

JAMES A. GRAASKAMP COLLECTION OF TEACHING MATERIALS

VIII. PARTICIPATION IN INDUSTRY ORGANIZATIONS

F. American College of Life Underwriters

Includes Correspondence and Brochure

James A. Graaskamp
#1 Langdon Street
Madison 3, Wisconsin

Registration Board
American College of Life Underwriters
3924 Walnut Street
Philadelphia 4, Pennsylvania

March 9, 1959

Gentlemen:

The above applicant for the C.L.U. examination program requests the consideration of the Registration Board on a problem resulting from the disability of the applicant.

As a result of infantile paralysis contracted in the fall of 1950, this writer has been severely disabled with residual paralysis in all four limbs. Such disability creates a serious writing handicap in terms of legibility and/or speed. Nonetheless the applicant would be able to mark answer sheets intended for machine correction if a fountain pen may be used, and do so in the regular allotted time. However, lead pencils, ball point pens, or special crayons require too much hand pressure to be feasible.

A more critical problem area is the writing of the essay section of the exams. The enclosed application form makes note of a preference to type the examination and the additional \$10.00 fee is enclosed. The typewriter to be used, however, would have to be the applicant's own modified electric typewriter; and in addition the applicant would need occasional assistance in inserting fresh paper and/or turning pages of examination. Such an arrangement would permit the applicant to try to finish a satisfactory essay exam in the allotted time.

Consequently the applicant seeks the Board's permission to use ~~pen~~ a fountain pen on the multiple choice answer sheet, to furnish his own typewriter, and to provide for an approved assistant to aid him in turning pages, inserting fresh paper into the machine, and so forth under the supervision of exam monitors.

Enclosed is a copy of a letter from my orthopedic doctor, which was furnished other examining bodies at their request in similar circumstances. The other required papers etc. are attached to the enclosed application.

Your thoughts and suggestions on the problems thus posed are invited.

n

Very truly yours,

James A. Graaskamp

Encl: Medical affirmation, completed application, check.



THE AMERICAN COLLEGE of LIFE UNDERWRITERS

HERBERT C. GRAEBNER, C. L. U.
DEAN

BRYN MAWR, PENNSYLVANIA

August 30, 1963

Mr. James A. Graaskamp
School of Commerce
University of Wisconsin
Madison 6, Wisconsin

Dear Mr. Graaskamp:

I sincerely regret having to report to you that the Registration Board has voted to defer the award of a C.L.U. designation to you this year because you have not been teaching life insurance courses during both semesters preceding the Conferment. You taught only casualty courses during the spring 1963 semester.

At your request the Registration Board will review your case in any future year in which you will have met the requirements. The Board will consider, as valid experience, all time accrued through the month of September of a Conferment year. Therefore, if you wish to have your case reviewed next year, please write to the American College next spring so that a new application can be sent to you.

Should you have any questions concerning your qualification for C.L.U., please do not hesitate to let me know.

Cordially,

A handwritten signature in dark ink, appearing to read "H. C. Graebner". The signature is fluid and cursive, with a long, sweeping underline.

H. C. Graebner
Dean

HCG/y



THE AMERICAN COLLEGE of LIFE UNDERWRITERS

HERBERT C. GRAEBNER, C. L. U.
VICE PRESIDENT AND DEAN

BRYN MAWR, PENNSYLVANIA

I M P O R T A N T N O T I C E

TO CANDIDATES WHO COMPLETED C.L.U. OR MANAGEMENT EXAMINATIONS IN PREVIOUS YEARS

Our records indicate that you may wish to have your life insurance experience reviewed by the Registration Board this summer prior to the 1964 Conferment, which is scheduled for September 23.

Enclosed is a brochure describing the experience requirements together with an application for reporting your insurance experience.

After verification of your experience, your case will be referred to the Registration Board. Considering the large number of cases to be reviewed, we urge you to return the data form promptly.

Very truly yours,

A handwritten signature in dark ink, appearing to read "H C Graebner", written over a horizontal line.

H. C. Graebner
Vice President and Dean

HCG:ek
Enc.

April 27, 1964

Dean H. C. Graebner
The American College
of Life Underwriters
Bryn Mawr, Pennsylvania

Dear Dean Graebner:

On August 30, 1963, you reported to me that the Registration Board had deferred an award of C.L.U. to me as I had not been teaching life insurance courses during both semesters preceding the Conferment.

During the past 1963-64 academic year I have continued as a full time instructor of insurance and real estate at the University of Wisconsin School of Commerce, and I expect to advance to assistant professor in the fall. While I divide my time equally between insurance and real estate over the period of a year, the teaching load each semester will vary. Through August of 1964, my teaching responsibility will have been as follows:

Fall semester:

Commerce 542 - Property and casualty insurance - 3 cr.
Commerce 526 - Property development - 3 cr.
Commerce 279 - Real estate investment analysis - 3 cr.

Spring semester:

Commerce 543 - Advanced property and casualty insurance - 3 cr.
Commerce 544 - Life and health insurance - 3 cr.
(In association with Professor Charles C. Center)
Commerce 548 - Group insurance, pension, and profit sharing - 3 cr.
(Assisting Professor Charles C. Center)
Commerce 522 - Real estate finance - 3 cr.

Summer session:

Commerce 540 - Principles of insurance and risk management - 3 cr.
Commerce 520 - Urban land economics - 3 cr.

