



Chapter Newsletter

Volume 2005-2006

January 16, 2006

PRIMA Offers Student Scholarships to Students of Risk Management and Insurance.

The Public Risk Management Association (PRIMA) is inviting students of risk management and insurance to apply for one of five PRIMA Student Scholarships. Scholarship recipients will attend PRIMA's 27th Annual Conference for risk management professionals in Las Vegas, Nevada from June 11-14th, 2006. The 2006 Annual Conference entitled "Turning Risks Into Rewards" will offer more than 70 education sessions and workshops covering insurance, risk and loss control, management, pooling, schools, human resources, legal and regulatory issues.

The 2006 PRIMA Student Scholarship Program, sponsored by PRIMA with the support of Arthur J. Gallagher Risk Management Services, provides students a unique opportunity to meet, talk with, and learn from expert practitioners in the public risk management field. The conference scholarship includes registration,

(Continued on page 3)

Upcoming Events & Reminders:

* **February 10, 2006**— Chapter Monthly reports and Chapter News Summary due by 5:00 p.m. EST

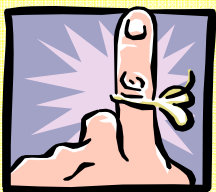
* **March 31, 2006:** — Extreme Risk Takers in Chicago, IL. Sponsored by the Alpha Alpha Chapter and the Derek Hughes/NAPSLO Foundation

* **April 2006:** — Gamma Iota Sigma Walk-a-thon to raise money for the United Way.

* **June 30, 2006:** — Submission deadline for ALL Gamma Iota Sigma Awards and Scholarships.

* **August 2006** — 6th Annual Presidents Conference in Columbus, OH

* **October 2006** — 35th Annual International Management Conference in Indianapolis, IN.



The Extreme Risk Takers



The Alpha Alpha Chapter of Gamma Iota Sigma at Olivet College and the Derek Hughes/NAPSLO Foundation are working together once again to provide another perfect symposium for the insurance students of the world. Like last years exceptional program we will be in the windy city of Chicago. The 3rd annual "Extreme Risk Takers" symposium is scheduled for March 31-April 1, 2006 and the planning and preparation will make this a symposium to remember. During the symposium we will be entertained by a Chicago Bulls game vs. the Boston Celtics, ESPN

Zone games and some of Chicago's more famous restaurants. Our location for the event is within walking distance to the magnificent mile and Navy Pier. Along with our great activities and location this conference will educate students on the ever changing surplus lines industry. If interested in attending or being a part of this symposium please call Craig Carpenter at 269-749-6605 to get more information

If your chapter would like to feature an event that promotes inter-chapter relations please send the article to Melinda Vance at grand@gammaiotasigma.org.

A word from Gabe Pringle, International Student Representative



Welcome Back!

By Gabe Pringle, AU

Well it's time once again to get another grueling semester of insurance, risk management, and actuarial science studies out of the way in hopes that we will all graduate with enough knowledge and competence to land an exciting job within our specialized industry. Over the course of this year I will begin to greet you monthly with small articles that are geared to give you an edge when you begin your career. This month we will begin a 3 part series that will give 5 new tips each month to help elevate your career.

Over my four years in college I have come to understand a lot about what motivates college students. Nearly all college students I have met are motivated by a case race challenge or a 10 round game of flip cup. Most college students find motivation in the simple things like memorizing Stewie Griffin monologues from "The Family Guy" or attempting to nail down Quagmire's signature saying "Giggity, Giggity, Giggity". A few will even spark inspiration by trying to be the first individual to surpass 700,000 friends on Myspace.com. or become top 500 worldwide in Halo 2 on x box live. But only the premier Gamma Iota Sigma students are truly motivated by meaningful career based objectives. As you come back from your relaxing break use the following simple tips from MSN.com to gain momentum in your future jobs.

1. Get a makeover.

Student fashion is "out" in the office. Low-rise jeans and hoodies were practically your uniform in college, but a professional image is crucial while you're establishing yourself at work. Get acquainted with your company dress code and buy a few basic pieces to get you started. Then, continue to build your work wardrobe a few pieces at a time, buying the highest quality clothing you can afford.

