

LAUTUM *news*



IAMMIC

Illinois Association of Mutual
Insurance Companies

2019

New Year...New Logo!

Chairman's Message

Karen Williams
Louisville Clay County Mutual

CONTENTS

Chairman's Message.....2
 Executive Director's Message.....3
 Mutual News.....4
 Mutual Milestones.....8
 IAMIC/WAMIC Retreat.....10
 Convention Highlights.....12
 2018 Award Winners.....18
 2nd Annual Joe Reid Golf Outing.....20
 Convention Golf Outing &
 Skeet Shoot.....22
 IAMIC Fun Run/Walk Benefit.....23
 Joe Reid Scholarship Application.....24
 IAMIC's NEW Educational Scholarship
 Program and Application.....25
 Message from the Chair-Elect.....26
 Calendar of Events.....27



Hello My Mutual Family,
 Our 137th Annual Convention exceeded all my expectations. Thank you to all of you for your contributions! Preparation for

this wonderful event began many months ago with selecting the date, the venue, and holding committee meetings to choose our speakers, educational classes and the entertainment. Once the big picture was in place, planning continued throughout the year fine-tuning all the large and small details. Never in a million years did I ever envision the final product we created. What an incredibly educational and fun event!

Serving as IAMIC chairman has been an honor and privilege for me. I am very grateful for the opportunity to work with our members to make our association stronger together.

I have so many wonderful memories from this year and truly appreciate your willingness to share your experience, knowledge, and friendship with me and other members of our association. In addition to the expert leadership of Jackie Rakers, member

participation is what makes IAMIC successful. Our volunteers generously donate their time, effort and knowledge for the benefit of our association. This year, we not only had our reliable volunteers but we had several *first time* volunteers! Together they made a huge impact on the success of our IAMIC events and convention. Volunteering is such a necessary and rewarding experience. Your efforts are so appreciated.

To me, our theme "We are Family" describes our association perfectly. IAMIC provides the educational programs we need to run our individual companies successfully. As members, we're here for each other with helpful suggestions and guidance. I think we all have felt the comfort of knowing the answer is only a phone call away, just like a family.

Our theme for 2019 is "Charting the Course." Chair-Elect Mary Jo Robison will guide our membership in the direction of her vision to make our association even stronger than we are today. I know her year as Chair will be as educational and rewarding for her as this year has been for me.

Working with you and serving with you has been a true pleasure for me. I thank you for allowing me the privilege of serving as IAMIC Chairman for 2018. ❖

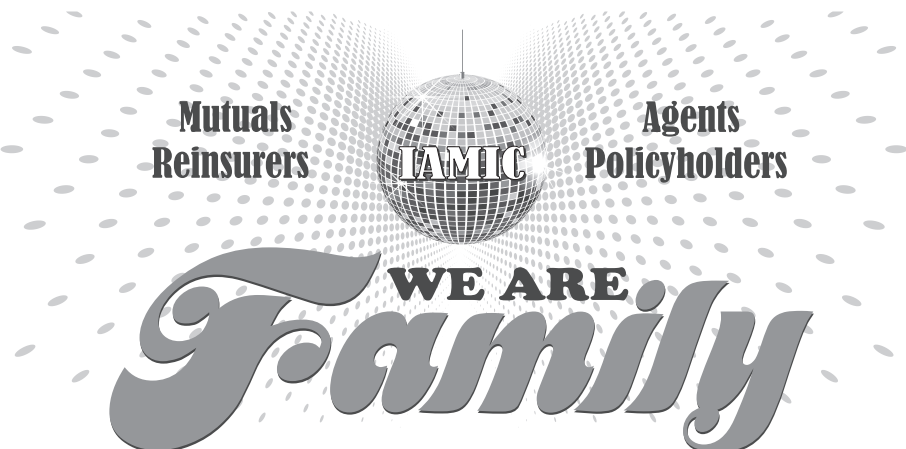
Karen

IAMIC Anti-Trust Statement

The purpose of IAMIC is to promote the best interests of the mutual insurance community, and particularly the best interests of policyholders of mutual insurance companies. To this end, IAMIC programs and activities are planned and implemented with the objective that policy holders will benefit from the best products and services.

