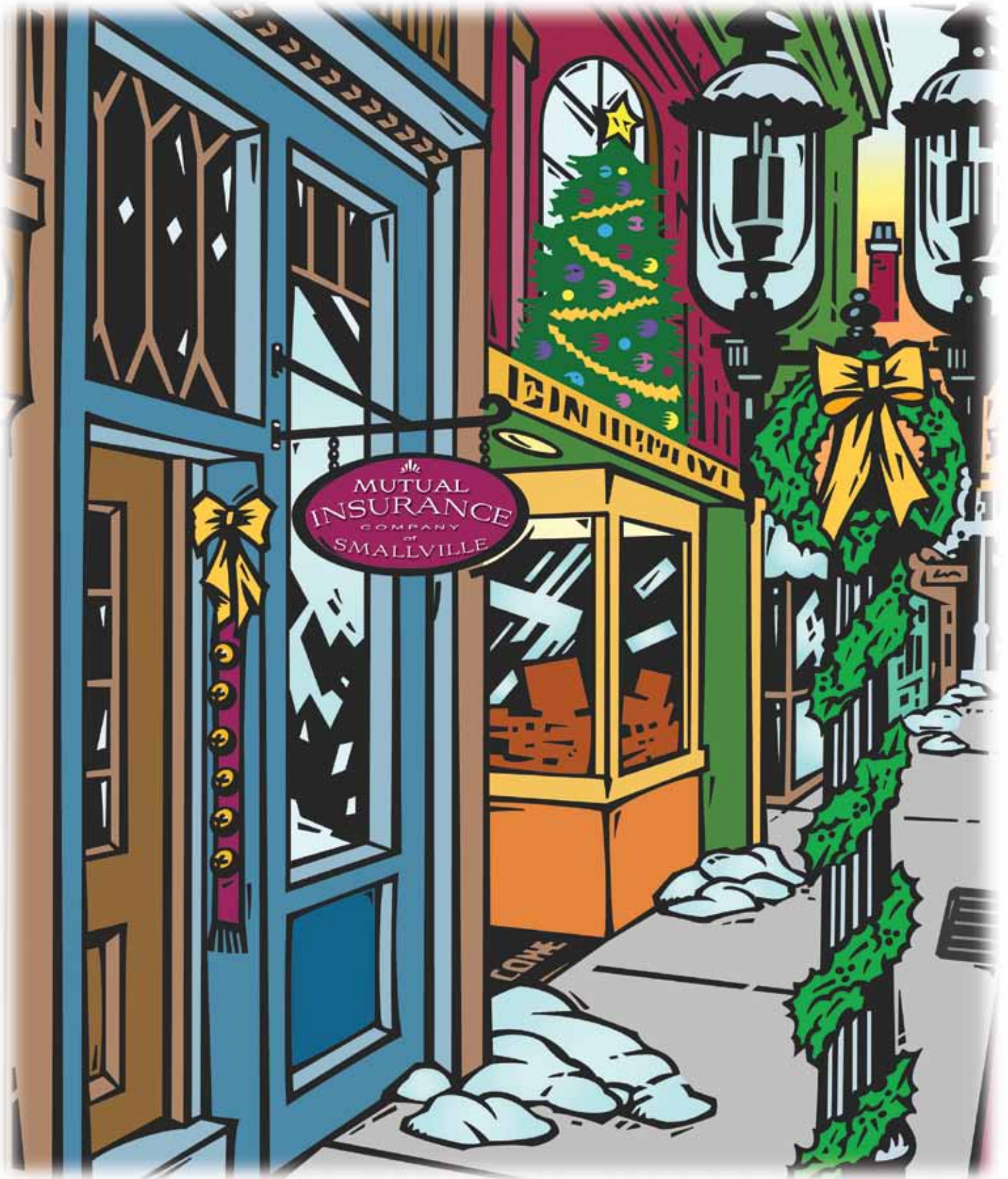


# LAUTUM*news*



# Chairman's Message

**Mike Beard**  
Central Illinois Mutual

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WOW!!  
What a great  
Convention  
and Trade Show  
IAMIC had this  
year, one of the  
best ever. There  
was fun, educa-  
tion and net-  
working for all.

