

LAUTUM *news*



ILLINOIS ASSOCIATION OF MUTUAL INSURANCE COMPANIES

2019 ANNUAL CONVENTION & TRADE SHOW

CHARTING
THE
COURSE

August 18 - 20, 2019

Embassy Suites Riverfront Conference Center  East Peoria, Illinois

Chairman's Message

Mary Jo Robison
LaPrairie Mutual

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Hello everyone,

As I write this today, the sun is finally shining! The rivers are rising, and we are experiencing some flooding, but the rain has finally stopped. Area

farmers are finally finishing their planting in spite of the long, wet spring. Homeowners are working on their properties and in their yards. It is so beautiful to see everything turn green again.

I hope during the first half of this year you have been "Charting the Course" and working with your crew to make sure 2019 is successful for your mutual. IAMIC has offered so many great educational opportunities already this year and we are happy to see that so many of you have taken advantage and attended.

Robert Rapp from the Department of Insurance spoke once again this year at our Claims Seminar. We appreciate Robert sharing his knowledge about claims and providing scenarios to help us when we are faced with challenging situations. We also had a great session on matching materials by Attorney Tim Finn as well as a session on Metal Roofing by ESI. The lessons we learned will help us to navigate our ships and keep them afloat.

I had the opportunity to attend both the Northern and Southern Regionals this year. It was great seeing the many directors who attended. We were able to take some valuable information back to our mutuals regarding board recruitment, meeting procedures, and the high and lows of mergers.

The Underwriting Seminar did not disappoint either. We had an interesting open-

ing session about fraud and the importance of proper documentation of underwriting and claim files. We also received some great ideas on how to have better relationships with our agents. I believe most everyone will agree, the roundtables at all the events were extremely valuable.

The Congressional Contact Program in Washington, DC was scheduled earlier this year, and we were finally able to enjoy the cherry blossoms. Our meetings with legislators do make a difference. We can educate our congressmen/women about the state of our industry and the needs of our companies and policyholders. This year we were able to offer three scholarships to assist with the cost of attending and the winners of the Joe Reid Scholarships were able to experience how truly important this program can be.

We are busy planning the 2019 convention which will be held August 18-20 at the Embassy Suites in East Peoria, Illinois. If you haven't had the chance to attend, please join us this year. Not only will you be able to attend some exceptional educational sessions, but there will be plenty of networking and a whole lot of fun activities. We will even take a cruise down the Illinois River on the Spirit of Peoria.

Thank you for this wonderful opportunity to serve as your IAMIC Chairman. Your commitment to our industry and the association is very much appreciated. Please always remember to look for new horizons, ask questions when you don't know the ropes, let your dreams set sail, and no matter the weather, IAMIC can always be your safe harbor. ❖

Sincerely, *Mary Jo*



From the Executive Director's Desk

It's hard to believe that summer has arrived and that IAMIC has already held our Claims, Northern Regional, Southern Regional and our Underwriting Seminars. We kicked off our new website in 2019 and I encourage you to log in and see what it offers. There are some fun pages as well as some very informational ones.

Our Convention Committee met last November to begin the planning of this year's event. We are securing the final loose ends and we will be sending out the Registration Forms soon. Be sure to pay attention to the new times and new dress codes. Be prepared to experience one of the best conventions!

On November 1 IAMIC began its new fiscal year, with the New Board members beginning their year. We kicked off with a wonderful Board Retreat where we reviewed our By-Laws and discussed the Association's future. I am honored to work for such a member-orientated type of Association, where your Board members truly care about helping each member become stronger.

IAMIC Chair, Mary Jo Robison's theme is "Charting the Course." Each committee has worked hard to help provide the resources your Mutual could need when you "chart" your journey to Success. We will utilize her theme at Convention, and I encourage you to begin planning your fun evening attire. Maybe Gilligan's Island—the Love Boat—Pirates of the Caribbean—or perhaps the Titanic! On Sunday evening we will be "walking the plank" as we board the Spirit of Peoria for a fun filled evening.