It is not the intention of IAMIC to provide a forum for standardizing products or rates, dividing markets, fixing profit levels, or categorizing customers to whom insurance products may be sold.

If you have any concerns about the prohibited activities in connection with any IAMIC activities, please contact the president or any IAMIC Board member immediately.



From the Executive Director's Desk

As we close 2018 and prepare to Chart our Course for 2019, we reflect back upon the journey and the many accomplishments of the Association.

"WE ARE FAMILY" was our Chairman, Karen Williams', theme and in 2018 we brought our membership together in many ways. While we had a lot of fun with a 1970's themed networking event at convention (see pages 15-16 for some fun photos and sing Sister Sledge's song while you view them!), joining together as "family" meant so much more than dancing and laughing—it meant sharing knowledge and ideas, helping each other succeed, and cheering loudly when they do!

A huge shout out to all our Annual Golf Outing participants and especially our Chair, Chris Feldt. This year's event was cancelled just after it began—with a downpour. Everyone remained in great spirits and the donations still funded the Joe Reid Scholarship. Some fun photos are on page 20-21.

Our convention was held at a new venue (actually a renovated OLD venue), the Péré Marquette Marriott Hotel. The education was phenomenal as were the networking events. Our committee created a wonderful balance of fun, education and entertainment.

The Leadership Retreat was held with our peers from Wisconsin, where we successful helped build many new friendships. One of the greatest things about our industry is our willingness to share knowledge, and our leadership retreat was the perfect opportunity to refine those leadership skills while softly reminding us of some tried and true abilities to enhance our teamwork. While this event was a huge success for those that attended,

our board of directors has decided we will make this an every other year event. Our goal is to limit the meetings out of the office for our very busy managers.

2019 HAPPY NEW YEAR!!!!

We have great things charted for this year's journey—a new website—a new logo—a new strategic plan for our Association. You will see webinars and many online resources readily available to members. Our focus is always YOU—our members, and this year we are working hard to help you be the best YOU there can be. Stay tuned for more details coming soon!

This takes commitment on your part, too—did you know that 98% of companies that had to merger in the last 10 years did not participate in Educational opportunities! We can provide value, but it's up to you to get the information to the managers, staff and directors so they can take advantage of it. I challenge you to encourage one extra person to attend any event this year!

Our Education and Convention committees have already begun developing quality education programs, as well as a fun and entertaining 2019 Convention for you. You will not be disappointed, plan now to join us in August.

As always, it was pleasure being your Executive Director—part of your FAMILY—during 2018. Heartfelt relationships that will last a lifetime. My wish for you is health, happiness, and friendships that warm your heart. ❖

Merry Christmas and Happy New Year

Jackie



Jackie Rakers, IOM

IAMIC can provide value, but it's up to you to get the information to the managers, staff and directors so they can take advantage of it. I challenge you to encourage one extra person to attend any event this year!



Mutual News

Retirements

- Congratulations to Mick Fordyce, who retired from Pontiac Mutual. (photo of Mick with Jackie Rakers below)



Above: A number of well-wishers attended Mick's retirement party, including Tammi Masching (Pontiac employee) on the left, and Dan Agnew (center) who was the president of Grinnell for many years.



- Congratulations to Walter Middenforf, (pictured below) who retired from Jo Daviess Mutual AND celebrated his 90th birthday!



- Congratulations to "the 3 Bobs", who retired from Dunham & Chemung Mutual: **Robert Hughes** retired after 52 years, **Robert Fritz** retired after 29 years, and **Robert Stoxen** retired after 59 years.

Photo, L-R: Robert Fritz, Robert Hughes, Robert Stoxen, and standing is Michael Grismer President



Quality Claims Service Inc. Adjusters and Appraisers

Rob Ellis, AIC- Owner
P.O. Box 2056
East Peoria, IL 61611
PH: (309)694-6346
Fax: (309)694-9022



**Multi-Line
Adjustment Services**
Property
Casualty
Farm Equipment

robellis@quality-claims.com

www.quality-claims.com

"Serving All of Central Illinois"

Welcome NEW MEMBER!

- IAMIC is pleased to welcome Belle Prairie Mutual to the Association! Founded in 1873, Belle Prairie Mutual is located in Bloomington, IL. Manager Chuck Goelitz is pictured at right.