2. First impressions make lasting impressions.

When you first walk into the office, you will be silently evaluated by everyone you meet. Looking sloppy, inappropriate, disorganized or excessively nervous will give the impression you are incapable or apathetic. So dress to impress, carry yourself well and be friendly and courteous to everyone you meet.

3. Get rid of the chewing gum.

Chewing gum is unprofessional and unappealing whether you're in a meeting or helping a customer. While you're at it, avoid nervous fidgeting, don't pick your nose and stop tapping your pen on the desk.

4. Ask questions.

Don't assume anything. Hiring managers say not asking questions is one of the top mistakes new grads make during their first 90 days on the job, according to a recent CareerBuilder.com survey. Whether you're confused about an assignment, the company dress code or holiday party etiquette, just ask – you might avoid an embarrassing mistake.

5. Be willing to make the coffee.

Even if housekeeping chores aren't listed in your job description, you will be expected to do them from time to time. If you use the last sheet of paper in the copy machine, refill the tray, and if you drink the last drop of coffee, make another pot. These tasks are not demeaning – and if you refuse to do them, others may resent you for your refusal to pitch in around the office.

June 30, 2006: — Submission deadline for **ALL** Gamma Iota Sigma Awards and Scholarships. Information can be found at www.gammaiotasigma.org.

PRIMA continued.

meals, hotel room accommodations, and transportation during PRIMA's four-day educational program in Las Vegas, Nevada, June 11-14 2006. Each recipient will be matched with a risk management professional who will serve as a mentor before, during, and after the conference, and receive a free one-year academic membership to PRIMA. **The deadline for student scholarship applications is February 18, 2005. Visit www.gammaiotasigma.org for the application form.**

PRIMA is a nonprofit education and training organization for public-entity risk management practitioners. Through its conferences, seminars, publications, videos, and risk management library, PRIMA assists its members in developing cost-effective techniques for handling unique liability problems they face.

For more than 25 years, PRIMA has promoted effective risk management programs and increased risk management professionalism in state and local governments. In 1987, PRIMA created its Student Scholarship Program to increase the visibility of risk management in public administration programs at universities nationwide. PRIMA also hopes to promote risk management curricula in public administration programs nationwide.

Leaders of Gamma Iota Sigma

President.....Alan Hoffmann
President, Hoffmann & Assoc. Insurance Services

Executive Vice President.....Dr. Alan Williams
Retired (The Ohio State University)

SecretaryLance Lancour
The Oakland Companies

Treasurer.....George Gummer
President, G.A. Gummer & Assoc., Inc.

Immed. Past PresidentMike Hubbel
Advisor, Alpha Alpha Chapter, Olivet College

Vice PresidentJohn Meder
Sr. Vice President, Palmer & Cay of Ohio

Vice-PresidentChris Place
Consulting Actuary, Watson Wyatt Worldwide

Vice-PresidentJason Wells
Client Representative, Marsh, USA

Vice-PresidentDavid Goodwin
Commercial Underwriting Manager, Chubb Group of Insurance Companies

Vice-PresidentJeff Lamb
Chief Underwriting Officer, Investors Underwriting Managers

Vice-PresidentNoelle Salamone
ACE INA

International Faculty Rep..... R.B. Drennan
Advisor, Sigma Chapter, Temple University

International Student Rep.....Gabe Pringle
Alpha Alpha Chapter, Olivet College



Chapter News regarding December Activities

We want to remind everyone that it is required that every chapter submit a monthly report and a chapter news brief to the Grand Chapter. You can find the guidelines for the submissions on page 13 of this newsletter and the recommended templates for both the Monthly Report and Chapter News on the website www.gammatasigma.org/membersonly or email Melinda and she will email them to you.

ALPHA THE OHIO STATE UNIVERSITY

ZETA GEORGIA STATE UNIVERSITY

ETA UNIVERSITY OF GEORGIA

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Chapter Members	256
Inactive Members	0
New Members	5
Alumni	0
Other	0
Total	261

December led to the end of many RMIN students' college careers. Commencement took place December 17.