NEW this year is our Education Scholarship and we need to find new ideas to fund this wonderful scholarship. We will have a Dunk Tank at this year's Sunday Happy Hour and for \$25 you can add a peer's name to the list to dunk. Are you afraid your name may

get put on that list? See page 17 for details on how to "buy out." Once our dunk tank gets its first attendee, it's important that we hit the mark to dunk them, right? Some of us have better aim than others so we have "hired" Tony Koehler, STATE CHAMPION Pitcher, to be available to throw for you! Just one of the extras at this year's event, be sure to save the date and join us August 18-20.

Cyber Security is a REAL issue and a cyber attack can cost your company thousands of dollars, not to mention the stress and lost productivity. Are you insured properly? Are you secure—are you SURE? Is your back-up valid? Have you actually tested it, or just checked that it SAYS it's backed up? Trust me, these are concerns you need to review. Convention will offer some timely advice on this topic—don't miss it.

IAMIC is always working in the legislative side of things, ensuring your company is aware of any upcoming changes or requirements. Our new Lobbyist, Evan Manning, is doing a wonderful job and I am confident that we are protecting our member's best interest. Congratulations to the Joe Reid scholarships winners, see more photos on page 5. I would like to thank the members who joined me in Washington for the Capitol Contacts Program (CCP). Thank you for being the voice of our industry.

Proudly putting the POWER of our Association to WORK for YOU. I'll see YOU at Convention! ❖

Jackie



Jackie Rakers, IOM

*Cyber Security is a
REAL issue and a
cyber attack can cost your
company thousands of
dollars, not to mention the
stress and lost productivity.
Are you insured properly?
Are you secure—
are you SURE?*

*Convention will offer some
timely advice on this topic.*

**Register TODAY!
Annual Convention
& Trade Show
August 18 -20, 2019
Embassy Suites Riverfront
Conference Center, East Peoria, IL**

The Beneficial Role of the Insurance Industry in Illinois

*This Study was conducted in 2018 by
Katie School of Insurance at
Illinois State University.
Executive Director, James R. Jones*



Welcome Evan Manning, IAMIC Lobbyist

Evan joins our partners at the Independent Insurance Agents of Illinois as the Government Relations Manager. Evan has spent the past four years on the Senate Republican staff and will be a great addition to our advocacy program. ❖

Key Findings of the Study

The Illinois insurance industry is exceptionally robust and competitive. As of 2017, there were 191 property and casualty insurers, 38 life insurers, and 43 health insurers domiciled in Illinois. In fact 1 out of every 5 dollars of property and casualty insurance premium in the U.S. is underwritten by Illinois insurance companies.

Overall in 2017, Illinois insurers were number 1 in the nation in terms of premiums written for property & casualty (\$113 billion) and number 1 in the nation for overall insurance premiums written P&C, Life, and Health (\$183 billion).

Illinois insurers wrote more than twice the premiums of any surrounding state.

Direct employment in the insurance industry in Illinois was 155,597 and over 300,000 when including indirect employment. This is more than twice the number of employees of many of the other surrounding states.

Professions in insurance such as actuaries, management analysts, software developers, and financial managers are expected to see more than double-digit increases in next ten years.

The GDP of the insurance industry in Illinois in 2016 was \$38.8 billion representing 7 percent of the entire U.S. insurance industry GDP.

The insurance industry in Illinois contributes 4.8 percent of the GDP to the state of Illinois. This is higher than hospital and food services industries, and more than

industries such as agricultural commodities.

Illinois property and casualty insurers paid nearly \$70 billion in claims in 2017 representing a remarkable 21 percent of claims paid in the U.S. Illinois insurers play a unique role in helping to rebuild the nation after catastrophic losses.

Overall Illinois insurers (P&C, Life, and Health) paid out over \$132 billion in claims in 2017.

Illinois insurers made nearly \$463 billion in investments including \$330 billion in bonds, including \$93.8 billion municipal bonds used to finance a wide array of public projects such as schools, roads, bridges, mass transit initiatives and health care facilities.

Typical jobs in the insurance industry (claims, underwriting, sales, actuarial) are well-paying and on average pay twice the state of Illinois median income for all workers.

