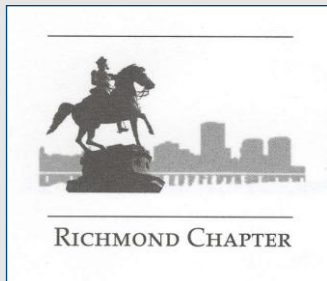




# INTERNATIONAL SOCIETY OF CERTIFIED EMPLOYEE BENEFIT SPECIALISTS

November, 2010

ISCEBS RICHMOND CHAPTER NEWSLETTER



## BOARD MEMBERS

### **PRESIDENT**

*Craig Rupert, CEBS  
(804) 237-5910*

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*Claire Holbrook, CEBS  
(804) 267-3190*

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(804) 200-6755*

### **PAST PRESIDENT**

*Gary Powers, CEBS  
(804) 320-8438*

## President's Message

Well, the chapter's annual meeting is upon us, and that means it will soon be time to turn over the reins to a new President. The year has come and gone quickly! Actually, the last 5 years that I've spent on the board have gone by quickly too. Being on the board has been a very rewarding experience, and I've had the privilege of working with some great people – from those who were on it when I first joined to those who are on it now. I extend my thanks to the chapter for allowing me to serve and to everyone who has served with me and mentored me.

The Symposium was held October 3-6 in Charlotte, and I understand it was a great success. We had seven chapter members in attendance – Kevin Barger, Carol McGowan, Claire Holbrook, Rick Owens, Terry Yates, Laura Bondurant, and Clyde Amburn. A photo of the chapter dinner has been posted on the web site.

Our October luncheon session was a most interesting one with Dr. Max Anderson from Delta Dental speaking on the topic of the importance of oral hygiene on overall health. Everyone commented that the session was fascinating and educational. Thanks to Dave Werner and Delta Dental of Virginia for enabling Dr. Anderson to travel from Seattle to be with us.

Our annual meeting will take place on November 11 at 7:30 a.m., and is free to members and chapter sponsor representatives. At that meeting we will elect new officers to the board. Our speaker will be Hugh Gouldthorpe from Owens & Minor. Hugh is widely known as a motivational speaker, and his topic will be "Communication is a Contact Sport". It should be very entertaining, and I hope everyone can attend.

I'd be remiss not to acknowledge everyone on the board this year for their respective and collective contributions to the chapter's continued success. Special thanks to Gary Powers, who mentored me throughout the year (and to Aon for providing us with conference room space for our monthly meetings). Claire Holbrook did an outstanding job as Vice President in making the full day session a success, and that's no easy task. Amy Burgoyne helped us raise a record amount this year from our contributing sponsors. Dave Talbert kept our membership numbers high, despite a difficult economy and some members retiring or moving out of the area. Denise Zapf did an excellent job of keeping our chapter's finances straight and being at the sessions to man the reception desk. Rick Owens did an exceptional job as Education Chair and made sure every detail of each session was taken care of (and there are lots of them). And Dave Werner kept us all in the loop as both Secretary and Publicity Chair with meeting minutes, session invitations and newsletter distributions, and was instrumental in securing our October speaker. Thanks to all for your efforts and guidance!

We've already begun planning for next year, and I'm sure we'll have another outstanding lineup of sessions. And, I have every confidence that the 2011 board will provide strong leadership to an already strong chapter whose finances and membership are in excellent shape. It's been a pleasure. I thank you all.

Craig Rupert, CEBS  
President, Richmond Chapter ISCEBS

## Membership Report

For 2010 our Richmond Chapter has maintained a steady membership roster. Even in a difficult economy and tightening of budgets, CEBS members have found a way to continue their membership. The Richmond Chapter in turn strives to provide its membership with quality education events to support everyone's workplace endeavors. Thanks again for your continued membership and we look forward to your participation in 2011.

Be on the look out for your 2011 renewal information in the mail. Take the time to update your information and renew your membership. If you prefer to pay your 2011 dues immediately, you can do so through our Chapter website at: [www.iscebs-richmond.org](http://www.iscebs-richmond.org), under the "Joining the Chapter" tab!

We continue to build our chapter by your participation and encouragement of others to attend our various programs throughout the year. Please let me know of anyone who may need more information on CEBS or our local Chapter activities.

David Talbert  
Membership Chair  
[dtalbert@ksphllc.com](mailto:dtalbert@ksphllc.com)

## Education Report

One of our chapter goals is to always provide learning opportunities on current topics that affect both health & welfare as well as retirement plans. 2010 has brought many changes to the employee benefits field, and we had a very successful year in providing these educational events.

However, we need your help in making 2011 just as successful. We want to bring meaningful sessions to our membership and their guests. We will be meeting next month to begin planning our sessions for next year, and your input is invited.

What topics would you like to see presented in 2011?

Please email [Rick.Owens@suntrust.com](mailto:Rick.Owens@suntrust.com) with your ideas and suggestions.

## Please Join Us for our Annual Meeting

- Presentation:** *"Communication is a Contact Sport"*
- Speaker:** Hugh Gouldthorpe  
Owens & Minor
- Date & Time:** Thursday, November 11, 2010  
7:30 a.m. – 9:30 a.m.  
Includes breakfast
- Location:** Westwood Racquet Club  
6200 West Club Lane  
(804) 288-6028
- Cost:** Free (\$15 for guests)
- Questions/RSVP:** Please RSVP by November 9th to:  
Rick Owens  
[Rick.Owens@suntrust.com](mailto:Rick.Owens@suntrust.com)  
804-782-7553
- Guest fees-make checks payable and mail to:** Richmond Chapter-ISCEBS  
P.O. Box 6513, Richmond, VA 23230  
*Or you may pay at the door, if you have RSVP'd.*
- Note: Meeting fees are non-refundable unless cancellation is received before November 9th.  
Unpaid no-shows will be billed.

## Member Spotlight: Brian Marks



**Current Employer** Dominion Benefits

**Background** I worked for Trigon BCBS and later United Healthcare in a variety of sales and marketing positions. In 2001, I started my own firm to manage the VSCPA's Association Health Insurance Plan. The company was merged with Dominion Benefits in 2004 to gain access to their proprietary decision support tools and expertise. I am now a Principal at Dominion Benefits and Executive Director of the VSCPA Insurance Service Center.

**Favorite Richmond restaurants** Kitchen 64 and Emilio's

**Activities/Interests** Golf and spending time with my children.

**What got you into the benefits field?** I saw an opportunity to utilize my experience and skills in an industry that was becoming more and more complex from a financial standpoint.

**How has the CEBS designation helped you?** My CEBS designation has broadened my knowledge of the entire employee benefits field. This has been helpful since my predominant focus prior to receiving my designation was healthcare.