Memorials

- IAMIC salutes the memory of many former members who passed during the past year, and we offer sincere condolences to the families and friends they left behind. These men and women each left a priceless legacy of service to the mutual insurance industry in Illinois.

Chris Sullivan
Svea Mutual

Norman Rosentreeder
Past IAMIC Chiar 1963-1965

Karl Pruemmer
Home Farmers Mutual

Chad Rotramel
United Mutual

Rita Kay Mitchell
Camp Point Mutual

Ronald Husemann
Camp Point Mutual

Florian Bangert
Berlin Mutual

Barb Brandt
IMT Company

Wayne Marting
Camp Point Mutual

Roger Ogden
Menard County Mutual

Ron Chapman
LaPrairie Mutual



FMDC Certification

- The following IAMIC Members have earned their Farm Mutual Director Certification: **Tony Koehler**, **Kelly Reagan-Robery** and **John Higgins** all received their certificates while at the national convention in San Antonio; **Dwain McAfee** received his certificate at the IAMIC convention in Peoria. **Congratulations** to all on this important achievement! ❖



Kelly Reagan-Robery, Bradford Victor-Adams Mutual



Tony Koehler, Camp Point Mutual



Dwain McAfee, Central IL Mutual



John Higgins, Central IL Mutual

Congratulations!

—continued on next page

NAMIC Certification

- The following IAMIC Members earned their MERIT and PFMM certifications in 2018. *Congratulations!*



MERIT: (left) Angel Minemann, Horse Prairie Mutual, and (right) Angie Dallam, Peru Waltham Mutual



PFMM (Professional Farm Mutual Manager): left to right, Jeff Murphy, Marshall Mutual, Angel Minemann, Horse Prairie Mutual, and Carl Beebe, Forrester Mutual

“If you think education is expensive, try ignorance.”
—Andy McIntyre

“Education is not filling a pail but the lighting of a fire.”
—William Butler Yeats

2018 David King Scholarship Winner

- Congratulations to Dylan Sills (pictured below) of Heartland Mutual, proud recipient of the David King Scholarship in 2018. The scholarship, which is worth up to \$500, may be used for any claims education—IAMIC, NAMIC, PLRB, ACE, IIA or any other educational school, seminar or independent learning as long as it relates to claims education. Proceeds from the annual IAMIC golf outing provide the funding for the scholarship. (Complete the form on page 25 if you are interested in applying for the 2019 Scholarship.) ❖





SUPERIOR SERVICE. TRUSTED RELATIONSHIPS.

Grinnell Mutual's reinsurance business has always been about lasting partnerships that help ensure your future and your policyholders'. Over 100 years of great service — and still counting.

Stability. Security. Grinnell Re.

Trust in Tomorrow.®



"Trust in Tomorrow." and the "Grinnell Re" are registered trademarks of Grinnell Mutual Reinsurance Company. © Grinnell Mutual Reinsurance Company, 2018.

Mutual Milestones



Stephenson County Mutual — 150 Years

Above: Stephenson County Mutual Board of Directors

Left: Stephenson County Mutual President Larry Pfile pictured with IAMIC Executive Director Jackie Rakers



Peru Waltham Mutual — 140 Years

Above: Peru Waltham Mutual Board of Directors

Left: Peru Waltham Mutual President Frank McConville pictured with IAMIC Executive Director Jackie Rakers



Jerseyville Mutual – 130 Years

Above: Jerseyville Mutual Board of Directors

Left: Jerseyville Mutual President Hughes Moore, Jr. pictured with IAMIC Executive Director Jackie Rakers



Frontier – Mt. Carroll Mutual – 130 Years

Above: Frontier – Mt. Carroll Mutual Board of Directors

Right: Frontier – Mt. Carroll Mutual President Ron Tobias pictured with IAMIC Executive Director Jackie Rakers



If your Mutual is celebrating a five year milestone in 2019, we would love to attend one of your board meetings to present your company with an Anniversary Plaque! Please contact the IAMIC office with your next board meeting date.

IAMIC/WAMIC Leadership Retreat



Our speaker, Dodie Gomer

Many thanks to speaker Dodie Gomer for facilitating an informative and thought-provoking retreat, focusing on leadership skills, teamwork, and forming new relationships with colleagues from Wisconsin.