An additional 16,194 people are in the “non-employer” category, who are self-employed and working in the insurance industry in Illinois at the beginning of 2016.

At the beginning of 2019, there were 72,467 Illinois residents with Illinois insurance producer licenses and 134,937 out of state residents with Illinois insurance producer licenses.

By November 2017, the insurance industry contributed over \$28.7 million in local community grants. They have facilitated more than 100,000 volunteers in over 270,000 hours of volunteer service for non-profits in the Midwest. ¹ ❖

¹ https://www.iicf.org/images/IICF_Fact_Sheet_Midwest_Division_2017.pdf

IAMIC Members Travel to Capitol Hill



Special Thank You to our members who traveled to Washington, D.C.

Left to right—Gary Holland, Roger Needham, Jackie Rakers, Mary Jo Robison, Maggie Castor, Abel Castor, Angie Dallam, Carl Beebe, Christine Elston and John Elston.



IAMIC Awards Three Joe Reid Scholarships for 2019

Congratulations Winners!

Abel Castor—Hamlet Mutual

John Elston—Mendota Mutual

Gary Holland—Jo Daviess Mutual

*Politicians are people who,
when they see light at the
end of the tunnel, go out
and buy some more tunnel.*

—John Quinton

*There are always
too many Democratic
congressmen, too many
Republican congressmen,
and never enough
U.S. congressmen.*

—Author Unknown

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your family tree traced;
go into politics and
your opponents will
do it for you.*

—Author Unknown

*Giving money and power
to government is like
giving whiskey and car
keys to teenage boys.*

—P.J. O'Rourke

Below: IAMIC Presents Rep Bill Foster with
NAMIC Benny Award on Public Policy



REFOCUS THE FEDERAL INSURANCE OFFICE

In 2010, Congress passed the Dodd-Frank Wall Street Reform and Consumer Protection Act, which created a new office within the Treasury Department, the Federal Insurance Office. While not a regulator, the office was tasked with monitoring the insurance markets in the U.S. to identify regulatory gaps and to speak for the U.S. in international discussions on insurance regulation. Based on its experience with FIO, NAMIC has concluded the office needs to be refocused.

NAMIC SUPPORTS legislation to refocus the Federal Insurance Office by preventing any unnecessary involvement in the regulation of property/casualty insurance companies.

- Throughout the economic crisis and economic downturn, the property/casualty insurance industry remained solvent and now continues to serve the needs of its policyholders, thanks in part to the state-based system of insurance regulation.
- NAMIC believes that while the state-based system is far from perfect, continuing regulatory modernization efforts at the state level will ensure the best, most competitive future for the property/casualty insurance industry and should not be undermined by unnecessary federal involvement.
- Rather than objective assessments of insurance regulation in the U.S., the FIO has used every opportunity it gets to call for more power and authority.
- Absent any congressional request or statutory mandate, the FIO has spent time and resources producing material like its consumer protections report, a grab bag of controversial political opinions, which contributed nothing to anyone's understanding of insurance in the U.S.
- For several of its reports, the FIO has pursued duplicative and unnecessary data calls when it could have and should have worked directly with state insurance regulators to use the vast amount of data at their disposal.
- There are clearly areas in which the FIO is duplicating and undermining the work of state insurance regulators and the office should focus its efforts more effectively.
- NAMIC supports legislation which would refocus the FIO and ensures that its role is carefully crafted, its purpose made clear, and its authority strictly limited to that purpose.

CONTACT INFORMATION

For more information please contact Jon Bergner, Assistant Vice President – Public Policy and Federal Affairs, at (202) 628-1558 or jbergner@namic.org.





TERRORISM RISK INSURANCE

The Terrorism Risk Insurance Program is a terrorism loss management plan for the federal government, created in 2002 to preserve private sector participation in terrorism insurance markets, and is set to expire in December 2020.

