



Chapter Newsletter

Volume 2005-2006

March 23, 2006

Upcoming Events & Reminders:

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

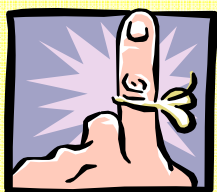
* **March 31, 2006:** — Extreme Risk Takers in Chicago, IL. Sponsored by the Alpha Alpha Chapter and the Derek Hughes/NAPSLO Foundation

* **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 25 - 27, 2006** — 6th Annual Presidents Conference in Columbus, OH

* **October 12 - 14, 2006** — 35th Annual International Management Conference in Indianapolis, IN.



Learn from History: Ethics do matter

An article written by Michael A. Hines, a past president of the Alpha Alpha Chapter of Gamma Iota Sigma at Olivet College. Mr. Hines is now a broker in the Atlanta office of American Wholesale Insurance Group.

It seems today that the very most important key to success has been missing from business literature and discussions: ethics. It is possible to run a profitable business in a “cut-throat” competitive business world, practicing good ethics in all business matters, and still make a profit in the long run. I would argue that a business would be more profitable in the long run. Furthermore, good ethics are

necessary in the business of insurance.

Although the principles of ethics are easy to comprehend, they’re not always easy to follow. So what are good ethics? As I learned in my studies at Olivet College in our “Ethics and Presentations” course: business ethics comprises principles and standards that guide behavior in the world of business. These principles and standards are especially important to the business of insurance because our business is based on the principle of *uberrima fides*, meaning “utmost good faith.” Insurance contracts require a higher degree of faith than other commercial contracts, which are merely

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Awards & Scholarships Deadline



The submission year is July 1, 2005 thru June 30, 2006. The deadline for all of the chapter awards and scholarships is June 30, 2006 at 5:00 EST. The awards & scholarships will be presented at the 35th Annual International Management Conference in Indianapolis.

Date for the 2006 Presidents' Conference Announced

Mark August 25-27, 2006 as the dates for the 7th Annual Presidents Conference here in Columbus, Ohio. All Chapter Presidents are invited and encouraged to attend. All travel, hotel and meal cost is covered by the Grand Chapter so there is no reason why your chapter should not be represented at the conference.

Management Conference Update

With the summer months soon upon us and many of you getting ready to head home make sure you mark your calendars for the 35th Annual Management Conference. It is sure to be a great time in Indianapolis. So mark October 12-14, 2006 on your calendar and plan to join us for some food, fun and fraternalism.



We will be staying at the Marriott Indianapolis East in Indianapolis, IN. The hotel registration deadline is September 18, 2006. The room rate is \$109.00 per room up to 4 people. Each person/chapter is responsible for making their reservations and payment.

For those members that are graduating remember that alumni are always welcome to attend the conference. Look for more information as it becomes available on our web site www.gammaiotasigma.org

Learn from History: Ethics Do Matter

(Continued from page 1)

bona fide or “good faith” contracts. Uberrima fides means that there must be full disclosure of information between the insured, agent, and insurer. The industry relies so much on this principle that if it were ignored, then the entire system would collapse – as we came close to seeing at Lloyd’s of London.

In the 1970’s, unethical, and possibly ignorant, people in the insurance industry took advantage of this system based on utmost good faith. Brokers brought risks to be insured at Lloyd’s that included treacherous exposures, such as pollution liability and asbestos, *without fully disclosing the risks that the underwriters would be assuming*. In the 1980’s, this unethical behavior brought the venerable Lloyd’s of London to the very brink of destruction – and possibly the entire system of financial security along with it!

It’s becoming more and more difficult to act ethically in a society that is driven by increasing stockholder profits. All too often, business men and women disregard ethics to

increase profits. Good ethics itself may not attract more business, but it will help keep insurer and agency retention levels higher over the long run. And we all know, the cheapest piece of business to put on the books is the one that’s already there. Good ethics may not directly increase income, but it will increase the bottom line. And certainly, a reputation of poor ethics will drive away business.

At some time in our lives, we’ve also learned that we may be faced with the question: “which is more important, my personal ethics, or corporate ethics?” That is a very difficult question that can only be answered on an individual basis, and may require one to reassess their relationship with a business that follows a different code of ethics.

