



## MID-ATLANTIC CHAPTER

SERVING NEW YORK CITY, NEW JERSEY, PENNSYLVANIA, DELAWARE, DISTRICT OF COLUMBIA, MARYLAND AND VIRGINIA

Association  
of Insurance  
Compliance  
Professionals

October 14, 2011

Dear Fellow AICP Mid-Atlantic Chapter Member,

With the conclusion of the AICP Annual Conference, the AICP begins its new year – and that means new Chapter officers. I would like to take this opportunity to introduce myself and your other Mid-Atlantic Chapter officers and let you know a little about what is in store for our Chapter during this coming year.

### **About Your President**

I am an attorney in the Blue Bell, Pennsylvania office of the law firm of Stalker Vogrin Bracken & Frimet LLP. I have focused my practice on insurance throughout my career, including defense, coverage, bad faith, regulatory and reinsurance issues. I received the Associate in Claims (AIC) designation in 2010, and recently obtained the Associate in Regulation and Compliance (ARC) designation in 2011. I'm still working towards the Chartered Property and Casualty Underwriter (CPCU) designation - 3 courses down and 4 to go! I have been a member of AICP since 2008. In addition to being Chapter President, I am also the Co-Chair of the AICP Annual Conference Program Committee – with our Treasurer, BJ Baldwin - so if you have any ideas for sessions that you want to see at Annual Conference, feel free to send them to us in an email. When I'm not working on insurance issues, I can be found with my wife Melissa and my three daughters, ages 6, 4 and 18 months.

I would not be as active in the AICP if it weren't for the support and encouragement of several outstanding mentors, and I would be remiss if I did not mention them – Tim Stalker, BJ Baldwin, Sue Eckler-Kerns, Karen McCloskey, Betty Dabrowski, Stacy Patacsil, Charlie Lynch, Sue Stead and Peg Ising. Thank you to all for your support and guidance!

### **About Your Vice-President**

Larry Gross is currently Director of Business Development for Compliance Assurance Corporation, which provides compliance risk management solutions to the insurance industry. Previous to this role, Larry had been responsible for ISO's Workers Compensation Services sales and marketing including compliance, data management, and policy and claim reporting solutions. At ISO, he also worked in the Government Relations division for over ten years, where he was responsible for all Pennsylvania filing operations, insurance data reporting issues, and regulatory and government contact. Immediately before joining ISO, Larry was assistant vice president and underwriting manager for excess and surplus lines at Penn America Insurance Company, Hatboro, PA, and has been published in the CPCU Journal, The National Underwriter, and Techdecisions for Insurance, and is a contributor to the current edition of Taking Sides: Clashing Views in Management. Larry has a BA degree in Organizational Management from Eastern University, and holds the professional designations of CPCU, AU, and AIM.

When not working, Larry is a long suffering Philadelphia sports fan, and is currently in counseling after the 2011 Phillies season.

### **About Your Treasurer**

Billie Jean (BJ) Baldwin is a Product Filing Manager for Transamerica Employee Benefits (aka Transamerica Worksite Marketing), an AEGON company, since 2005. She completed her Bachelor of Science degree from the University of Maryland in 1981. BJ started her career as a supervisor with the National Association of Securities Dealers (NASD) in the Market Surveillance Department. Since that time she has worked as a Personnel Manager for an association group, a Compliance Director/Consultant for an MGU firm, and a supervisor/manager level of several insurance companies. Her experience in drafting and/or filing product lines range from property and casualty to medical malpractice/general liability, to variable life and annuity, to life insurance, comprehensive major medical, and supplemental health products. BJ holds the professional designations of FLMI, ACS, AIRC and CCP.

She has been an active AICP member starting back in 1991 when it was formerly called the Society of State Filers (SSF) and participated in the Great Lakes Chapter. Later in 1996/1997 the SSF changed their name to the AICP and she rejoined in 1997 through her then life/health Maryland employer. She has served as an officer in our Mid-Atlantic Chapter first as a Secretary, then as our Regional Director for the 2000-2001 2-year term. While living in Arkansas (2005-2007), she served as Vice President and President of the South Central Chapter. Since returning to Maryland, she has actively served the Mid-Atlantic Chapter as a volunteer. She has been a Co-Chair for several national AICP committees, and was recognized in 2008 as the recipient of the Lennon Award. She has the honor this coming year to serve as the Co-Chair of the Annual Conference Program Committee with our very own Chapter President, Matt Brasch.

On a personal note, bike riding on nature trails, living a simple life on Kent Island, and enjoying the Chesapeake Bay with family and friends are a few of her passions outside of the compliance field.

### **About Your Secretary**

Betty Dabrowski is vice president of McHugh Consulting Resources, an insurance consulting firm. She has been in the insurance industry throughout her career. Her background and experience includes compliance, underwriting, claims, reinsurance and financial reporting, as well as pension administration. She has been a member of the AICP since 2007. In addition to being Chapter Secretary, Betty also serves as a volunteer on the Exhibitors committee and is presently co-editor for the Mid-Atlantic region of the AICP journal.

### **About Your Immediate Past President**

Karen McCloskey has been an insurance compliance professional for 22 years, working primarily with individual and group accident and health type products. Karen is a Products Manager in the A&H Law Department at Chartis Insurance in Wilmington, DE. She joined Chartis in 2010. She provides leadership, direction and technical support for contractual forms development, state filing for forms and rates, and advertising review. She previously worked for McHugh Consulting Resources, Inc., Penn Treaty Network America Insurance Company, The Prudential Insurance Company of America and American Travellers Life Insurance Company. Karen holds a BS in Business Administration from The Pennsylvania State University.

