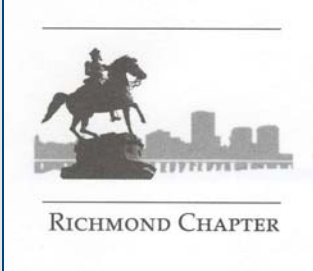




INTERNATIONAL SOCIETY OF CERTIFIED EMPLOYEE BENEFIT SPECIALISTS

October, 2011

ISCEBS RICHMOND CHAPTER NEWSLETTER



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President's Message

This is my last newsletter as president of the Richmond Chapter of ISCEBS. As happens with everything these days, the time has flown by. I appreciate the support I have received from the other board members and encourage any chapter member to consider getting more involved.

In September, we hosted a social at Capital Ale House for all members and those interested in the CEBS program. We were all extremely pleased to have a turnout of approximately 40 people. Thanks to Denise Zapf, Aimee McAfee, and Tina Stevens who spearheaded the planning. We hope to repeat this event next year.

The ISCEBS National Symposium was held in San Antonio, Texas on October 2nd – 5th. The Richmond Chapter had a good turnout with nine members attending. Feedback from the event was positive. Pictures from the Symposium have been posted on the web site.

Our annual meeting is upon us and will be held on Thursday, November 10th at 7:30 a.m. at the Westwood Club. I hope you will join us for breakfast and what is always an opportunity to experience an engaging speaker. This event is free to members and chapter sponsor representatives. At the meeting we will elect new officers to the board for 2012. Our speaker will be Jim Durham, Chief Marketing and Business Development Officer, McGuireWoods LLP. His topic will be "The Essence and Impact of Extraordinary Client Service."

I want to take this last opportunity to thank my fellow board members for all of the support that they have provided this year. Craig Rupert, Past President, and Dave Werner, Sponsorship Chair, will be leaving the board at the end of the year. Both have done an outstanding job and we appreciate their commitment. Rick Owens, Vice President, did a great job organizing and implementing our full-day Retirement educational session. We had a larger attendance this year than the last few years. That is a credit to his topic and speaker selection. Denise Zapf has done a terrific job as Secretary and Publicity Chair. We can thank Denise for compiling and issuing the newsletter as well as coordinating the invitations to the educational sessions. Tina Stevens, Treasurer, led the project to bring the chapter into the 21st Century by enabling us to utilize PayPal and our web site for on-line registration. (Craig was also a huge help in this project.) Aimee McAfee did an excellent job as Education Chair and brought us sessions with current and relevant topics that were well attended throughout the year.

Continued on page 2

President's Message, Continued from page 1

Finally, John Phan, Membership Chair, did an excellent job recruiting new members and renewing current members in a year where we recognize the financial hardship many employers face in allowing and supporting their employees' memberships in professional organizations. If your employer does financially support your membership in this Chapter, I hope that you will express your appreciation to them for this continued support.

We are in the planning stages for next year, and look forward to bringing educational sessions that are of interest to our members. If there are specific topics that you would like us to address, please let us know. Thank you for the opportunity to lead this organization. It has been a pleasure.



Claire B. Holbrook, CEBS
President, Richmond Chapter ISCEBS

Please Join Us for the November Annual Meeting

**Date &
Time:** Thursday, November 10, 2011
7:30 a.m. – 9:30 a.m.
Breakfast

PROGRAM HIGHLIGHTS

Jim Durham The Essence and Impact of Extraordinary
McGuireWoods LLP Customer Service

REGISTRATION INFORMATION

Location: Westwood Racquet Club
6200 West Club Lane
(804) 288-6028

Cost: Members – Free; \$15 non-members

**Questions/
RSVP:** Please RSVP by November 8th
Aimee McAfee
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804-344-3763

**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.

Join us on LinkedIn:

http://www.linkedin.com/groupsDirectory?itemaction=mclk&anetid=1701417&impid=&pgkey=anet_search_results&actpref=anetsrch_name&trk=anetsrch_name&go back=%2Egdr_1302279957208_2

Membership Report

As the 2011 year is coming to a close, we hope that everybody has enjoyed the events that we held throughout the year. On behalf of ISCEBS and the Richmond CEBS chapter, we want to say thank you and truly appreciate your active participation and continued membership in the chapter. We hope that you found the events and programs both educational and fun and don't miss out on the last few events of the year. We encourage all current members to renew your 2012 membership and those who have not joined the chapter to consider becoming a member next year.

John Phan, CEBS
Membership Chair



Member Spotlight:

Gary
Powers

Current Employer Aon Hewitt

Background

I was born and raised in Richmond. I graduated from the College of William and Mary, and then I started my career in Atlanta as a Group and Pension Representative with Provident Mutual in 1976. Provident moved me to Richmond in 1981 to manage the Richmond Group and Pension office. I went to work for the Richmond Office of Johnson and Higgins as a benefits consultant in 1983. I was hired by Williams Thacher and Rand in 1987 as an Assistant Vice President, and later became Principal and Vice President. WTR was subsequently acquired by Aon in 2000. We changed our name to Aon Hewitt in October 2010 after acquiring Hewitt Associates. Even through I have been in the same office for over 24 years, due to the various acquisitions, I have had to change my business card five times during that time. I manage many of Aon Hewitt's Regional and National Health and Benefits Accounts.

Favorite Richmond restaurants

I have several depending upon my mood, and available time. Generally my #1 choice is Brio Grille when the weather is nice where we can sit outside on a leisurely Friday or Saturday evening. If I'm looking for a Sunday Brunch, we like to occasionally go to Millie's Restaurant on East Main Street. If we are spending time with friends and more interested in a New York style restaurant, we like to go to Six Burner on West Main Street.

Activities/Interests

When my two sons were still living at home, I spent many years coaching their recreational league basketball and soccer teams. I am an avid racquetball player (crazy enough to get up at 5 am, five days a week to be on the racquetball court at 6 am)! Have been on the Board for the Virginia Home for Boys and Girls for many years.

What got you into the benefits field?

Still trying to figure that one out! Actually a good friend of mine in Atlanta got me my first job as a Group and Pension Representative 35 years ago and have been in the business ever since.

How has the CEBS designation helped you?

I received my CEBS designation about 26 years ago when the designation was relatively new. In addition to filling in a lot of knowledge gaps many years ago, being involved with the CEBS program has been a great way to network with a lot of terrific people in this community both on the Board as well as attending Chapter meetings and Educational events. Getting my CEBS designation was one of the best decisions I ever made!

Join us on LinkedIn:

http://www.linkedin.com/groupsDirectory?itemaction=mclk&anetid=1701417&impid=&pgkey=anet_search_results&actpref=anetsrch_name&trk=anetsrch_name&go back=%2Egdr_1302279957208_2