I challenge our business to demonstrate character and integrity, and build and preserve a respectable image for our business, by practicing good ethical behavior. We must... history teaches us that unethical behavior could cause our business to fail.

How to Prepare for the workplace - Part One

By Dr. Caitlin Williams

It's only natural to wonder what 2006 will hold. The past two decades have brought enormous changes, and with them, new ways to think about doing business and getting work done. With these new possibilities have come new pressures.

On the heels of these changes, it's no accident that a magazine like Fast Company and the book, "Voluntary Simplicity," are hot items right now. We're all looking for tools to help us to work smarter and faster, and at the same time, to slow down and catch our breath.

How should you position yourself to thrive in this environment? How do you add value to an organization, stay aware of shifts in customer and market demands and take care of yourself at the same time? The best advice may be to pay attention to the present and the future simultaneously.

Many people already have the ability to keep one

eye on what's ahead and the other on tasks that need doing immediately. To succeed in the workplace, you must be able to scan the horizon for what's next and manage your career simultaneously, say career experts. Following are 10 ways of thinking that can enhance your performance in the workplace.

1. Think resilience

You probably have heard that in the workplace, you, not your employer, must manage your career. But what does this mean? How do you start practicing career self-reliance? One way is to develop an approach to work and career development that makes you more resilient. For example, look at your current and future positions as more than just "jobs."

Focusing on a job means focusing on the narrowest definition of what you can do, says Richard Knowdell, a career counselor and president of Career Research and

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

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
Managing Director, Wachovia/Palmer & Cay

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-President.....Jeff 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



35th Annual International Management Conference

October 12-14, 2006
 Indianapolis, Indiana

Hosted by the Alpha Epsilon Chapter,
 Indiana State University

Marriott Indianapolis East

More information at www.gammaiotasigma.org

Presidents' Conference 2006

Fraternalism Works!

The Presidents' Conference is sponsored by the Grand Chapter for the training of collegiate Chapter Presidents.

You can't afford to miss Gamma Iota Sigma's 2006 Presidents Conference so come and **Join Us!!**

August 25-27, 2006
Marriott East, Columbus, OH

Why the President Needs to Attend

Learn the latest on managing your chapter.
 ✧
 Networking opportunities with other chapter Presidents.
 ✧

This just isn't another seminar. You will find stimulating discussions on topics that trigger new insights and solve problems within your chapter.

Visit: www.gammaiotasigma.org

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

Chapter News regarding February 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	104
Inactive Members	0
New Members	1
Alumni	0
Other	0
Total	105

**Note the number of member decreased significantly because we eliminated graduates in December and from previous years.

March 7th was the midpoint of the semester, so we (as students) are halfway done! Fall internship papers were due on the same day.

Special Upcoming Events:

March 22-31 – Intern for a Day
 March 28 – Athens Insurance Expo
 April (TBA) – Spring Insurance Society/GIS Banquet

LAMBDA UNIVERSITY OF SOUTH CAROLINA

NU CENTRAL MICHIGAN UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
CURRENT MEMEBERS	12
RENEWING MEMBERS	0
NEW MEMBERS	0
TOTAL AS OF 11/30/05	12
INACTIVE MEMBERS	0
ALUMNI MEMBERS	135
OTHER MEMBERS	0
TOTAL	147

SUMMARY OF PROGRAMS HELD:

On February 13th, we had our first meeting of the month. We had nominations and elections for a new president and secretary for next semester. Also, we talked about upcoming speakers and plans for inductions.

On February 22nd, there was a career fair being held at Central Michigan University by Alpha Kappa Psi. Many different companies were there including Auto-Owners. The fair was open to all CMU students and students from other schools came as well.

Another meeting was held on February 28th. Brad Wahr came to speak with both GIS and KME. Brad Wahr worked for Plante & Moran for two years and currently is employed by Mercantile Bank of Michigan. Also, Brad graduated from CMU and was a member of GIS.

SPECIAL UPCOMING EVENTS PLANNED:

General Meeting	3/13/2006
Inductions	3/27/2006

XI

UNIVERSITY OF CONNECTICUT-STORRS

MEMBERSHIP REPORT NUMBER

Current Members	13
New Members	20
Alumni Members	14
Other	0
Total	47

On **February 6th & 16th** several members participated in intramural co-recreational water polo game.

On **February 7th**, members attended a chapter meeting to discuss upcoming semester events.

