



Chapter Newsletter

A word from Doug Rogers, International Student Rep.



A New Year for New Goals

Welcome to 2007 everyone! It's time to go to work on those New Year's Resolutions and there's no better time to get started than right now. The best way to get yourself into action is to clearly define what it is you want to accomplish. My marketing professor once told me "it's just a dream until you write it down, then it becomes a goal."

To help you achieve some goals this year let's start by defining the word "goal." A goal is an objective or purpose, and it's as essential to success as air is to life. Success requires heart and soul effort and you can only put your heart and soul into something you really desire.

An important thing to remember when setting a goal is that it's not where you were or where you are, but where you want to be. So make sure you set goals to get things done and each time you do something ask yourself, "Will this help take me where I want to go?"

Here's a quick 8 step guide Dr. David J. Schwartz created in 1959 for his book entitled, *The Magic of Thinking Big*:

1. Get a clear fix on where you want to go. Create an image of yourself 10 years from now.
2. Write out your 10-year plan. Your life is too important to be left to chance. Put down on paper what you want to accomplish in your work, your home, and your social life.

3. Surrender yourself to your desires. Set goals to get more energy. Set goals to get things done. Set goals and discover the real enjoyment of living

4. Let your major goal be your automatic pilot. When you let your goal absorb you, you'll find yourself making the right decisions to reach your goal.

5. Achieve your goal one step at a time. Regard each task you perform, no matter how small it may seem, as a step toward your goal.

6. Build 30-day goals. Day-by-day effort pays off.

7. Take detours in stride. A detour simply means another route. It should never mean surrendering the goal.

8. Invest in yourself. Purchase those things that build mental power and efficiency. Invest in education. Invest in idea starters.

Even though these tips are written for an individual to use, don't think that you can't apply them to your chapter. Get with your officers and members and write down where it is that you all want to be in one month, at the end of the semester or three years from now. Think big when you put those goals on paper and good luck in achieving your chapter's objectives.

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Upcoming Events & Reminders

- * **February 10, 2007**— Chapter Monthly reports and Chapter News Summary due by 5:00 p.m. EST
- * **June 30, 2007**: — Submission deadline for **ALL** Gamma Iota Sigma Awards and Scholarships.
- * **August 1, 2007** — Registration deadline for the 2007 Presidents Conference
- * **August 24-26, 2007** — 7th Annual Presidents Conference in Columbus, OH
- * **September 17, 2007** — Early Bird Registration deadline for the Annual Management Conference
- * **October 11-13, 2007** — 36th Annual International Management Conference in Washington, DC. Hosted by Tau Chapter at Howard University.

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

Account Manager, The Oakland Companies

Treasurer.....George Gummer

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

Immed. Past PresidentJohn Meder

Managing Director, Wachovia

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

Vice-PresidentH. Ross Totten

President, Totten Insurance Group

International Faculty Rep..... R.B. Drennan

Advisor, Sigma Chapter, Temple University

International Student Rep.....Doug Rogers

Alpha Mu Chapter, Virginia Commonwealth Univ.

**Be sure to visit www.gammaiotasigma.org
to view the job opportunities and intern-
ships that are posted on the website.**

Presidents' Conference 2007

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 2007 Presidents Conference so come and **Join Us!!**

August 24 - 26, 2007

Columbus, OH

Why the President Needs to Attend

Learn the latest on managing your chapter.

✦

Networking opportunities with other chapter Presidents.

✦

**Visit: www.gammaiotasigma.org
to register**

Governing our Lives . . .

Gamma Iota Sigma Tau Chapter Presents:

Storming The Capitol . . . A Coup de Tau

36th Annual Gamma Iota Sigma Management Conference

Washington, D.C.

October 11 - 13, 2007

. . . Governing our Chapters

Howard University Founders Library

The ΓΙΣ ANITA BENEDETTI MEMORIAL AWARD

The Anita Benedetti Memorial Award was created in 1996 in memory of Anita Benedetti who was one of our nation's foremost advocates of risk management education. Anita spent 18 years with RIMS and was appointed Deputy Executive Director in 1993. She was also president of the Spencer Foundation, which promotes the study of risk management and has awarded more than 175 scholarships since it was founded in 1979. During Ms. Benedetti's tenure, its assets grew to nearly \$2,000,000.

