

MEMBER PROFILE

DONALD J. CLUNE



Don was born on July 17, 1925, in Cheboygan, Michigan. He attended St. Charles Catholic Elementary School and Cheboygan Public High School. After graduation in June of 1942, Don took classes at the University of Detroit until he entered the U.S. Navy in May of 1943. He was at the Great Lakes Naval Training Base for 90 days and then transferred to a L.S.M. stationed in Norfolk, Virginia. His skipper was Captain John E. Wing who thought Don demonstrated officer material. Captain Wing entered him in the USN ROTC plan. After attending Princeton University and the University of

Virginia, he received an honorable discharge on June 12, 1946.

In 1946 Don worked for Armour & Company in Detroit for several years as a salesman. He then also worked as a salesman for Cadillac Overall Supply and Midwest Linen Company. His office was in Grayling, Michigan and he covered 48 counties in the state.



It was in the fall of 1954 when an old buddy, Dan Dacey, convinced him to apply for a sales representative position with BCBSM. He did, was hired and began reporting to Homer "Bud" Strait in Saginaw, MI. The Regional Manager was L.D. Richmond.

Don was promoted to District Manager of the Alpena office in 1959. After 4 years he was again promoted to Account Executive in the National Groups Department in Detroit. His responsibilities consisted of servicing the 12 largest enrollment groups below GM, Ford, Chrysler and American Motors. His manager was Colin Wilkinson. After a year and a half, Don requested a position out-state and was given the District Manger job in Benton Harbor. A few more successful years and another promotion to Special Enrollment Representative found him concentrating on out-state groups of 100 or more employees. After enrolling several new groups he was named "Representative of the Year" in 1969.

Shortly thereafter he asked for a transfer back to Saginaw where he had started his BCBSM career. He was granted a position as a Professional Relations Rep

calling on Physicians and Hospitals. Don then became a Supervisor in the Provider Relations Department and had seven representatives reporting to him for several years. Their job was to enroll Michigan Physicians as “Participating” and service the various Hospitals in seven counties.

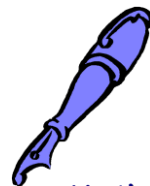
Don retired in 1988. He and his wife, Lois, celebrated 60 years of “Wedded Bliss” on October 16, 2008. What a milestone! They have three children: Linda Willard of Elkhart, IN, Lisa Lennon of Lansing, MI and Mark Clune of St. Joseph, MI (Mark passed away in 2007).



In retirement, Don has kept in touch with other retirees by being active through the Retiree Association. Golf outings and monthly luncheons of the Mid-Michigan retirees and their friends are high on his list.

He joined the Valley United Insurance Agency in Bay City, MI along with Dan Dacey a number of years ago to assist in the insurance agency’s business endeavors. The agency was started by Charlie Huggins a former Regional Manager of BCBSM. Dan & Charlie are no longer with us, but Charlie’s children continue to operate the business. Don continues to help them out with his background in health and insurance matters.

If there are any retirees, friends or former associates who would like to get in touch with Don, please contact the board via email at information@bcbsmretireeassoc.com



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