NAMIC STRONGLY SUPPORTS the TRIA program and believes that it is vital for protecting businesses and providing stability for the economy. **We therefore support long-term reauthorization legislation, with no alterations to the structure of the program.**

- Economic development from commercial construction, lending and real estate depends on terrorism insurance coverage. After 9/11, terrorism coverage contracted as insurers recognized that such claims threatened the solvency of their businesses. The estimated effect on the economy was the delay or cancellation of \$21 billion in real estate transactions and a loss of nearly 300,000 construction jobs.
- The Terrorism Risk Insurance Program was created in response as a part of the country's national economic security response – TRIA is a terrorism loss management plan involving insurers, policyholders, and the federal government.
- Simply put, terrorism is not an insurable risk as it involves strategic human behavior and represents a dynamic threat that is intentional, responsive to countermeasures, and purposefully unpredictable.
- Current law requires all insurers selling covered commercial lines to offer terrorism coverage; then there are several layers of private sector losses that must occur before the TRIA program initially shares in the losses:
 - Individual companies must have losses equal to 20% of premiums for all TRIA-covered lines
 - The insurer pays 20% of losses above the individual company retention
- Through assessments applied to every commercial policy in the country in the out-years, the federal government must by law recoup 140% of the difference between insurers' total costs and the industry aggregate retention level (~\$46 billion). Above that, the government can still recoup whatever money it pays out, but this is at the discretion of the Treasury Secretary. The federal government can recover every penny that it pays out in the event of an attack.
- Through the recoupment mechanism, the TRIA program facilitates the spreading of losses from catastrophic terrorism losses throughout the private sector and over time that would not occur in a fully private market, providing resiliency to the U.S. economy.
- At almost no cost to the taxpayer, the national terrorism insurance program has made it possible for almost two decades for businesses to purchase terrorism risk coverage.

CONTACT INFORMATION

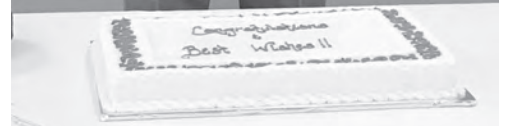
For more information please contact Jon Bergner, Assistant Vice President – Public Policy and Federal Affairs, at (202) 628-1558 or jbergner@namic.org.

Mutual News



Retirements

- Congratulations to **Karen Williams**, who retired from Louisville Clay County Mutual! Pictured at left: Jackie Rakers, IAMIC Executive Director, Karen Williams and Shane Pritchett.
- Congratulations to **Ray Likes**, who retired from Westervelt Mutual! Ray is pictured below patiently waiting to cut the cake. The picture at the left shows the group who came to help him celebrate his retirement.



- Congratulations to **Doug Sullivan**, who retired from Svea Mutual! Doug is pictured at the left and below.



Doug Sullivan is pictured above with many awards and recognitions earned during his 27 years in the Mutual Insurance Industry.



Scholarship Winners

- IAMIC provides a scholarship to an upper-classman at Katie School of Insurance. This year's winner was **Justin Richards**, Senior, Bachelor of Science Degree in Risk Management/Insurance and Finance.
- IAMIC Board of Directors began offering the Educational Scholarship in 2019 which allows recipients to attend any insurance related events. Two winners this year are **Angel Minemann**, Horse Prairie Mutual, and **Sherry Warren**, Hamel Mutual.



Memorials

- IAMIC remembers **Mick Fordyce**, a great friend of the mutual insurance industry, who recently passed away. Mick began his career with Rockford Mutual before becoming the manager of Pontiac Mutual. During his 42-year career at Pontiac Mutual, he served on the board of directors of Grinnell Mutual Reinsurance Company in Grinnell, Iowa for 29 years. Mick served as the Chairman of the Board for 20 years, the longest-serving Board Chair in Grinnell's history.



- IAMIC extends sincere condolences to the family and colleagues of **Francis Thompsen**, who passed away in early June. He served as Director at Farmers Pioneer Mutual in Onarga, Illinois for 16 years and will be greatly missed.



IAMIC 2019 Board



Front row, left to right: Jackie Rakers, Dan Young, Chair Mary Jo Robison, John Cratty, Kathy Bray
Back row, left to right: Diane Molter, Tony Koehler, Jeremy Weak, Andy Gerlach, Ben Leezer, and Kathy Rice



Board Retreat - IAMIC Board worked on Strategic Planning at the retreat before taking a lunch break.