Sunday started with golf or trapshooting and ended with our annual networking event at the Train Depot. Monday and Tuesday were full of educational opportunities for agents, directors and managers alike, with items ranging from the climate and ethics to social media and insurance company operations. The Trade Show had many vendors offering the complete gambit of services that we need. Our Industry Lunch speakers caught us up with what is going on in Springfield and Washington, D.C.

I sincerely hope that you will join us next year in East Peoria for the 131st Annual Convention. We promise to make it even better than the last. My theme for next year is STRENGTH, SERVICE and STABILITY. These

are three qualities that our mutual industry can be very proud of.

As 2011 draws to an end, the Officers and Board of Director's are looking forward to providing you even more in 2012. Watch for all the Educational conferences and opportunities. You can never learn too much in this industry as it keeps changing so rapidly. I hope that you will continue to attend our events. If you have not been to IAMIC Educational events in the past, why not? Come once and you will see the value and will return again.

IAMIC continues to shine for you, our members, in both Springfield and Washington D.C. We are the voice of YOUR Company and Industry. Mutually we can work for the good of all. Please help us by participating in the Legislative Day or Capital Contacts Program. These are important events as we continue to find for the survival of our mutual insurance industry.

IAMIC is here for you, our membership, let us know how we can be of help. Through helping each other, we will remain STRONG and STABLE, giving our policy holders the SERVICE that they deserve.

*Mike*

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## From the Executive Director's Desk

While 2011 winds down, IAMIC committees are already working on next year's events! Our 2012 calendar has been set, and our Education Committee has chosen topics and is working on securing speakers that will bring the most knowledge to our members. Mark your calendars now and plan to join us—you are welcome to each event, regardless of your title or role, I am sure you will find a piece of knowledge that will help you in making decisions for your company.

Our 2011 Convention was a huge success and I hope you were able to walk away with a new idea or tool to help you. Of course, the networking activities are always fun and if you enjoyed this year—wait until next year! I always think it can't get any better, and yet our Convention committee has already developed an action-packed event!

We are joining together with three other Insurance Industry Associations in hosting a fundraiser for our long time supporter and friend, Senator Bill Haine. Lobbyist, Phil Lackman, the Board Members and the GR committee and I are consistently involved in the Legislative world, striving to keep the Farm Mutual perspective alive and in the forefront in the legislative arena. Please mark your calendars and try to join us for our State Legislative Day, February 29th in Springfield, and April 25th & 26th in Washington, D.C. Six Percent of your dues are placed in the Farm Mutual Political Action Committee (FMPAC) account to help support the candidates mak-

ing the decisions and who share the views and aspirations that support our Industry. See page 16 for scholarship information if the cost of travel would prohibit you from attending. Details are available on our website [www.iamic.org](http://www.iamic.org).

Our Chairman Mike Beard has been working behind the scenes, choosing committee members, setting meeting dates and making sure everyone is working toward the same goal. Mike's theme— STRENGTH, SERVICE and STABILITY—reminds us of the qualities that have been demonstrated by our companies for over 100 years and encourages us to uphold these values. Mike and I will be working together all year to ensure that IAMIC is offering our members a valuable service. If there is anything I can do to help you—please call.

During this Holiday Season, I pause to count my many blessings and I am grateful for my position in IAMIC and the many friendships that I have gained along the way. My world is a better place because of the sincere kindness that you express and I take this moment to say THANKS. I send my wishes to you that you are able to cherish your family and friends this year during the holidays and throughout the year ahead.

Best Wishes,

Jackie



Jackie Rakers, IOM

*Mike's theme—  
STRENGTH, SERVICE  
and STABILITY—  
reminds us of the  
qualities that have been  
demonstrated by our  
companies for over  
100 years and encourages  
us to uphold these values.*



## Lautum Award



*Joseph A. Reid*

*April 19, 1962 ~ February 6, 2011*

This year's winner was a true leader in our industry and very respected by his peers. He was always involved in IAMIC committees and greatly cared about the Mutual industry. He also knew how important it was to stay on top of legislative issues both at the national and state levels.