Some Take-Aways . . .

We have all taken numerous leadership classes and this refresher course identified there are FIVE leadership styles -

Survey for the Most Useful Tool

Coaching.....	8.70%
Edit (Always using a red pen to find something wrong).....	4.35%
Vision (Help your staff see the end results).....	60.87%
Listening (what is staff saying that can make a difference).....	56.52%
User Guide (instructions only—figure it out).....	4.35%

Comments from attendees:

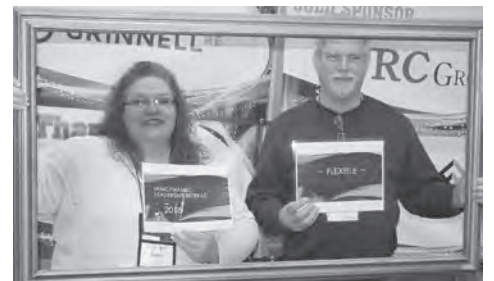
- "Have a clear vision and make sure everyone knows/understands this vision. And they should know the who/what/where/why/how parts of the vision."
- "I need to be a better listener."
- "I liked Dodie's suggestions for confrontation. She was a great speaker!"
- "Networking is always the best."
- "I took away several things—this was one of the best that I have been to. Very interactive and great networking"
- "Allan McDonald's example made me realize that the person answering our phones can set up the credibility of our staff by their comments and commitments to our skills. Training our entire staff to fine tune these skills can turn a difficult situation in our industry into a success. YES, it can be that easy!"

The Scavenger Hunt lead them through the streets of Peoria along the riverfront as they solved riddles that helped decipher the code word used to gain access into the "speak easy" *Tannins & Hops* for an enjoyable evening of fun and food!

SURVEY SAID: 100% Enjoyed the Fun Evening

One of the goals of this event was to help FIND A FRIEND and each attendee now has contacts for someone new in our industry! Survey Said: 100% Made a new friend! ❖





“The secret of success in life is to be ready for your opportunity when it comes.” —Benjamin Disraeli

2018 IAMIC Convention Highlights



Karen Williams welcomes attendees.



Peoria Fire Department Honor Guard kicks off Convention in style.



Above (left) NAMIC Chair Paul Elhert, and (right) Phil Lackman.



Even the hotel elevator doors were customized to celebrate the 137th Annual Convention!



Above: Swearing-in Ceremony (left to right) Mary Jo Robison, Chair, John Cratty, Chair-Elect, and Andy Gerlach, Director.



Right: Swearing-in: Kathy Bray, Sec/Treas, Kathy Rice, Director, Diane Molter, Director, and standing in back Dan Young, Vice Chair.

August 12 - 14, 2018 • Marriott P re Marquette Hotel, Peoria, Illinois



Above: Mary Jo Robison, newly-elected Chair for IAMIC, put on her Captain's hat as she begins her year with CHARTING THE COURSE. All Aboard!



— continued on next page

(Convention Highlights – continued from page 13)



Left: The General Session was well-attended and informative.

(Convention Highlights – continued from page 14)



Attendees enjoyed quality entertainment featuring magician Josh Lozoff (above and at right), and comedian Tim the Dairy Farmer (upper right). Audience participation is always a plus!

Our traditional Fun Night utilized the Convention theme “We Are Family” to provide an opportunity to showcase the great music and clothing of the disco era as we partied at Martini’s on Water Street in downtown Peoria. Kudos to all the groovy costumes!



– continued on next page

(Convention Highlights – continued from page 15)





On Monday, August 13th, the **IAMIC Auxiliary** visited the beautiful **Mackinaw Valley Vineyard** for a luncheon. The 86-acre property boasts 15 acres of grapes, as well as many outdoor deck areas and paths to take a leisurely stroll and get away from the hustle and bustle of today's hectic world. Thank you to Town & Country Mutual for sponsoring this event.



Many Thanks!

We would like to express our appreciation to the following companies for so generously donating funds to help sponsor our 137th Annual Convention.