Special Upcoming Events:

January 18 – Resume Book Submission Deadline
 January 18 – Spring Scholarship Application Deadline
 January 19 – Atlanta RIMS Educational Conference
 January 31 – University of Georgia Career Connections
 January 31 – Spring Ins. Society/GIS Meeting
 February 1 – First Priority Deadline for 2006 Summer Internships
 February 7 – Risk Management & Insurance Careers Day

LAMBDA UNIVERSITY OF SOUTH CAROLINA

NU CENTRAL MICHIGAN UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
CURRENT MEMEBERS	10
RENEWING MEMBERS	0
NEW MEMBERS	0
TOTAL AS OF 12/31/05	10
INACTIVE MEMBERS	0
ALUMNI MEMBERS	137
OTHER MEMBERS	0
TOTAL	147

SUMMARY OF PROGRAMS HELD:

On December 5th, our annual spaghetti dinner was held at our advisor's Dr. Thomas Miles's house. Sue Guzior and a colleague, Sarah Becker, from Towers Perrin spoke at the dinner. Shelly Chubinski, our past-president, and Laura TenEyck, our past-secretary attended.

SPECIAL UPCOMING EVENTS PLANNED:

None

XI

UNIVERSITY OF CONNECTICUT-STORRS

OMICRON

ARKANSAS STATE UNIVERSITY

PI

MISSISSIPPI STATE UNIVERSITY

RHO

APPALACHIAN STATE UNIVERSITY

SIGMA

TEMPLE UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members (paid)	205
Inactive Members	0
New members	3
Alumni	752
Other	<u>70</u>
Total	1030

On December 6, Sigma Chapter, in conjunction with The Delaware Valley Alumni Chapter, hosted its First Annual Alumni Luncheon. Mr. Robert F. Clements, an industry leader and founder of Integro Ltd., served as the keynote speaker. The event focused on the issue of transparency and the challenges and opportunities facing the industry as a result. After sharing his thoughts and views relating to transparency in the industry, Mr. Clements opened the floor to answer any and all questions. This event provided Gamma Iota Sigma alumni, as well as many industry professionals with a great opportunity to learn and network. It also granted attendees the opportunity to gain unique insight into the current and future issues facing the industry from the perspective of an influential industry leader! The event was endorsed by both the CPCU Society and RIMS, and was covered by Risk & Insurance Magazine and Advisen Ltd. The event also had minor coverage in Leader's Edge Magazine in the January/February 2006 Issue. One of the main objectives for organizing an event of such magnitude was to re-establish a connection with our older more established alumni. The event did just that. A majority of the attendees were on a management level within their respective firms. 22 alumni and 20 industry representatives were present.

On December 9, Sigma Chapter members participated in a philanthropic community event. The group volunteered at the Hyatt Hotel's Philadelphia Variety Club Holiday Party. The Variety Club Camp and Development Center serves children with physical and development disabilities. Throughout the event the Sigma chapter members entertained the children and families; they also served the children their meals, drinks, and desserts. The event closed by bringing presents out to the children, which they thoroughly enjoyed.

On December 16, the Sigma Chapter held an end of the semester party, as a welcoming for the new officers and a

farewell to the graduating seniors. The officers enjoyed food and drinks while saying their goodbyes to the graduating seniors and meeting with their new fellow officers.

During December, the MIS committee designed a member satisfaction survey as part of the continuing development of the website. The survey posted online asks participants to rate the website based on its quality. Answers for the survey will be pooled together and used in considering any changes to the website. To encourage participation in this survey, respondents were automatically entered in a raffle drawing with two prizes of \$25 gift certificates for the Barnes and Noble Bookstore on campus.