Joe began working in the insurance industry in 1984 and became part of the Insurance Agency in 1997—becoming the Secretary/Treasurer of the Mutual in 2005. He became active in IAMIC shortly after taking his roll there. He chaired the Government

Relations Committee for several years, served on IAMIC's Board of Directors from 2003 - 2005, served in the Chair's of our Association in 2009, 2010 and 2011. He served as an Agents Advisory Council for Grinnell Mutual Reinsurance Company before becoming a Board of Director in 2010.

While Joe is no longer with us, we continue to reap the rewards of his efforts. He helped many Mutual's in various ways and helped develop policy that will continue to help us prosper for years to come.

## Fire Department of the Year Award



*Left to right - Svea Board members, Leonard Blick, Richard Stinson, John Cratty, Chief Tom Simkins, Battalion Chief Bill Thomas, Svea Board member John Hoscheidt and Manager Doug Sullivan*

cal, hazardous material releases, automatic fire alarms, storms, service calls, carbon monoxide response, recues and other miscellaneous assistant calls. They were nominated by Svea Mutual.

This marks the tenth year that IAMIC has recognized an Illinois Fire Department for their contributions to their communities. The award was established in 2000 because of the importance of fire departments in preserving life and property in our local communities.

The 2011 recipient of the Fire Department of the Year award goes to the **Galesburg Fire Department**.

This 49 member team serve a 17 square mile district. They also dispatched firemen to Louisiana for hurricanes Katrina and again for Gustav. The department provides emergency response in 9 categories including fires, medi-

– 2011 Awards continued on page 6



## WOULD YOU LIKE TO OFFER YOUR AGENTS A 401(K) RETIREMENT PLAN?

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*Exec. Director Jackie Rakers along with LaPrairie employees Michelle Monier and Mary Jo Robison, Manager with Chairman Mike Beard. LaPrairie was the 2010 Company Achievement Award winner.*



*Pictured is Gail and Joe Grawe, Manager along with President of the Board Dan Genenbaher and his wife Nancy.*



*Out-going Board Members **Kelly Reagan Robery** and **Linda Wares** were recognized in appreciation for their service to IAMIC.*

## Company Achievement Award

The association annually recognizes a company who has demonstrated an ability to improve their company and service to policyholders. **Payson Mutual Insurance Company** is the 2011 recipient of the Company Achievement Award.

This year's winner has been working hard over the last several years to improve their business functions and office procedures. The company is adapting and growing into the paperless era. By going paperless, they are cutting down on office supplied and all information electronically allows them to have quoting, rates, renewals and more at their finger tips.

Congratulations to the directors, staff and agents of Payson Mutual Insurance Company.



*Executive Director Jackie Rackers (left) and **Jackie Crank, 2011 Volunteer of the Year***

## Volunteer of the Year Award

*Volunteerism: Touching Lives, Lifting Spirits...You make a difference in the lives of others.*

"The ultimate expression of generosity is not in giving of what you have, but in giving of who you are."

The Volunteer of the Year Award was designed to recognize one of the many individuals that step forward to serve. Volunteers are the lifeblood of IAMIC. And while I am grateful for the many volunteers that help make all our events happen, there is one individual who has assisted in many different areas during the year.

This year's award winner, **Jackie Crank**, has been involved with IAMIC for years. She is always willing to go the extra mile...literally she even came to another office (many miles away) to help assemble packages for meetings and convention. Congratulations Jackie on being selected Volunteer of the Year and thank you so much for all that you have done and continue to do on our behalf.



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# 2011 IAMIC Convention Highlights



—Convention Highlights continued on next page



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August 21 - 23, 2011 • Hotel Père Marquette, Peoria, Illinois



—Convention Highlights continued on next page



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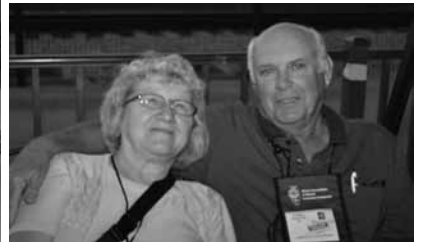
[www.lossreduction.com](http://www.lossreduction.com)

(2011 Convention Highlights – continued from page 10)





# Networking & Fun Night at Martini's Train Depot



# Annual Trap Shoot



Above: Tony Graves, Donan Engineering, George Luthe, Dave Rakers, Jim Dawson. Right: Mike trapshooting.