PLATINUM Partners

Central Illinois Mutual Insurance Company
Grinnell RE
Frontier – Mt. Carroll Mutual Insurance Company
The IMT Group

GOLD Partners

Guy Carpenter
The WRC Group
All States Ag Parts
RAC Adjustments
Bradford Victor-Adams Mutual Insurance Company

SILVER Partner

Home Farmers Mutual Insurance Company

Three Star Partners

United Mutual Insurance Company
Randolph Mutual Insurance Company
Farmers Mutual Hail Insurance Co. of Iowa

Two Star Partners

Bank of Springfield
Black Hawk Mutual Insurance Company
Forreston Mutual Insurance Company
Hamlet Mutual Insurance Company
Kane County Mutual Insurance Company
Jo Daviess Mutual Insurance Company
Marshall Mutual Insurance Company
LaPrairie Mutual Insurance Company
Liberty Mutual Insurance Company
Louisville Clay County Mutual
Rockford Mutual Insurance Company
Svea Mutual Insurance Company
Town & Country Mutual
Watseka Mutual Insurance Company

One Star Partners

Belvidere Mutual Insurance Company
Capston ISG
Farmers Pioneer Mutual Insurance Company
Heartland Mutual Insurance Company
Horse Prairie Mutual Insurance Company
Peru Waltham Mutual Insurance Company
RestorX of Northern IL
Wilberton Mutual Insurance Company

Additional Supporter

Mendota Mutual Insurance Company

Special Thanks

Frontier – Mt. Carroll Mutual

2018 Award Winners



LAUTUM AWARD:

Whitey Patton, Patton & Company

Presented by Jackie Rakers, IAMIC Executive Director

Whitey Patton, owner of Patton & Company, is the first Associate member to receive the prestigious LAUTUM Award. The nomination for Patton stated, "While working with Whitey, I have witnessed his constant support of the Mutual Industry and, specifically, the Association. He shares his knowledge with IAMIC members to improve their daily operations." From the Executive Director, Jackie Rakers, "Whitey is well respected by his customers." Tony Koehler, Manager of Camp Point Mutual, said he runs ideas past Whitey before approaching his board of directors when looking at the financial growth options.

His daughter Amy tried to be objective when asked for her comments, but that was easier said than done. Amy said, "when it comes down to it, my dad's passion is working with the people of the farm mutual industry. When I went to work with him 22 years ago, he told me that you won't meet any better people than the folks that represent the Mutuals. He was right, but he forgot to include himself in that statement." Our industry agrees, we are proud to recognize him with this honor. ❖



VOLUNTEER OF THE YEAR AWARD:

Tyler Vancura, Wisconsin Reinsurance Company

Presented by Karen Williams, IAMIC Chair

Tyler Vancura earned this award by consistently stepping up to help our Association at each event. He served on the Education Committee, worked registrations, lead round table discussions, and helped on the back side of the event to set up and tear down. In addition, Tyler has shared his knowledge with our members when he presented a class on Catastrophe Planning at Convention. Jackie Rakers, Executive Director for the Association said, "Tyler was always asking, "How can I help you?" and he meant it. Regardless of the task I needed assistance with, he stepped in to help and always with a smile. I love when he works our registration desk because I knew he will treat our members with a warm welcome and be willing to help with any of their needs. Tyler also stayed after each event to help me tear down and load the car, a true gentleman. I really appreciated his extra efforts and it was my privilege and honor to give this award to Tyler." ❖

2018 Award Winners

West Point Mutual has served Northern Illinois for 146 years by adapting to changes in the industry. Over the last five years, they have adopted a disaster plan, implemented a new inspection program and significantly increased policyholder surplus. They redeveloped their website to include online quoting for their agents, expanding billing options, and meeting the needs of their business partners.

Recognizing that their leadership could strengthen their company, board members enrolled in a national certification program that is geared toward Farm Mutuals. Manager, Annie Kurth, said, "Because of the leadership provided by the Board and the Management Team, West Point has made some exciting

progress over the last few years, better positioning itself to meet the challenges and continually changing environment of the mutual insurance business while maintaining personalized service with a small-town feel for our neighbors and friends."