IAMIC's New Web Site

Check out our updated web site to keep up on all the Association's latest news and activities!

Mutual Milestone

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.



LaPrairie Mutual 145 Years

Above: LaPrairie Mutual Board of Directors and Staff

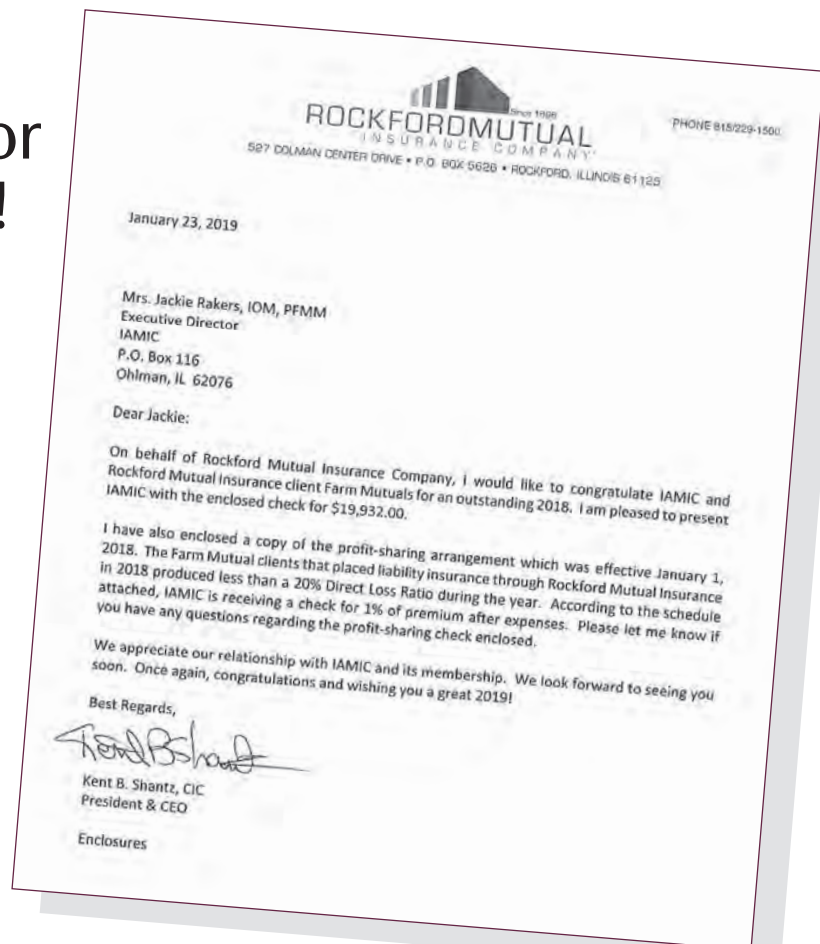


Left: LaPrairie Mutual President Craig Doyle pictured with IAMIC Executive Director Jackie Rakers

Thank You for Supporting IAMIC!

"You have not lived today until you have done something for someone who can never repay you."

—John Bunyan





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Regional Meetings



Speaker Tom Cannon, Danish Mutual, Iowa



Speaker Patrick Laws, President, Wisconsin Association of Mutual Insurance Companies



*Education is not
preparation for life;
education is life itself.*

—John Dewey

Convention Highlights

Plan now to join us for this year's Annual Convention & Trade Show, and celebrate your Mutual Family. Check out some of the featured events!

SUNDAY

- ★ Skeet Shoot
- ★ Dunk Tank for Education Fund
- ★ Spirit of Peoria – Evening River Cruise with Dessert and Higgins Brothers Band

MONDAY

- ★ Jason Kotecki— Key Note
Curing Adultitis: Prescription for Less Stress and More Success
- ★ Trade Show
- ★ Auxiliary — Jewelry making!
- ★ Dinner at the Peoria Zoo

Education will consist of:

- ★ Life Balance Panel Discussion
- ★ Insurance Specific Performance Metrics (Farm Mutual Director Certification Course)
- ★ Cyber Liability
- ★ National Weather Service