On **February 21st**, members attended a chapter meeting to discuss the upcoming social event and speaker series.

On **February 23rd** several members attended a bowling social event sponsored by Hartford Life. Last year's president, **Matt Blanchette**, attended. Members talked with the Hartford Life actuarial students about exams and working at their company.

On **February 28th**, program director, Louis Lombardi, sent an email to all actuarial students inviting them to the nights speaker series sponsored by the chapter.

On **February 28th**, members attended a speaker series with Towers Perrin, an international consulting firm.

Special upcoming events:

Speaker Series (Hartford Life)	March 14
Social event	March 19
Chapter meeting	March 21
Stafford HS Teen Night (volunteer)	March 24
Paintball with Hartford Life	April 1/2
Speaker Series (Phoenix)	April 4
Speaker Series (St. Paul Travelers)	Late April

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)	235
New members	28
Alumni	781
Other	<u>81</u>
Total	1125

During February, Sigma Chapter hosted presentations by *Distinguished Guest Lecturers*, Karen Spring, Managing Director of the Construction Division for St. Paul Travelers, Linda Kaiser of Cozen O'Conner Attorneys and Former Pennsylvania Insurance Commissioner, Glenn Spencer, Senior Vice President in the Operations Group of Lockton, and Brian Dowd, Chairman and CEO of ACE USA. The speakers lectured about various topics ranging from daily risks, their experiences in the industry, and many other industry issues.

On February 16, the Sigma Chapter hosted its first Alumni Happy Hour of the Spring semester. The happy hour enabled current members and alumni to gather in the Center City area and enjoyed half-priced appetizers and drink specials as well as networking opportunities. The event was held at The Public House restaurant and well was attended by members and alumni alike.

On February 27, the Sigma Chapter held its annual Risk Management and Insurance Internship Reception. The reception is the culmination of many weeks worth of preparation and professional development. In order to attend the reception, students must complete the entire required "Road to the Resume Book" process which includes an interview workshop, mock etiquette workshop, mock interview, and resume review. After an incredible amount of preparation, student were ready to approach any of the 30 firms present at the reception in hopes of convincing industry representatives that they are qualified for an interview. 30 different companies were present at the reception with a total of 75 industry representatives.

Special upcoming events:

Distinguished Guest Lecturer - Michelle Leighton	March 1
Alumni Happy Hour	March 2
Intern Presentation	March 3
Committee Meetings	March 13, 20, 27
Distinguished Guest Lecturer - Charmaine Libier	March 15
Corporate Trek	March 16, 21
Career Presentation	March 17, 24
Officer Meetings	March 17, 31
Philadelphia Excursion	March 18
Soup Kitchen	March 19
Distinguished Guest Lecturer - Joseph Rosalie	March 22
Philabundance	March 25
Beef n' Beer	March 25
Ronald McDonald House	March 16
Distinguished Guest Lecturer - Dan Conway	March 29

**TAU
HOWARD UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	22
New Members	0
Alumni Members	8
Other	2
TOTAL	32

On **Thursday 9th February 2006**, Gamma Iota Sigma, Tau Chapter held an information session with Marriot International – Risk Development. The purpose of the information session was to make members aware of the company and develop a beneficial link with the company’s representatives. **The banner was displayed. 8 students were in attendance. (See attached)**

On **Tuesday 7th February 2006**, Gamma Iota Sigma Tau members were in attendance at Nationwide Financial Service’s Information Session. This session gave students the chance to learn more about the company in preparations for interviews the next day. **The banner was displayed. 5 students were in attendance.**

Special upcoming events: March

Information Sessions with Zurich Inc. (**Thursday 2nd March 2006**) and Highmark Blue Cross Blue Shield (**Thursday 9th March 2006**)

Actuarial Science Seminar courses for Exams P and FM begin on Friday March 3rd 2006.

**PHI
BALL STATE UNIVERSITY**

**PSI
EASTERN KENTUCKY UNIVERSITY**

**OMEGA
MIDDLE TENNESSEE STATE UNIVERSITY**

General Meetings, March 7 and March 21 (Jones speaks)
Quiz Bowl, March 28
Initiation Banquet, April 11
Chair of Insurance Golf Tournament, April 18
Career Fair, April 25
Highway pickup, early May

**ALPHA ALPHA
OLIVET COLLEGE**

**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

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	21
Inactive members	0
New members	20
Alumni	
Total	

Prior to Valentine's Day, the Alpha Iota Chapter began advertising the "Stupid Cupid" Singing-Telegram Service. The fundraiser allowed students on the Queens campus to select a song that would be sung to the person of their choice by Gamma members. Complimentary chocolates were given to the recipient of the telegram and a digital photo of the experience was emailed to the student who placed the order. Seven Gamma members volunteered their service on **February 14th**. Our chapter turned over a small profit of \$37.