—Golf Outing pictures on page 18

## Our Mutual Advantage



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# Mutual Milestones

## Mutual News

- Marshall Mutual wishes to express heartfelt thanks to a long time Director – Don Abel served as a Director for the Mutual for an unprecedented 52 years. He will be honored at their Christmas program Dec 6, 2011 and we join the employees of Marshall in wishing Don a fun and enjoyable retirement. Thank you for your years of service to our industry.
- Please plan to join us for our Annual CCP program, April 25 - 26, 2012, as we travel to Washington, D.C. to send our message to the Hill. Cost is approximately \$1,000 and IAMIC offers a scholarship (see page 16) for financial assistance if needed.



**Elmira Mutual — 135 Years**



**Sigel Mutual — 125 Years**



*Frontier Mutual President Bruce Heaton accepts the plaque from Exec. Director Jackie Rakers*



**Frontier Mutual — 125 Years**



**Rockford Mutual — 115 Years**

*If your Mutual is celebrating a five year milestone in 2012 watch for a request from the IAMIC office to attend one of your board meetings to present your company with an Anniversary Plaque!*



*Mark your calendar  
for our  
**131st Convention**  
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# Joe Reid Memorial CCP Scholarship

Mark your calendar now, our next visit to the nation's capitol is scheduled for **April 25 & 26, 2012**. Please plan to join us as we travel to Washington, D.C. to send out message to the Hill. Cost is approximately \$1,000, and IAMIC offers a scholarship for financial assistance if needed.

## Congressional Contacts Registration

- I would like to participate in the 2012 Congressional Contact trip.
- Please enter my name (or nominee's name) to win the 2012 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](http://www.iamic.org)):

IAMIC, PO Box 116, Ohlman, IL 62076

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

## 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.*

# 2011 Farm Mutual Director Certifications in Indy

*Pictured at right - **John Cratty**, Svea Mutual;  
**Joann Heckman** and **Gene Heeren** from  
Forreston Mutual.*

*Far right - **John Fritsch** of Belvidere Mutual  
with Exec. Director Jackie Rakers.*

*NOT pictured but received the award in 2011:  
**Mark Atherton**, **Kenneth Bridgford**, **Kent  
Butterfield**, and **Kenneth Funfsinn**, Mendota  
Mutual; **Karen Lalor** and **Mark Rhode**,  
Belvidere Mutual.*





# David L. King Educational Claims Scholarship

The Illinois Association of Mutual Insurance Companies has offered a scholarship program for our members and we encourage you to apply. All members are eligible for the scholarship, which is worth up to \$500. The scholarship 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.

If you are interested in being considered for the 2011 David L. King Educational Claims 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](http://www.iamic.org).

Applications are due by February 1, 2012. The 2011 Scholarship will be valid from March 1, 2012 to February 28, 2013. ❖

## David L. King Educational Claims 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.

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## Illinois Representative

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## Annual Golf Outing



# IAMIC 2012 Calendar of Events



**February** 21 IAMIC Board Meeting — Bloomington, IL  
 22 IAMIC Claims Seminar — Bloomington, IL  
 29 State Legislature Seminar — Hilton Hotel, Springfield, IL

**March** 21 Southern Regional Meeting — Effingham, IL  
 22 Northern Regional Meeting — Utica, IL

**April** 18 IAMIC Board Meeting — Springfield, IL  
 19 Underwriting Seminar — Springfield, IL  
 25 - 26 CCP (Congressional Contacts Program) — Washington, D.C.

**June** TBA IAMIC Board Meeting — TBA

**August** 5 - 7 Annual Convention — East Peoria, IL

**September** 16 - 19 NAMIC Convention — Grapevine, TX

**October** 16 IAMIC Board Meeting — Raymond, IL  
 17 - 18 Manager's Retreat — Raymond, IL

## LAUTUMnews

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