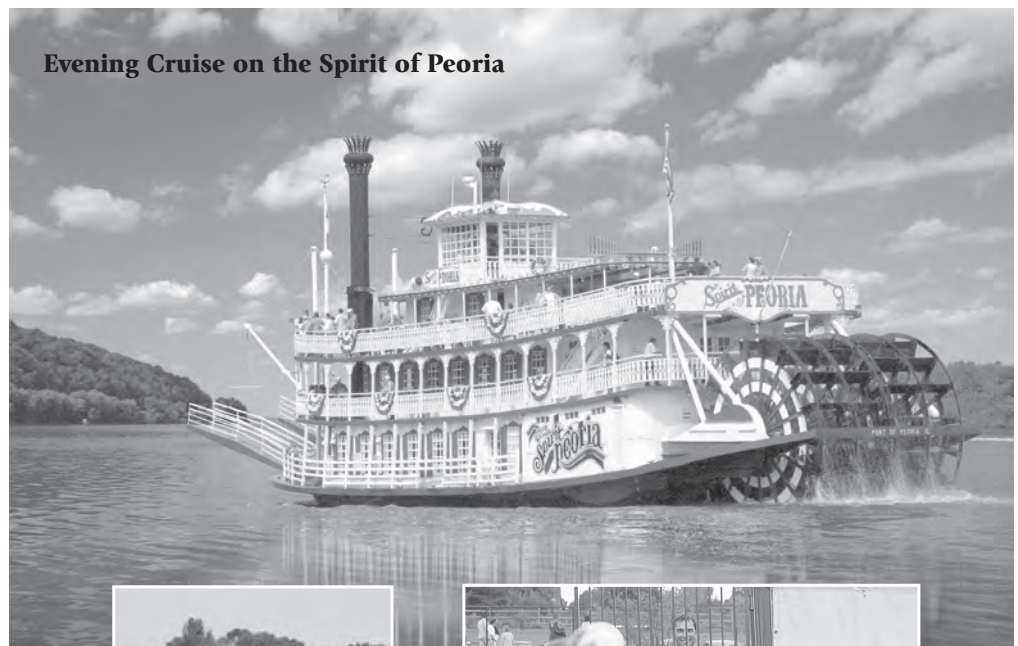
TUESDAY

- ★ FUN RUN for Charity!

Education will consist of:

- ★ Ethics
- ★ Human Resource (Farm Mutual Director Certification Course)
- ★ I Got Hacked: the effects of a Cyber Attack
- ★ After the Storm (Presented by the Red Cross)

REGISTER TODAY!
We look forward to seeing everyone in East Peoria at the Embassy Suites Riverfront Conference Center



Evening Cruise on the Spirit of Peoria



Skeet Shoot



Dunk Tank for Education Fund



Key Note Speaker
Jason Kotecki



Trade Show



Educational Sessions



Dinner at the Peoria Zoo

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Thank you!

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 **GUY CARPENTER**



Thank you!

Dunk Tank for Education Scholarship

A Cool Way to Kick Off Convention!

The Stage . . . it's August and the days are hot, so here's a fun way to cool off and raise funds for the Education Scholarship Fund.

On Sunday, August 18, from 4 to 5 p.m., we will be on the Embassy Suites patio for Happy Hour refreshments. We will have a Dunk Tank there to help us cool off, here's how it works:

1. If you would like to dunk a peer, you can make a \$25 donation along with the person's name that you would like to dunk.
2. If you're worried that someone will want to get YOU in the Dunk Tank, you can pay \$25 to stay out of the Tank.
3. If you are nominated on-site, but did not pay the \$25 opt-out fee, you can pay \$50 to buy out of the Tank.

By the way, we will have "State Champion" pitcher Tony Kohler on hand, whom you will be able to "hire" to ensure that your Dunkee gets dunked!

So, get started now practicing your pitching skills. Plan to join the FUN and support a worthy cause (and don't forget to bring your swimming gear along)! ❖



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Improve Profitability While Attracting, Retaining, and Rewarding Your Talent

The cost of employee benefits, namely: medical insurance, life insurance, dental insurance, 401(k) employer matching contributions, etc. are a substantial expense to companies. Many find these expenses growing at a rate well in excess of inflation. iCOLI is an asset that informally finances the growing cost of employee benefit expenses.