On **February 7th**, the Alpha Iota Chapter had a general body meeting on the Queens Campus. The students finalized the plans for the Valentine's Day fundraiser. They also set up a Phone Tree to keep in contact with all members.

On **February 14th**, the Alpha Iota Chapter had a general body meeting on the Queens Campus. The students discussed the Valentine's Day fundraising results and talked with a Student Activities Representative to get recognition on the Queens Campus.

On **February 21st**, the Alpha Iota Chapter had general body meeting on the Queens Campus. The students discussed ideas for future fundraisers like activities for St. Patrick's Day.

On **February 28th**, the Alpha Iota Chapter had an executive board meeting on the Queens Campus. The board discussed the upcoming career fair on the Manhattan Campus and how to get all members involved and also the RIMS Conference.

ALPHA KAPPA ILLINOIS STATE UNIVERSITY

On **February 15th 2006**, a handful of G.I.S. members were able to attend the Mid-IL RIMS chapter meeting. While at the meeting the students were able to sit in and listen to members of the insurance industry and hear about the issues that are facing their particular part of business.

On **February 10th 2006**, a dozen Gamma Iota Sigma members were able to take a company visit to State Farm. While on the company visit to State Farm the students were able to visit the claims lab and watch first hand how they fix up the cars that are in accidents. The main purpose of the claims lab is to try to find ways to fix cars with damage at a cheaper price so the company does not have to pay out so much money in claims.

On **February 14th 2006**, a handful of Gamma Iota Sigma members and students of the Katie School of Insurance made a trip to Springfield Illinois to the state capital for the insurance legislative day. While they were there they were able to sit in a couple of different sessions and then headed over to the capital building to watch first hand how insurance related topics are dealt with on a state level.

On **February 23rd 2006**, the Katie School of Insurance and Gamma Iota Sigma had guest speaker Dr. Michael Theil, from Vienna Austria. Dr. Theil is the department chair of his local Insurance school at a university in Austria. At his presentation Dr. Theil talked about the state of the European Union and how they deal with international business. Also he talked in detail about

how the European Union deals with such things as risk management and other aspects of insurance.

On **March 3rd 2006**, a group of 13 Gamma members attended a company visit to AIG and Marsh in Chicago. In the morning session at AIG each student was assigned an employee to shadow and was able to sit down on a one on one basis and ask questions that they may have that dealt with underwriting. In the afternoon the members of the Alpha Kappa chapter went on a visit to an insurance broker; Marsh. At this visit the members were able to sit down and talk to two or three brokers on how they work on placing a piece of business in the industry.

ALPHA LAMBDA MISSOURI STATE UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	?
New Members	3
Alumni Members	?
Advisors	2
Other	<u>0</u>
Total	?

Summary of Programs Held:

February 3rd, two officers attended and participated in Trivia Night at the Oasis Convention Center. The proceeds for this event go into a CPCU scholarship fund for local students. The team that the officers were on received third place in the event.

February 5th, Alpha Lambda sponsored a bowling team for a benefit with the Springfield Association of Insurance & Financial Advisors; the proceeds went to MDA and two officers bowled for the event.

February 13th, we had an organizational meeting with speaker Larry Giggy, Fire Marshall from Springfield Bomb Squad. **THE BANNER WAS DISPLAYED.**

February 27th, three officers met to discuss the balance of the semester. A new member also attended with the knowledge that the secretary position was open.

March 11th-15th, Missouri State University's Risk Manager in Residence, Mary Daniels, will be visiting Springfield.

March 14th, the local RIMS chapter will be hosting a dinner for the Risk Manager in Residence in which Alpha Lambda students are invited.

February 10th, the monthly reporting to Grand Chapter was sent off. The president asked some questions regarding the members and the Grand Chapter website.

February 28th, congratulations to our new secretary!