Special upcoming events:

Officers' Retreat	January 13
Organizational Meeting	January 25
Alumni/Industry Temple Basketball Game	January 28

TAU

HOWARD UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	39
New Members	0
Alumni Members	8
Other	2
TOTAL	49

On **Thursday 1st December**, our Vice President and past President host a Resume Workshop for students in the Howard University College of Arts and Sciences. This was one of the efforts that were done last year that we were rewarded with a Black and Gold Award for. Because of its success, a professor invited us to teach his freshman class the ins and outs of constructing a top-class resume. **The banner was displayed**

Special upcoming events: January

E-Board Meeting	January 12, 2006
Benfield Info Session	January 26, 2006

PHI

BALL STATE UNIVERSITY

PSI

EASTERN KENTUCKY UNIVERSITY

OMEGA

MIDDLE TENNESSEE STATE UNIVERSITY

December was a short month for Omega Chapter as our usual busy agenda was truncated by the Christmas holidays. We had a General Meeting, sponsored a Toys for Tots drive for juvenile patients at a local hospital, and received our GIS – logoed sweatshirts that were purchased in November. We also prepared requests to RIMS (ABSIP program) and to the SGA at MTSU for funding for Omega Chapter members to attend the RIMS Annual Conference, Honolulu, HI, 4/23-27/06. Requests to other funding sources will follow.

ALPHA ALPHA

OLIVET COLLEGE

MEMBERSHIP REPORT NUMBER

Current Chapter Members	77
Inactive Members	0
New Members	4
Alumni	210
Advisors	2
Other (associate & honorary)	35
Total	328

On December 1, members Matt Domitrovich, John Johnson, Tony Lawrence, Ryan Morris attended the luncheon meeting of the Michigan Pond of the Honorable Order of Blue Goose International (claims representatives) in Livonia, Michigan. They networked with several alumni. Members Matt Domitrovich, Heather Hinesman, John Johnson, Ashley London, and Ryan Morris received scholarships from the Michigan Pond of the Honorable Order of Blue Goose International.

On December 2 and 3, advisor Carol Breed attended a meeting in Philadelphia for Promissor to discuss national producer licensing standards. On December 6, Advisor Carol Breed taught an Errors and Omissions class to approximately 50 insurance professionals in Lansing. On December 14, 15, and 16, advisor Carol Breed taught a producers licensing school to individuals at Hagerty Insurance in Traverse City. Advisor Carol Breed taught a CISR class (Commercial Property) to approximately 40 insurance professionals (one being a GIS alum — Amanda Taylor) and two GIS students, Heather Hinesman and Ken Lackscheide.

On December 10, member Gabe Pringle and advisor Mike Hubbel attended the Gamma Iota Sigma Executive Committee meeting in Columbus. We also took alumnus Lance Lancour with us. On December 13 and 14, advisor Mike Hubbel met with the President of Utica College in New York, and the Dean of Social Sciences and Management, to assist in the consideration of the development of an undergraduate insurance and risk management program, and strongly encouraged the inclusion of a chapter of Gamma Iota Sigma.

On December 15, CIV[UA Liason Matt Jezior attended the Central Michigan Underwriters Association meeting with member Dan Bonnell.

Upcoming Events January 2006

- 11 RIMS Meeting
- 11 Ice Skating Social
- 11 Syllabus Review/New Member Orientation
- 17 Fire Extinguishers Due
- 18 Career Development Seminar — Harold Gray (tentative)
- 18 Snow Shoveling Community Service
- 19 CMIJA Meeting
- 25 Employer Fair

ALPHA BETA PENNSYLVANIA STATE UNIVERSITY

ALPHA GAMMA UNIVERSITY OF PENNSYLVANIA

ALPHA DELTA LaSALLE UNIVERSITY

ALPHA EPSILON INDIANA STATE UNIVERSITY

**ALPHA ETA
CALIFORNIA STATE UNIVERSITY/SACRAMENTO**

**ALPHA THETA
ST. CLOUD STATE UNIVERSITY**

**ALPHA IOTA
ST. JOHN'S UNIVERSITY**

**ALPHA KAPPA
ILLINOIS STATE UNIVERSITY**

**ALPHA LAMBDA
SOUTHWEST MISSOURI STATE UNIVERSITY**

**ALPHA MU
VIRGINIA COMMONWEALTH UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	35
New Members	
Renewal Members	
Alumni Members	
Other	
Total	<u>35</u>

December 8th - The treasurer and secretary accompanied Advisor Debbi Little to Williamsburg Virginia for the holiday VA RIMS luncheon. There were several conversations with VCU/Risk & Insurance alumni.