Following the goals, objectives and action plans established in their five-year strategic plan, West Point has been able to capitalize on opportunities and strengthen its position in the marketplace to better serve their policy holders. We proudly recognize them for their progressive efforts. ❖



COMPANY ACHIEVEMENT AWARD West Point Mutual Insurance Company

(Left to right) Directors Nick Rabb, Jim Radar, Manager Annie Kurth, IAMIC Chair Karen Williams, Board President Alan Wenzel and director Tyler Lobdell



THANK YOU FOR YOUR SERVICE TO OUR ASSOCIATION!

We salute our outgoing Board members, left to right: Chair Karen Williams, Secretary Treasurer Angie Dallam, Board Members Ann Jahn and Chris Feldt

2nd Annual Joe Reid Golf Outing



Proceeds of the Golf Outing fund the Joe Reid Scholarship that sends members to Washington, D.C. for the Congressional Contacts Program. This year's outing earned \$ 6,987!

OH, NO! Here comes the rain!

We had a downpour and had to cancel the golf outing after we got started. Chair of the event was Chris Feldt, Heartland Mutual (pictured at right). Thanks, Chris! We do understand you can't control the weather ...



"The most important shot in golf is the next one."

—Ben Hogan



2nd Annual Joe Reid Golf Outing

Platinum Sponsors



Gold Sponsors



Silver Sponsors

- ◇ IMT Computers
- ◇ Frontier-Mt Carroll
- ◇ FRSTeam
- ◇ Bank of Springfield
- ◇ Louisville Clay Co
- ◇ Brown Hay & Stevens
- ◇ Heartland Mutual
- ◇ Davis Claims
- ◇ Randolph Mutual
- ◇ Camp Point Mutual
- ◇ LaPrairie Mutual

Silver Sponsors

Farmers Pioneers

Patton & Company

Convention Golf & Skeet Shoot



2018 Fun Run for a Great Cause: IAMIC Raises Over \$2,000 for Fishing Has No Boundaries



THANK YOU ~ THANK YOU ~ THANK YOU

The Capital City Chapter of Fishing Has No Boundaries would like to give our heartfelt thanks to the members of the Illinois Association of Mutual Insurance Companies for their generous donations to our organization. On September 22 we held our second annual fishing event on Lake Springfield. 45 participants from the disabled community joined us for a day of fishing, friendship and fun! Participants came from the Mary Bryant Home for the Blind, SPARC, Brother James Court and Help at Home. Other participants that were independent of group homes came from as far as Peoria to the west and another group travelled all the way from Danville to join us.

Over 100 volunteers made this event possible. The participants enjoyed 3 meals and took two different trips out on the lake to catch fish. Hundreds of fish were caught and even more memories and friendships were made. This event would not have been possible without your support. We truly appreciate it!

Sincerely,

Mary Ann and Jeff Gebauer





Joe Reid Memorial CCP Scholarship

It is crucial that we send as many members as possible to our Washington, DC CCP trip, **April 3 – 4, 2019**. To encourage attendance in DC, we have a scholarship in Joe Reid’s name to assist with the cost.

Chairman Joe Reid was passionate about our efforts in DC and always participated.

Please note that the **DEADLINE to register for CCP is March 1, 2019**. ❖

DEADLINE to register for CCP is March 1, 2019

Congressional Contacts Registration

- I would like to participate in the 2019 Congressional Contact trip.
- Please enter my name (or nominee’s name) to win the 2019 Congressional Contacts Scholarship.

Please print clearly:

Name: _____

Company Affiliation: _____

Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____

Home Address: _____

City: _____ State: _____ Zip Code: _____

Phone: _____ Fax: _____


Email: _____

Those who return this form to the Association will receive further details about the trip (including hotel accommodations) after the first of the year.

Return this form to (or register online at www.iamic.org):

IAMIC, PO Box 116, Ohlman, IL 62076

Questions? Contact us at 217-563-8300, F: 888-403-0935



WE WANT YOU!
You CAN make a difference!

- ★ As you plan your Mutual’s 2019 annual budget, please include a line-item for a staff person to attend CCP trip to DC: \$1,500
- ★ NEW Educational Scholarship deadline is April 15, 2019

“Act as if what you do makes a difference, it does.”
—William James

“Nothing strengthens authority so much as silence.”
—Leonardo da Vinci

“Vision comes alive when everyone sees where his or her contribution makes a difference.” —Ken Blanchard

IAMIC's **NEW** Educational Scholarship in 2019

The Association recognized the need for an educational scholarship that would allow members to increase their knowledge in many different areas therefore have changed our David King Scholarship to the **IAMIC Educational Scholarship**. This Scholarship is worth up to \$500 and must be used within 1 year of receipt. The scholarship may be used for any insurance-related educational event and is not limited to IAMIC functions.