Dean H. C. Graebner

-2-

April 27, 1964

Now I wonder if my assignment as "team teacher" with Charles C. Center, together with sole responsibility this summer for the principles of insurance course (which deals with life insurance at some length), will meet your requirement of consecutive semesters of life insurance instruction. The teaching pattern for the next few years has been set; in the fall I will devote most of my time to real estate and in the spring to insurance. In the summer I expect to handle the principle courses as above. I may never teach two life insurance courses in consecutive semesters.

I believe my other records and qualifications are on file with you, and the typical form does not seem to bear on the dilemma as outlined above. Please consider this note of request for review of my experience requirements.

I look forward to hearing your comments on this problem of eligibility.

Sincerely,

James A. Graebner
Instructor in Commerce

JAG:kj



THE AMERICAN COLLEGE of LIFE UNDERWRITERS

HERBERT C. GRAEBNER, C. L. U.
VICE PRESIDENT AND DEAN

BRYN MAWR, PENNSYLVANIA

May 12, 1964

Mr. James A. Graaskamp
Instructor in Commerce
School of Commerce
The University of Wisconsin
Madison, Wisconsin

Dear Mr. Graaskamp:

My delay in replying to your letter of April 27 is the result of discussing your letter with some of the people here at the College to see what we could suggest to help you in meeting the C.L.U. experience requirements. I hope that we can be helpful.

The experience requirements of the College are rigid and must be met by each person qualifying for the C.L.U. designation. There is no possibility for giving credit in one semester for courses which are taught in a different semester. However, it appears to us that your course, Commerce 542, which is taught in the fall semester could qualify if you have a part of the course devoted to health insurance. The basic requirement of the College is that a college teacher must be devoting part of his teaching time to courses which involve life or health insurance. If this course does not qualify at the present time, it might be very easy for you to make it qualify by introducing some work in health insurance in the casualty section of the course.

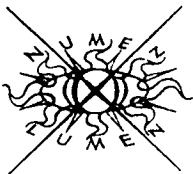
The above suggestion appears to us to be the most realistic possibility for you to complete the experience requirements for the designation. If we can help you in any other way, please let us know.

Cordially,

A handwritten signature in dark ink, appearing to read "H. C. Graebner", with a stylized flourish at the end.

H. C. Graebner

HCG:mdm



OFFICE OF THE DEAN
COMMERCE BUILDING
AREA CODE 608
262-1553

SCHOOL OF COMMERCE

THE UNIVERSITY OF WISCONSIN

October 8, 1965

Madison 53706

Mr. Paul S. Mills, C.L.U.
Executive Director
American Society of Chartered Life Underwriters
270 Bryn Mawr Avenue
Bryn Mawr, Pennsylvania 10010

Dear Paul:

We fully understand your basic problem, as outlined in your note of September 27, of locating an alternative site for the 1966 summer CLU Institute and we shall try to ease the transition problem for your group.

First, let me note that the decision conforms with long-standing provisions in Laws and Regulations of the University of Wisconsin, Chapter XI, sec. 80. These regulations are statements of policy by the Board of Regents. Of particular significance to your inquiry are general conditions (a) and (b):

- (a) The appearance of all outside groups on the campus is always conditioned by agreements, basic in which is the provision that all pertinent details are arranged by the university or subject to its formal approval.
- (b) Whenever there is an admission charge or other revenue producing activity, the proceeds must be under the control of the sponsor, i.e., the university or the governmental or public educational agency.

Permission for the insurance department to sponsor your organization in 1966 has been obtained. George Gurda, Director of Residence Halls, will hold space for you pending a decision by your board on a location. I would be happy to work with your group again, but in order that we as a department can move closer to the spirit of the University regulations, we should at least have the following semblance of control:

1. Prior knowledge of the proposed institute curriculum and speaker's roster, prior, that is, to receiving the official program materials.

Mr. Paul S. Mills, C.L.U.

2

October 8, 1965

2. A detailed account of receipts and costs for the Wisconsin based Institute.

I am very happy to be able to report that termination of your present form of program can be deferred for 1966, and I hope that this will somewhat simplify your dilemma.

Sincerely,

J. A. Graaskamp
Assistant Professor

THE AMERICAN COLLEGE OF LIFE UNDERWRITERS

Solomon S. Huebner School of CLU Studies
School of Advanced Career Studies
Graduate School of Financial Sciences



B. E. ABELLE, Ph.D., CLU
DEAN
SOLOMON S. HUEBNER SCHOOL OF CLU STUDIES

August 14, 1974

Dr. James A. Graaskamp
Associate Professor of Real Estate
Graduate School of Business
1155 Observatory Drive
The University of Wisconsin
Madison, WI 53706

Dear Jim:

Thanks for your telephone call on Tuesday, August 13. I understand your concern in obtaining copies of the brochure you prepared several years ago for the American College of Life Underwriters, dealing with real estate as an investment. You have permission, Jim, from The American College to reproduce this brochure using the facilities available to you at The University of Wisconsin for use in your classes. It is my understanding that the major demand received from The American College for the brochure has come from you for class use. It seems reasonable, Jim, that you have authority from us to reproduce the brochure for your class use.

To the extent, Jim, that a national market exists for your brochure, The American College desires to retain its copyright. Consequently, if demand for the material comes from other sources, we would prefer that that demand be channeled directly to The American College. I hope this arrangement will meet the annual need you face in having this material available for your classes.

Please let me know if you have any questions concerning this letter. We would appreciate a credit line on material reproduced there at The University of Wisconsin to read as follows:

"Copyright 1973 by The American College of Life Underwriters. Used with permission. All rights reserved. This material, or parts thereof, may not be reproduced in any form without permission of The American College of Life Underwriters."

Page 2.

Thanks again for your consideration and cooperation.

Cordially,


Barnie E. Abelle

BEA/mrp