February 28th, this month we had three new members sign up for the organization.

Special upcoming events:

March 14th	Dinner with local RIMS chapter (Organizational Meeting)
March 28th	Officers Meeting
April 13th-14th	Field trip (details TBD)
April 29th	COBA Awards Banquet for scholarship recipients
May 1st	STAR (Student Talents and Achievements Recognition) Awards for student organizations

ALPHA MU VIRGINIA COMMONWEALTH UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	38
New Members	5
Renewal Members	1
Alumni Members	

Other	
Total	44

February 2, 2006, member's meeting held. Speaker, Ed Curry took notes on the fraternity and students for an upcoming article. Twenty-one members were present. Banner displayed.

February 7, 2006, GIS hosted a career fair in the Virginia Commonwealth University School of business. Glenn Harris and G Shrestha GIS alumni attended. Officers and members volunteered their time to work the registration and recruitment table. Banner displayed.

February 8, 2006, Advisor Debbi Little, Meredith Bryant, Douglas Rogers, Jennifer Hopson and Jennifer Rutstein attended the I Day on the Hill Conference in downtown Richmond.

February 20, 2006, Officers Meeting attended by Advisor Debbi Little, who is a GIS Alumni, Jennifer Hopson, Jennifer Rutstein, Mike Hodges, Douglas Rogers and Catherine Mawyer. GIS banner displayed.

February 23, 2006, CPCU meeting Doug Rogers, Jennifer Hopson, Debbi Little, and Mike Hodges attended. Kevin Huffman from Westfield Insurance sat with GIS members. Kevin is a GIS alumnus from Ball State. Polly Miller also attended this meeting; she is an alumnus of the Risk and Insurance Studies Program at VCU.

February 25, 2006, Habitat for Humanity ReStore work volunteers included Craig Tatro, Chris Sullivan, Doug Rogers and friends.

February 27, 2006, Officers Meeting attended by Advisor Debbi Little, who is a GIS Alumni, Meredith Bryant, Jennifer Hopson, Jennifer Rutstein, Mike Hodges, Douglas Rogers and Catherine Mawyer. Banner displayed.

February 28, 2006, 12th Annual International Business Forum held at VCU. Various members attended.

Upcoming Events:

Member's meeting will be held March 7 our speaker will be the Risk Manager for Virginia Commonwealth University.

VCU's Risk and Insurance Studies Center will be hosting the first annual Insurance Conference on March 14. The title of the conference is Fraud: Fighting the Dark Side of Insurance.

Olivet College will be hosting "The Extreme Risk Takers" NAPSLO Symposium from March 31-April 1.

ALPHA NU OHIO UNIVERSITY

ALPHA XI MORGAN STATE UNIVERSITY

ALPHA OMICRON UNIVERSITY OF HARTFORD

ALPHA PI BAYLOR UNIVERSITY

ALPHA RHO FANSHAWE COLLEGE

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**

2-9-2006 We did not have a chapter meeting. Instead members had a chance to participate in dress for success workshop put on by Career Services.

2-16-2006 The scheduled speaker did not show, so we had a brief business meeting. Topics were the resume book, applying for internships, and submitting applications for outstanding teacher award. 13 members attended. The banner was displayed.

2-23-2006 The speaker was Phillip Snell from Federated Insurance. He talked about how approach interviews and take them seriously. He also discussed the niche markets Federated targets including: workers compensation, employee benefits, and commercial insurance. The outstanding teacher award was discussed again for students to submit applications. 12 members attended. The banner was displayed.

3-2-2006 The speaker was Robert Bluhm from Arkansas Blue Cross Blue Shield. He talked about the underwriting of health insurance. He also discussed the roles of actuaries in the company. We announced that people that don't pay dues will not be included in the resume book. 15 members attended. The banner was displayed.