December 9th - Jennifer Rutstein delivered the Alpha Mu donations to Angel Tree. Jennifer Hopson and Jennifer Rutstein gathered items donated by our members and tagged each item with the child's name. We donated more than 20 items to Angel Tree. **The banner was displayed.**

December 11th - Members assisted Genworth Financial with their annual Holiday party. **The banner was displayed.** There were many conversations with VCU alumni.

December 14th - Vice president Doug Rogers and Advisor Debbi Little attended the CPCU Sergeant Santa holiday event. There were several conversations with Polly Miller, a huge supporter of our program and alum of VCU/Risk & Insurance.

December 16th - Alpha Mu had an end of the semester bash. Members gathered at a local restaurant for dinner and laughs. **The banner was displayed.**

Upcoming Events:

- Richmond Chapter CPCU Meeting on January 16th
- Risk & Insurance and Finance Career Fair on February 7th

**ALPHA NU
OHIO UNIVERSITY**

**ALPHA XI
MORGAN STATE UNIVERSITY**

**ALPHA OMICRON
UNIVERSITY OF HARTFORD**

**ALPHA PI
BAYLOR UNIVERSITY**

**ALPHA RHO
FANSHAWE COLLEGE**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	17
Alumni Members	44
Other	2
Total	63

Summary of Programs Held:

- On December 1, 2005 members of the Chapter redesigned our display case that is located in the hall in B Building at Fanshawe College. The display includes our Charter, some of our awards and other items such as a T-Shirt, Hat and Portfolio all displaying our logo. The display is seen by hundreds of students every day.
 - On December 2, 2005 the Fanshawe News, an electronic newsletter sent to all faculty and staff at the college, contained an article about the Alpha Rho Chapter and our attendance at the Management Conference in October. (A copy of the article is attached to this report).
 - On December 7, 2005 VP Fundraising Michelle Wilker received the Gray Insurance Brokers Inc. Scholarship for academic excellence in her first year of the Business – Insurance program at Fanshawe College. The scholarship was presented at a special ceremony attended by college dignitaries and faculty of the Business & Management Division. Congratulations to Michelle.
 - On December 14, 2005 President Candice Morrish, VP Fundraising Michelle Wilker, and Advisor Cyndi Hornby attended the Christmas Luncheon of the London Insurance Brokers Association as their guests. The luncheon was attended by many members of the insurance industry.
 - On December 20, 2005 we delivered our Christmas basket to a family we “adopted” through the Western Area Youth Services. The family was recommended as needing some assistance to ensure a happy holiday this year. Our gift included gift certificates for a local grocery store and movie theatre as well as gifts of clothes and personal products for the family of five. The chapter also donated two Alpha Rho t-shirts for the two teenagers in the family. The proceeds for this special community service was raised through donations from individual members as well as funds available from previous fund raising events held by the chapter. Special thanks to Candice Morrish and Stephanie Reher for doing the shopping and to member Robert Marriot for the generous donation of gift certificates from his place of employment.
- Members of the chapter were especially busy during the month of December with college final exams and writing their national exams for the Insurance Institute of Canada. Meetings will be resumed when classes start back in January.

Special Upcoming Events

- January 10, 2006 – First general meeting after Christmas holiday
- January 25, 2006 – Ontario Independent Adjusters Association Conference and Career Fair
- February 11, 2006 – BX93 Country Dance Party – in association with the 741 Elgin Air Cadet Squadron

**ALPHA SIGMA
UNIVERSITY OF LOUISIANA/MONROE**

**ALPHA TAU
UNIVERSITY OF NORTH CAROLINA/CHARLOTTE**

**ALPHA UPSILON
UNIVERSITY OF HOUSTON**

**ALPHA PHI
OLD DOMINION UNIVERSITY**

**ALPHA CHI
BRADLEY UNIVERSITY**

**ALPHA PSI
UNIVERSITY OF CENTRAL ARKANSAS**

Be sure to visit www.gammaiotasigma.org to view the job opportunities and internships that are posted on the website.

