly Carrico
Kathleen Earley
Sally Monson

AIAA
Cheryl Arms

PCS
Thomas Willenbring

Humana, Inc.

FLMI
Sandra Smits
Sandy Stalberger

ARA
Sue Smits
Craig Zimanek

IDS Life Client
Services Organization

FLMI
Daria Kubricky
Theresa Michik
Dave Sullivan

ACS
Vickie Benik
Kevin Champion
Kimberly Johnson
Michael Lubbesmeyer
Justin Seller
Jenny Sprau

AIRC
Sandra Boyland

ARA
Patty Kruse

PCS
Judy Meyer-Larson

Independent

ARA
Laurie Boeldt

Ins. Dept. of
Minnesota

AIAA
Jan Ludwigson

Minnesota Life Ins.
Co.

FLMI
Ania Antus
Ryan Erickson
Kimberly McDevitt
Angela Olson
Jill Pawl-Krentz
Adam Taylor

AAPA
Jaime Schroeder

ACS
Ania Antus
Marcia Kay Chess
Kristin Gongoll

ARA
Ania Antus
Sarah Grose

PCS
Adam Taylor

New York Life Ins. Co.

FLMI
Anthony Amatuccio

PCS
Darcy Senst

Northwestern Mutual
Life Ins Co.

ACS
Victoria Koppa

Sentry Ins. Co.

FLMI
Kimberly Zumwalt

State Farm Life Ins.
Co.

FLMI
William Anderson
Zach Bakke
Bev Gearin
Mary Griep
Troy Longtine
Mike Orn
Tim Reich

AAPA
Troy Longtine

ACS
Deborah Owens

PCS
Deborah Owens

TATA Consultancy
Services

FLMI
Sankar Ghosh
Muralidhara Konagolli
Nagarajan
Ramamoorthy
Hariharan Raman
Suneel Singamsetty

ACS
Hariharan Raman

The Catholic Aid
Association

ACS
Laura Dale

Thrivent Financial for
Lutherans

ACS
Lynn Werdin

AIRC
Brian Ryherd

CANDIDATES FOR 2005

BOARD

President, Lori Webb
 Vice President, Rolf Anderson
 Treasurer, Mary Rausch
 Secretary, Jennifer Victor Larsen
 Member At Large, Paul Lindemann

Continuing in their current roles for 2005:

Society Committee Representative, LuAnn
 Maxfield

Program Chair, Carole Hanson-Grue

Visit our website.

www.flmi-tc.com

Visit LOMA's website.

www.loma.org

Twin Cities LOMA Society Hosts Spring Seminar

The LOMA Society of the Twin Cities held its Spring Seminar May 18 at the Zuhrah Shrine Temple in Minneapolis. Those attending enjoyed a breakfast buffet and were enlightened by three excellent speakers.

Our keynote speaker was Steve Kloyda, founder of Telemasters, Inc. Steve walked us through the seven integral parts of a successful telephone conversation – the introduction, opening statement, questions, listening, objections, closing, and self-promotion. He emphasized that well-chosen words, packed with emotions, create tremendous results. Continued practice of these components will lead to, as the title of his presentation states, “Mastering the Telephone Connection.”

Al Parsons, the president and chief executive officer of the Insurance Federation of Minnesota, was our mid-morning speaker. Al brought us up to date on insurance-related issues that came before the Minnesota Legislature during its 2004 session, and how the Federation lobbied for the state's insurance industry on these issues. The Federation's efforts led to the passage of several pieces of legislation that will help our industry, including the funding an insurance fraud prevention unit in the state Department of Commerce.

Our closing speaker was DuWayne Kilbo, a director of technical underwriting at Hartford Life. DuWayne was instrumental in developing and implementing the telecommuting program for Hartford's underwriting department. He discussed the concept and the many issues Hartford addressed to implement the program. Telecommuting as a work option is now also available to employees of Hartford's claims processing department and underwriting telephone interview unit.

We also collected donations of cash and gently used women's career clothing for Ready for Success. Sue Veazy, the organization's director, told us how Ready for Success helps women returning to or entering the work force who might not be able to afford proper business attire. Volunteers work individually with each client to assemble a complete business outfit with accessories. Ready for Success wants to make their clients feel special, and increase their confidence and self-esteem as they start their new careers.

2004 LOMA Society Board Members

Terry Teske, President

Minnesota Life Insurance Company
(651) 665-3880
teresa.teske@minnesotamutual.com

Lori Webb, Vice President

Unaffiliated
(763) 786-7784
ts04935@msn.com

Carole Hanson-Grue, Program Chair

Catholic Aid Association
(651) 490-0170, ext 151
chansongrue@catholicaid.com

Paul Lindemann, Member At Large

Catholic Aid Association
(651) 490-0170, ext 174
plindemann@catholicaid.com

LuAnn Maxfield, Society Committee Representative

Hartford Life
(763) 765-4373
luann.maxfield@hartfordlife.com

Jennifer Victor-Larsen, Education Chairperson

Prudential
(763) 509-4061
jennifer.victorlarsen@prudential.com

Mary Rausch, Secretary

Thrivent Financial for Lutherans
(612) 340-8586
mary.rausch@thrivent.com

Rolf T. Anderson, Treasurer

New York Life Insurance Company
(952) 885-1229
Rolf_T_Anderson@newyorklife.com

Steven Afdahl, Web Master

Minnesota Life Insurance Company
Steven.afdahl@minnesotamutual.com

Mary Smythe, Past President (2003)

Hartford Life
(763) 765-4533
mary.smythe@HartfordLife.com