A key feature of an iCOLI asset is that it grows tax-deferred and is tax-free at maturity. It is best characterized as a slow-moving variable rate asset with yields that are typically 1-2% (100 to 200 basis points) higher than other assets with similar risk.

Proper asset design includes credit risk diversification in highly rated insurance carriers, and insulation from volatility of asset pricing can also be contractually guaranteed. Interest rate risk is reduced through annual reset features based on the current interest rate environment.

The iCOLI strategy is often deployed to attract, retain and reward your key executives without adding expense to the bottom line. The Supplemental Executive Retirement Plan, commonly referred as a SERP, is designed without

the rules and restrictions of a government approved plan. This allows the company to choose the participants, customize contributions and determine vesting. iCOLI, as a financing tool, assists the cost neutral strategy. The additional income and tax benefits can be applied to existing benefits or applied toward a new SERP.

Today, in order to attract and retain key people, a company must provide a complete compensation structure that features long-term and short-term incentives in addition to an annual salary and bonus. A SERP comes in many forms. Sample plans utilized by insurance companies include:

- Incentive based plans
- Stock or phantom stock plans
- Plans designed to match plans offered by other financial institutions
- Plans designed to restore limitations in qualifies plans
- Supplemental life and disability coverage
- Long term care plans

— continued on next page

By Tom Kosanda



Today, in order to attract and retain key people, a company must provide a complete compensation structure that features long-term and short-term incentives in addition to an annual salary and bonus.



About the author:

Tom Kosanda, president of Bankers Benefits, is a nationally recognized expert in design and implementation of Corporate Owned Life Insurance (COLI) as a primary financing vehicle for insurance companies and financial institutions. With over 30 years of experience, Tom has helped companies across the country implement plans that strengthen the corporate balance sheet and income statement while positioning the companies as places people want to work and teams which people want to be a part of.

(Improve Profitability – continued from page 19)

The first step in properly structuring the plan is to identify the desired goals. For example, the goal in designing a plan to make up the limitations in the qualified retirement plan is to quantify an executive's shortfall in retirement income that comes from the statutory limits in qualified plans. The company then determines the cost of restoring the shortfall. The completed plan normally includes a vesting schedule, a pre-retirement death benefit and an iCOLI financing structure that recovers the cost for the company.

Incentive based plans are popular as many companies that want their key people to be accountable for the company's financial performance. Contributions to the SERP can be made when the company meets certain goals and no contributions made in years of poor financial results. Thus, by providing the executive with additional incentive-based retirement benefits the employer aligns their objectives with those of the executive.

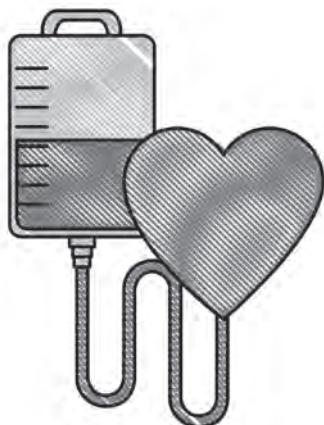
Each type of compensation must work together to provide a complete program. Additionally, vesting schedules are used to provide comfort to the company as a form of "golden handcuffs." Acceleration clauses provide the executive with comfort that his or her benefits will not be lost due to action of the board that is out of the executive's control.

The final step in the program design is to develop a financing structure, which incorporates a high-quality asset. The asset's revenue should offset all accounting accruals and provide an annual return to the company that meets or exceeds company hurdle rates. The optimal design will provide exceptional performance and cost recovery without subjecting the company's balance sheet to unnecessary risk. The asset should provide consistent earnings over all interest rate environments and business cycles. This is why iCOLI is the optimal asset for financing employee benefit programs. ❖



YOU Can Save Up to THREE Lives

IAMIC would like to sponsor an American Red Cross blood drive at our Convention, but we need to make sure we have **35 people** signed up BEFORE Convention to donate blood before we can commit. We support and encourage you to take time to give blood; a simple way to make a difference in someone's life. Your one donation can help save up to three lives (WOW!) Please contact the IAMIC office by Monday, July 1st, 2019 to let us know you plan to participate in the blood drive. ❖



Did you know?



