

**These conferment remarks may be used if a keynote speaker is needed. This speech is approximately 5- to 7-minutes long.**

Hello, everyone. I'm very pleased to be here to preside over the regional conferment ceremony for the <local chapter name> of the CPCU Society.

Each of you—our new CPCU designees—has done something very special to be here. Please take this time to sit back and really enjoy your accomplishment. You've all worked very hard and made real sacrifices to earn the CPCU designation and I hope you all feel very proud of this achievement.

I'm sure I can speak for each and every one of your employers in saying that they appreciate your efforts very much. The Institutes, the CPCU Society and each of your chapters do, too.

Quite appropriately, we held this year's CPCU conferment in the silver state of Nevada.

Though Nevada contains more silver mines than any other U.S. state, its abundance of precious metals cannot compare with the riches of knowledge and wealth of insight you have developed on your journey to earning CPCU.

Regardless of where you celebrate earning the CPCU designation, the knowledge you have gained has broadened your professional horizons and now is the time to celebrate your CPCU achievement.

As you know, earning the CPCU designation is a journey. Much like the journeys of our 2011 conferment speaker in Las Vegas, Dr. Robert Ballard, your journey has led to discovery. As you progressed through your CPCU studies, you learned new knowledge and skills, gained greater personal insight, and broadened your professional horizons. Also like Dr. Ballard, you may have faced some challenges along the way. But great leaders find creative solutions to overcome obstacles, and you have reached an important waypoint along your journey to personal and professional growth.

Rarely achieved overnight, success is the result of hard work and perseverance. As you know, the journey to conferment requires dedication. When you first began to pursue the CPCU

designation, attending conferment may have seemed like a distant dream. However, your hard work has paid off, and now you are here to celebrate!

As you celebrate your achievement, know that there are many others who are joining you. There are 1,853 new CPCU designees in this year's class and there's an amazing amount of diversity:

- the age of designees in this class range from 23 to 68
- the ratio of men and women is about 57/43 percent
- roughly 47% of you are in Claims and Commercial Underwriting
- there are class members from all 50 states
- and there are also class members from the following countries:
  - Barbados
  - Bermuda
  - China
  - India
  - Japan
  - Peru
  - Puerto Rico
  - Singapore
  - South Korea
  - and Taiwan

So, you're in good company!

But you didn't make it here on your own. This is also a time to reflect on your CPCU experience and to thank those who helped you along the way. You may have had a friend or colleague who got you started, a course leader who helped you master a difficult topic, or maybe a mentor who encouraged you to persevere. And I'm certain that each of you had an understanding spouse, family member, partner, or friend who made sacrifices for you, supported you and helped make it possible for you to be here.

Would any spouses, guests, parents, family members, partners, and friends of the new designees please rise at this time. We would like to show our deep appreciation for your support and understanding with a round of applause.

You now possess a wealth of knowledge and I really challenge you to share it. Be an advocate for professional development and encourage others to do as you have done and pursue CPCU or some other professional development opportunity.

The best investment you can make is an investment in your knowledge. And of all the investments you could make, CPCU is by far the most sound. Believe me, CPCU is not the only way to advance your career, but I am confident that it is the best way. You made a good decision and wise investment. Having in-depth technical knowledge is so important in our industry. The knowledge you possess and how well you use it will set you apart from your peers.

Finally, I'd like to leave you with this thought. When you make an investment, you can make it even stronger by increasing how much you invest and by diversifying your portfolio; the same goes for an investment in knowledge. Please maintain a commitment to lifelong learning that will never die. Pursue another designation, teach a class, lead a study group, write an article, be a mentor. By continuing to pursue lifelong learning, you will help this CPCU investment pay even more interest than you ever imagined.

Earning the CPCU designation says a lot about you. Now whenever you meet someone or when a client looks at your business card or a colleague sees your name on a conference program, they'll know that you're a CPCU. They'll know that you dedicated a lot of hard work to bettering yourself and advancing our profession.

They'll know that you're dedicated and knowledgeable. They'll also know that you're committed to high ethical standards. All it takes is one quick look in the business press to know that those skills and that kind of commitment are highly valued in a person.

Tony Hughes, CPCU, AIC, AU, a Scottish immigrant and one of our class spokespeople in 2009, summed up very clearly what it means to be a CPCU. In his remarks in Denver, he said, "Obtaining the CPCU designation makes me feel more at home in this country and it provides me with a feeling of inclusion in a place so different to where I've spent most of my life. I belong here. This is where I'm meant to be, doing what I'm meant to do."

I know I'm not the first and I'm certainly not going to be the last to say this to you: Congratulations. Enjoy this time to celebrate. The Institutes, the <local chapter name> and I wish you the best luck in the future.

Thank you very much!