Mr. Scott Lange, former Risk Manager for Microsoft, to honor in perpetuity the exceptional family and community contributions of his wife, established the Elizabeth Lange/Microsoft Scholarship in 1998. The scholarship is intended to recognize a member of a Gamma Iota Sigma collegiate chapter best exemplifying the personal character and values of Elizabeth Lange. Successful chapter, family and community contributions will hold a higher priority for the recipient than solely individual recognition.

Each year, local collegiate chapters are given the opportunity to nominate a member of the chapter for this scholarship. The application form can be found at www.gammaiotasigma.org in the members only section. Submission deadline is June 30, 2006.

Congratulations to the following members that were granted Academic Distinction by their chapter:

Veronica Fontama, Sigma Chapter
Alena Haranskaya, Sigma Chapter
Daria Kacheva, Sigma Chapter
Yana Kvetny, Sigma Chapter
Nathaniel Loughin, Sigma Chapter
Sean Pena, Sigma Chapter
Muhammed Rahim, Sigma Chapter
Congxin Xie, Sigma Chapter
Lin Juan Yu, Sigma Chapter

The crossroads of GIS: Racing toward tomorrow”
35th Annual GIS Management Conference
October 2006 Indianapolis, IN

Hosted by: Alpha Epsilon Chapter, Indiana State
University



“Never suffer youth to be an excuse for inadequacy,
nor age and fame to be an excuse for indolence”

— Benjamin Haydon



Monthly Report Guidelines

Each Chapter is **REQUIRED** to submit monthly reports to Grand Chapter using the Monthly Report of Chapter Activity format and a Chapter News Release.

1. A Monthly Report shall consist of the completed prescribed form and all supporting documentation, which corroborate the statements made on the form.
1. Each monthly report, including documentation, must be received at Grand Chapter by the **10th (tenth) of each month, by 5:00 p.m. EST. (Includes the hard copy report, all documentation and the email version of the Chapter News Release)**
1. **Submit a 250 words-or-less "Chapter News" Release. This document will be used to "cut and paste" into the Monthly Chapter Newsletter.** It should represent a synopsis of your chapter's activities for the latest month.
4. Please submit the "Chapter News" Release by:
 - **E-mail** - grand@gammaiotasigma.org . Grand Chapter uses Microsoft Word 2000. This document will be used to "cut and paste" into the Monthly Newsletter.
 - Release is due by the 10th (tenth) of each month, by 5:00 p.m. EST
5. Please submit the monthly report with supporting documentation by:
 - **Mail** - Gamma Iota Sigma, Grand Chapter, 17 S. High St. Ste. 200, Columbus, OH 43231
 - **FAX** - 614-221-1989. (If all supporting documentation is included)
 - Report and supporting documentation is due by the 10th (tenth) of each month, by 5:00 p.m. EST
6. You may send several reports at once with "no activities this month" written on each one for the months of July and August or summer activities may be reported on the report due by September 10th.
7. Points are given for the Bowers Award based on timely Monthly Reports being submitted.
8. Be consistent in reporting membership and meeting data. This information is used in determining the Bowers Award.
9. Be sure to report all your activities. This information is used in determining the Bowers Award.
10. Send copies of letters, news releases/publicity to members, newspapers, sponsors and advertising.
11. All sections of the report should be filled in or commented on each month. If not applicable write "no activities this month".
12. Remember that the report that you submit should reflect the prior months activities. (Example: If report were Due May 10th you would report on the activities for the month of April.)

**Templates and format directions can be found on the Grand Chapter Website
www.gammaiotasigma.org in the Administrative Guide Section.**

**Gamma Iota Sigma
Grand Chapter**

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If you have any suggestions for the Chapter Newsletter or have an article or news Item you would like to see in the Newsletter please contact Melinda Vance at the Grand Chapter.

The purpose of Gamma Iota Sigma is to promote, encourage, and sustain student interest in insurance, risk management, and actuarial science as professions; to encourage the high moral and scholastic attainments of its members; and to facilitate interaction of educational institutions and industry by fostering research activities, scholarship, and improved public relations.