As an AICP member for over 10 years, Karen has served as your Chapter Secretary, Vice President and President. In 2011, she was a participating member on Chapter Education Day Program Planning Committee; responsible for securing sponsors/exhibitors for our 2011 Education Day; and Chair and member of the Chapter Nominating Committee. In addition to being Past President for the 2011 – 2012 term, Karen is the Chapter "Lunch Bunch" coordinator.

When not commuting from Harleysville, PA to Wilmington, DE, Karen can be found driving her daughter to dance class, gymnastics, (Girl Scout) Daisies and birthday parties...aka "Mom's Taxi."

### **About Your Regional Director**

Charlie Lynch is a semi-retired attorney who does consulting work in the employee benefits field. His areas of expertise are group life and health insurance, self-insured health plans and ERISA-related issues. He's a former AICP General Counsel and is currently the Mid-Atlantic Chapter's Regional Director. He's also been a member of the AICP's Bylaws, Chapter Relations, Conference Planning and Nominating Committees. In his spare time, Charlie's a docent at the Metropolitan Museum of Art in New York.

### **WHAT WE ARE PLANNING FOR 2011 – 2012**

Our theme for this year is "Getting to Know Your Chapter." For the past few years, our Chapter has been increasing its attendance at our E-days and annual conference. We want to encourage our chapter members to interact more than at just those events. One of the purposes of the AICP is to be a professional network for members of the industry – so let's interact more! Here are some of the ways your Chapter leadership plans on encouraging interaction this year:

#### **Webinars**

We plan to hold at least 4 webinars during this year. If you have ideas for the subject matter, let us know!

#### **Lunch Bunches**

If you haven't been to a lunch bunch yet, you should! Lunch bunches are simply groups of Chapter members from the same geographic region who meet for lunch. It's a great way to meet in a casual environment and talk about whatever you want – whether its insurance related or not, this is a great way to meet people from the Chapter! We've already had three (Philadelphia, Philadelphia Suburbs, and Wilmington, DE). Karen McCloskey will be the Lunch Bunch Coordinator for the Chapter. If you want to set one up for your region, email Karen for suggestions on how to do it: [Karen.McCloskey@chartisinsurance.com](mailto:Karen.McCloskey@chartisinsurance.com).

#### **Education Day**

The E-Day will be held in the spring of 2012. Planning is about to commence – if you would like to participate in the planning, contact Larry Gross: [lgross@complyfast.com](mailto:lgross@complyfast.com). This is a great way to make sure that the topics and regulators **you want to hear** from will be at the E-day.

### **Annual Conference**

The AICP Annual Conference will be held at the Marriott Rivercenter, San Antonio, Texas from September 30 – October 3, 2012. Put it on your calendar NOW!

If you have any other ideas for interactive events, let us know! We're always looking for great new ideas to enhance AICP membership! Larry Gross is the Chair of the Planning Committee this year – you'll be hearing from him very soon to get the planning started! I encourage you to volunteer for the Planning Committee – it's a great way to get to know the members of the Chapter! Just send Larry an email!

### **COMMITTEES**

Although we have had good chapter involvement in recent years, we are looking to increase our Committee participation. Our Chapter has the following standing committees that need volunteers:

#### **Planning Committee**

Plans the events for the Chapter during the year. Larry Gross is the Chair and would love to have a lot of voices on this committee! Contact Larry to sign up NOW!

#### **Membership Committee**

Helps new members learn the ropes of AICP, seeks new members, and provides information to existing members. We're looking for a Chair for this Committee – email any of the officers for more information!

#### **Nominating Committee**

Identifies potential leaders in the Chapter and coordinates the nomination process. We need a Chair for this Committee too!

#### **Website / Publicity Committee**

Works directly with the National Website committee to maintain the Website content for our Chapter and explores ways to market the value of our Chapter. This committee is important because its goal is to enhance the image of AICP and increase the recognition of AICP within the industry. This year, Michelle Ringelheim has agreed to Chair this Committee – thanks Michelle! If you'd like to participate on this committee, please email Michelle: [michelle.ringelheim@prudential.com](mailto:michelle.ringelheim@prudential.com).

#### **Education Committee**


Focuses on the educational needs of our chapter, continuing education, professional designations, and assists the Planning Committee with the program planning for E-day. We also need a Chair for this Committee.

We encourage you to get involved in these volunteer opportunities - we are always looking for new ideas and perspectives to keep our chapter events fresh and relevant to the needs of our members.

Please visit the AICP web site at [www.aicp.net](http://www.aicp.net) and click on “Chapters” & “Mid-Atlantic Chapter” as a resource for information about past, current and future meetings, events and news.

I hope you continue to find your AICP membership a rewarding experience. Should you have any questions, or if an issue or concern arises, please feel free to contact me ([mbrasch@svbf-law.com](mailto:mbrasch@svbf-law.com)) or any Mid-Atlantic Chapter officer.

Sincerely,

A handwritten signature in black ink, appearing to read 'Matthew J. Brasch', with a long horizontal flourish extending to the right.

Matthew J. Brasch, J.D., AIC, ARC  
President  
Mid-Atlantic Chapter, AICP