To meet the needs of patients, the Red Cross needs to collect about 13,000 blood donations and more than 2,500 platelet donations every day.

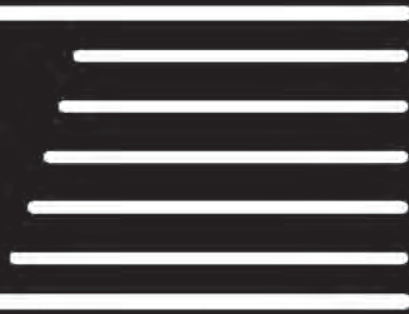


84% of donations are collected at blood drives, hosted by generous sponsors—close to where people live and work.



The Red Cross needs over 50,000 blood drive sponsors willing to hold 2 or more drives a year to ensure blood is available when needed.

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2019 Award Nominations Now Being Accepted

Give recognition to someone who deserves it—is it your Board of Directors, your staff or YOU? Maybe it's your peer who has made a difference in our industry? Do you have a local fire department that deserves a THANK YOU?

Complete the nominations on our website www.iamic.org —**JULY 1 deadline.**

Company Achievement Award

This award is presented annually to a company to recognize a wide, ever-changing variety of criteria. Some of these items include, but are not limited to, Director Participation, Policyholder Surplus, Economic Growth, Longevity and Stability, Educational Commitment, Mission Statement / Marketing Plan, Community Involvement, Loss Prevention, Agent Development, Innovation, and Enthusiasm.

LAUTUM Award

The highest honor of our association, the LAUTUM Award, is presented to a person who has earned the respect and high regard of his or her colleagues, and who has contributed greatly to the Illinois Association of Mutual Insurance Companies and their community throughout the course of their career.

Fire Department of the Year Award

Mutual insurers depend heavily on the efforts, enthusiasm, dedication, and experience of local fire departments. The Fire Department of the Year Award is a way for our mutual insurance industry to show our gratitude to these courageous, hard-working and vital members of our communities—our fire departments.



WE DIDN'T KEY THE CAR. BUT WE'RE THE KEY TO FIXING IT.

AUTO INSURANCE THAT'S DESIGNED TO BE WORRY FREE

Your wheels are your way around life. Protect your vehicle with auto insurance from the Worry Free Company – IMT Insurance.

Contact your local IMT agent today for a fast and easy quote. Learn more at imtins.com and *Be Worry Free* driving with IMT.

AUTO | HOME | BUSINESS



Claims Seminar Recap

Our Speakers



Tom Finn, Attorney



Chad Fisher



Robert Rapp, IL Dept. of Insurance



2018 David King Scholarship Winner
Dylan Sill, Heartland Mutual, along with
Jackie Rakers, IAMIC Executive Director



At our annual Claims Seminar earlier this spring, IAMIC brought back Rob Rapp, Assistant Deputy Director of the Department, to discuss scenarios that we are faced with when processing claims and help shed light on the insured's responsibility.

Attorney Tom Finn led a session on the legal side of matching materials following storm damage to property, followed by a roundtable discussion moderated by Chris Feldt of Heartland Mutual.

Chad Fisher of ESI Engineering discussed the correct installation practices for metal roofing, and demonstrated the difference in structural vs cosmetic damage when hail hits, giving adjusters critical tools to accurately inspect these new roofs.

Claims Seminar Recap, cont'd

Don't miss our Claims Seminars!

The 13 adjusters proudly standing in the photo below have been working in the field for more than 20 years, while the two gentlemen shown at the right are some newer adjusters who have been working in the field less than 5 years!! The bottom line is, regardless of your level of expertise—IAMIC Claims Seminar is for YOU!!



Claims Trade Show





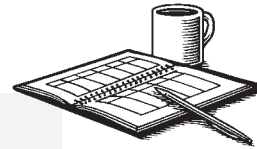
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IAMIC 2019 Calendar of Events



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**

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