If you are interested in being considered for the 2019 IAMIC Educational Scholarship, please complete the application below and return it to the IAMIC Office at P.O. Box 116, Ohlman, IL 62076 or fax it to 888-403-0935. You may also apply for the scholarship at www.iamic.org.

Applications are due by **April 15, 2019**, and award winners will be notified by April 20th. The 2019 Scholarship will be *valid from April 20, 2019 through April 19, 2020*. ❖

IAMIC Educational Scholarship Application

Please TYPE or print

Applicant's Name: _____

Company Name: _____

Address: _____

City _____ State _____ Zip _____

Phone: _____ Fax: _____

E-mail: _____

List your Title, Job Duties and Responsibilities: _____

Is Employer a Member or Associate Member of IAMIC? Regular Member Associate Member

Length of full time service in the insurance industry: _____

Length of full time service in the mutual insurance industry: _____

How long have you been employed at your current employer: _____

Will your employer pay for your cost if you do not receive this Scholarship? Yes No

List any volunteer positions you have had with IAMIC, NAMIC or other insurance organizations: _____

List any awards or recognition received from IAMIC, NAMIC or any other organizations: _____

List any professional designations (include month and year earned): _____

List the last three schools or seminars that you have attended relating to mutual insurance: _____

In your own words (attach a separate sheet) tell why you should receive this scholarship and for what you intend to use it.

Please include the estimated cost including your travel cost.

Message from the Chair-Elect

Mary Jo Robison
LaPrairie Mutual



Mary Jo Robison

Well, it happened again!

What a great convention and trade show IAMIC had this year. We were given the opportunity to educate ourselves while having some fun along the way. Plus, the time spent networking with our peers was so valuable.

The golf outing and trapshooting were a great way to kick off convention. The banquet, entertainment, guest speakers, and educational sessions were wonderful. Each year, the committees do a great job preparing for our convention. I would like to thank each and every one of you for all of your hard work. Karen Williams did an outstanding job as Chairman, too. If you haven't taken the opportunity to attend convention, please consider joining us next year. You won't be disappointed!

The theme I have chosen for 2019 is "Charting the Course." We all know how important it is to establish a course, work well with your crew, and bring your ship to its destination.

With 2019 on the horizon, our Executive Director, Jackie and the board of directors are working hard to serve our farm mutuals and chart our course. We attended a two-day strategic planning session earlier this year and came away with some great ideas for the

future. We will soon be busy planning for our Claims Seminar, Underwriting Seminar, and Regional meetings.

These events offer education specific to the Mutual industry and we want to see you

attend. If finances keep you from attending, IAMIC Educational scholarship applications are available for those interested in applying. Selected applicants can earn up to \$500 for expenses incurred including travel.

If you haven't attended Legislative Day or the Congressional Contacts Program, please consider joining us in 2019. Applications for the Joe Reid Scholarship are available for members interested in attending the Congressional Contacts Program in Washington, D.C., and we also offer a scholarship to assist those wanting to attend Legislative Day in Springfield. It's imperative to keep the lines of communication open with our legislators and the in-person meetings allow us to discuss any concerns or issues that affect the farm mutual industry. This is also an excellent opportunity for us to build relationships with our leaders and educate them about our wonderful and unique industry.