actuary	DUHAZARDRTTPNOPEBEIA	International
annuity	RNCAYNRAPNNOIRRDLCAM	liability
beneficiary	ADHAMYAE E E E A L G E O I A N R T	marine
broker	WERMPGCRRTI REBSCAYC	members
captive	ARLAOTIAIELCEAAOKRTA	peril
college	SWNAWLISLRUYKNBNAUIR	policy
consultant	MRNINAEVAISDONILNSLT	probability
contract	AISPYOSEETNSRULBDNIN	property
Edison L Bowers Award	ITATYFIKMEOABIIOGIBO	retirement
excess	LEFNTTITERCITBTWOIAC	risk
fraternity	LOEANIINAESYAAAYELCIE	safety
gamma iota sigma	IMTITUWNMNWBRMTRDALM	underwrite
hazard	WIYXNAICRERLTNMSSEOI	Warren L. Weeks Award
HMO	CDRAWAITTEDENEBATINA	Anita Benedetti Award
indemnify	NENIRAMNYNTNTEOWGTAA	Black and Gold
insurance	AIRMEMBERSNAINRAUAAN	Alan C Williams Award
	LRHEOYRAUTCARPIROKPN	
	AIBENEFICIARYFRDARIU	
	LSROEBCOLLEGEAMRAWCI	
	CKBTINSSECEXPORY	



If A is a success in life, then A equals x plus y plus z.
Work is x; y is play and z is keeping your mouth shut.

-- Albert Einstein



(Continued from page 2)

Testing in San Jose, Calif. "That will be the opposite of serving a person well," he says.

Often, a "job" is the unit of work that's most vulnerable to cuts and downsizing. Taking a more open-ended approach, which includes "the ability to be flexible and willing and able to make changes and move," will actually provide more security, he says.

What's "going to give people the most security is not to focus on a box to climb into," he says, adding that this advice is the opposite of what previous generations thought.

Being career resilient means seeking opportunities that may not present themselves neatly through job postings or the classifieds. Look for shifts in market and customer demands and new fields and new products being developed, Mr. Knowdell suggests. This will help you to know where to focus your professional development plans, gain necessary training, identify companies that may be hiring and apply to project teams or special assignments that will position you for future opportunities.

2. Think bigger picture

Just as being job-focused is too narrow, so is thinking solely in terms of your department or project. Ask yourself how your work fits into the overall goals of the organization. If you're in career transition, learn more about how the work you want to do fits the overall direction of the field you're interested in.

In the fast-paced, high-technology industry, having this perspective is particularly important if you hope to rise through the ranks, says Joe Eng, vice president at Trans Pacific International in San Francisco and dean of student affairs at Northwestern Polytechnic University in Fremont, Calif., a high-tech training ground.

Candidates for senior-level jobs in the industry "need to have some idea of the interrelationships within a corporation, what the bottom line means and how their work will affect the bottom line," Mr. Eng says.

Many employees don't take this approach. Instead, they call themselves good technical people. "That's fine if you want to work in the lab all your life, but that isn't management material," he says. "For corporations who are looking for someone who can take charge of the company, the right candidate will be very sensitive to the bottom line."

3. Think skills

To be most successful, you must think about your skills in the broadest sense. Don't limit yourself to the items on your resume or last job description. Your skills include the full

range of abilities and talents that qualify you for your next assignment. It's the ability to use these skills, often in new and different ways, that can differentiate you from others.

4. Think hyphenation

Your ability to repackage your skills in ways that add value is critical. Jennifer Jarratt, a futurist and vice president of Coates & Jarratt Inc. in Washington, D.C., says having a single specialty was once adequate to advance during a career.

"Now, workers who are really valued have an additional 'something.' It might be an engineer with an M.B.A. or a foreign language, or a nurse with financial skills," she says. "The ability to cross one or more skill boundaries is becoming highly regarded. [This] could mean a computer person with social, business or legal skills, depending on what you want to write software for or what kinds of problems you want to solve."

5. Think global

New and established companies are going global, in some respect. They may use a supplier from one country, a customer-service center in another country and an outsourced service from another. Experts expect this trend to continue and intensify. This means that you, too, need to be ready to do business globally.

Start by educating yourself about the global market for the products or services your company provides. Learn more about your company's competitors. Ask yourself these questions: What's the impact on you as your company does more business globally? Do you have a foreign-language skill? Are you sensitive to cultural workplace issues outside the U.S.?

Also consider whether you're prepared for an overseas assignment or to become a global player and seek training if you're not. A shortage of global managers may develop as international corporations continue to seek candidates with international skills to help them cope with this economic trend, reports "Workplace Visions," a publication of the Society for Human Resource Management.

The percentage of the workforce who can manage international situations, set up a new plant, negotiate, run a new system or engage in developing business overseas is quite small," says Ms. Jarratt.

Stay tuned for part two next month!

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.