



The Cornpicker

Bulletin of Fairbury, IL Rotary Club

"Celebrate Rotary"

Fairburyrotary.com

2004 - 2005 Officers

President	John Strong
Pres. Elect	Mike Petersen
Vice President	
Sec/Treas	Leroy McPherson
Editor	Leroy McPherson



DATE/TIME/

PLACE: June 14, 2005 - 12:00 Noon at McDonalds

ATTENDANCE: 19 plus Mike Donnelly

SING-A-LONG: Skipped for Program

LOTTO: Bill Orth and Mike Donnelly

PERFECT ATTENDANCE

Carl Borngasser

ACTION ON THE AVENUES

CLUB SERVICE

Programs:

- 6-21 - Carolyn Wetzel (nursing home)
- 6-28 - Carolyn Wetzel (Red Cross)
- 7-05 - Handing over the gavel (John's thoughts on this year.

Membership

The June 7th meeting of the club agreed to form a committee to review meals, costs and places due to a notification from McDonalds raising meals.

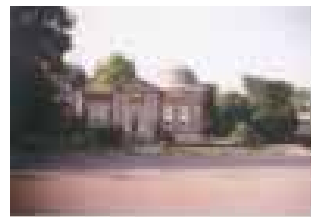
Bits & Pieces

The only people you should ever want to get "even" with are those who have helped you. - John Honeyfeld

AREA CLUB MEETINGS

Bloomington	12:00 Noon	Thursday	Elks Club
Gibson City	6:45 a.m.	Wednesday	The Country Kettle
Gilman	6:05 p.m.	Tuesday	Gilman Lounge
Lincoln	11:50 a.m.	Wednesday	Elks Country Club
Normal	12:00 Noon	Wednesday	Bone Student Center
Piper City	6:15 p.m.	Monday	Azz Izz Tavern

COMMUNITY SERVICE



Dominy Library - 100 Year Celebration, organized by Friends of the Library, went well. The high school and Jr. high band were there. It ran from 2:00 - 5:00 p.m. Sen. Rutherford and Rep. Cultra

were present and the State Library Board. About 200 people attended. Rotary donated the ice cream.



The Town Clock is being put together this week. It still needs one gear.



Underwriter Insurance

Mike Donnelly

Mike deals with commercial insurance. He is a trainer for Country Companies since 1977. As a commercial underwriter he deals with main street businesses, property, general liability, workmen's comp, auto, crime, mechanical breakdowns. The market cycles and what drives it? As an underwriter you look at A M Best ratings Co. & audits. The market cycles due to supply and demand. In 1977-82 it was a hard market - you wanted to be rated under a one. 1983-86 insurance was down due to a soft market. In 1986 market went hard and raised rates from 1986-91. In the 80's they flooded the stock market and then it went down. Then came 911 - they raised rates then started to taper off. The competition came back. Their hit ratio was around 25% now up to 96%. An underwriter looks at your exposure - what do you do? A roofer would be a high risk exposure - they would

try to avoid this. They rate your gross sales and job you do and classify you by risk or exposure. Also, they look at your payment history, loss history and frequency and severity, financial stability, credit and loss scores. They personalize their customers by looking at your drivers motor vehicle report (No D.U.I.), insurance, loss control and maintenance changes needed. They classify by pricing, terms, etc. When looking for insurance you want to look for an A and up rating on A M Best. B to B+ is fair. They look at your audits, payroll to determine cost on workmen's Comp. A contractor may have cost of \$5-10/100 where an office would be \$.15/100. It is important in some businesses you have a non owned auto insurance. New charges from government are: terrorism charge and next year maybe a domestic charge.

AM Best Rating

Secure A++, A+ (Superior)	Vulnerable B, B- (Fair)
A, A- (Excellent)	C++, C+ (Marginal)
B++, B+ (Very Good)	C, C- (Weak)
	D (Poor)
	E (Under Regulatory Supervision)
	F (In Liquidation)
	S (Rating Suspended)

Bits & Pieces



My father used to play with my brother and me in the yard. Mother would come out and say, "You're tearing up the grass."

"We're not raising grass," Dad would reply. "We're raising boys."

-Harmon Killebrew



Tickets are still on sale . . . call John!