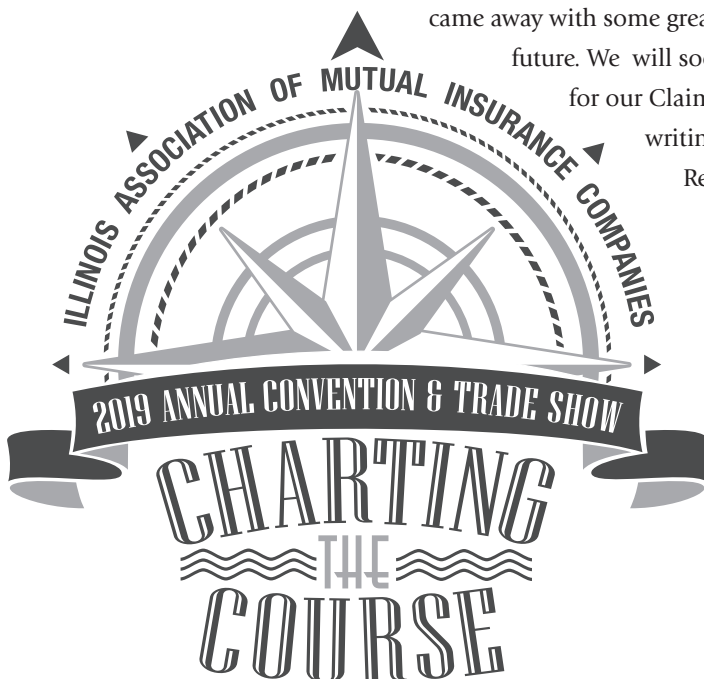
During convention I issued a challenge to my fellow mutual members asking you to show your community how much your farm mutual cares. Whether you volunteer, raise money, or help others in anyway, the reward will be great. Let us always remember those less fortunate and work at making our communities a better place to live.

As you are "Charting the Course" in the next year and attending upcoming IAMIC events, let IAMIC help you reach your destination and anchor your ship where it can best serve your insureds and agents. Please remember IAMIC is here in the port ready to assist you.

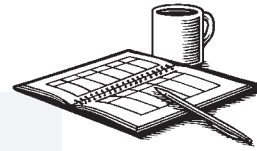
In the New Year, may your right hand always be stretched out in friendship and never in want.

Sincerely,

Mary Jo



IAMIC 2019 Calendar of Events



February	20	IAMIC Board Meeting
	21	Claims Seminar, Doubletree Hotel, Bloomington
March	20	Northern Regional – Starved Rock Resort, Oglesby, IL
	21	Southern Regional, Keller Convention Center, Effingham
April	3 – 4	CCP – Washington, D.C.
	16	IAMIC Board Meeting
	17	Underwriting Seminar, Doubletree Hotel, Bloomington
June	TBA	IAMIC Board Meeting
	21	3rd Annual Golf Outing, The Rail, Springfield
August	18 – 20	IAMIC Convention — Embassy Suites Hotel, East Peoria
September	22 – 25	NAMIC Convention — National Harbor, Maryland
October		**No Leadership/Managers Retreat is being planned in 2019**

LAUTUMnews

Fourth Quarter, 2018
Volume 49 • Number 2

The LAUTUM NEWS is published periodically, in the interest of Farm Mutual Insurance by the **Illinois Association of Mutual Insurance Companies**

P.O. Box 116
Ohlman, IL 62076
217/563-8300, 800-69-IAMIC
Fax 888/403-0935
E-Mail leadership@iamic.org
www.iamic.org

POSTMASTER – Send address changes to:
Lautum News, PO Box 116, Ohlman, IL 62076

 **GUY CARPENTER**

Confidence

With dynamic changes in our industry occurring at unprecedented speed, the only “certainty” we know is continued uncertainty. Guy Carpenters’ award-winning research and technology-enabled solutions provide clients with market intelligence and analytical expertise to help them face these times of uncertainty with confidence.

To learn how we can put our intellectual capital to work for you, contact Malcolm Rowland at Malcolm.Rowland@guycarp.com | (779) 771-9022 or visit www.guycarp.com.

 **MARSH & MCLENNAN**
COMPANIES



IAMIC

Illinois Association of Mutual
Insurance Companies

P.O. Box 116
Ohlman, IL 62076

Presorted
STANDARD
U.S. Postage
PAID
Springfield, IL
Permit #925



OVER A CENTURY OF SUCCESS

For generations, Farmers Mutual Hail has been known for its integrity, commitment to customer service, and concentrated focus in its niche markets. From our involvement in the formation of NAMIC, to our first reinsurance contract in 1915, we have enjoyed a long tradition of providing reinsurance protection to regional and farm mutual insurance companies.

Our longevity is a testament to our success, and a foundation for our future.