Anita was also a member of Gamma Iota Sigma's National Board of Trustees and was instrumental in establishing the blossoming relationship between RIMS and Gamma Iota Sigma.

In 1994, she was the first recipient of ARIA's President's Award. In 1995, she became only the second RIMS staff member to receive RIMS' highest honor, the Dorothy and Harry Goodell Award.

ΓΙΣ National Chapter Awards

In 1972, the Grand Chapter initiated the Edison L. Bowers Award as a method to recognize and encourage collegiate chapter excellence. As the fraternity grew and matured, the Grand Chapter soon realized, that although each year only one chapter could be selected as the Bowers Award winner, many chapters were developing exceptional programs in various Bowers Award categories. It was felt these efforts should be appropriately encouraged, as they were basic and vital to the growing professional stature of Gamma Iota Sigma. To help guide each collegiate chapter towards improving specified areas of performance, four additional awards have been created.

CHAPTER MANAGEMENT

The Chapter Management award was developed to encourage effective chapter management and officer leadership skills.

MEMBERSHIP DEVELOPMENT

The Membership Development award provides special recognition to those collegiate chapters able to document a demonstrated commitment to chapter growth, membership maturation and chapter perpetuation.

ALUMNI RELATIONS

The Alumni Relations award was developed to encourage all collegiate chapters to establish a

This award has been created to recognize a Gamma Iota Sigma member for outstanding participation with RIMS on both the local and national levels.

This award will be presented at the Annual Management Conference.

Faculty Chapter Advisors should submit nominations to Grand Chapter by writing a letter of reference supporting the nomination of the student. In this letter, please indicate specifically how/why the particular student's involvement with RIMS is meritorious and should be recognized.

Grand Chapter should receive submissions no later than June 30th at 5:00 p.m. EST. Submissions can be received by e-mail, Fax or standard mail.



participatory relationship with alumni members of the fraternity.

PUBLIC RELATIONS

The Public Relations award was developed to encourage all collegiate chapters to establish and cultivate a program promoting a positive image of Gamma Iota Sigma as a national professional fraternity within the campus and greater public communities.

These awards can be earned by:

- collegiate chapters meeting all stated criteria for each award
- citing each specific criteria with one or two examples
- keeping the award application to two pages maximum
- formally applying to Grand Chapter for award consideration by June 30th at 5:00 p.m. EST.

Submissions can be received by:

Email - grand@gammaiotasigma.org

FAX - 614-221-1989 or

Standard mail – 17 South High Street Ste.
200., Columbus, OH 43215

Chapter Publicity

"First you've got to do it; then you've got to tell people about it."

We've already discussed how useful a newsletter can be in communicating with your members. How then, can we get the word out about Gamma Iota Sigma to the local insurance industry and other non-members? You can approach the industry and non-members through personal contact through what they watch on television or through what they read. Since contacting everyone personally or gaining television coverage of your chapters' activities is impractical and for the most part not feasible, your best approach will be to make Gamma Iota Sigma known through what people read.

The best way to contact the print media is by using a well-written press release. Basically, a press release is appropriate for publicizing just about every or any occasion. The trick is to determine what each publication considers as newsworthy enough for print. Some newsworthy ideas suitable for a press release might include: Appointments of officers; Competitions with other groups; Awards your chapter or individual members have won; Education seminars or programs; new projects; outstanding speakers; member or chapter participation in local or national business and civic events.

So, where do we start? The key to a well-written press release is developing the opening sentence, or "lead" as it is commonly referred to. It's got to be a "grabber" so to attract the editor's attention, and readers alike. The question is then - What is the most important point to your story? Start with the most important point, and then finish out this first paragraph with who, what, when, where, and why. Be sure to write in short sentences and stick to no more than five lines per paragraph if possible. One page is always best, but a two page press release is acceptable. The second paragraph should contain other important details about the event you're announcing. Your last paragraph should be devoted to your specific chapter and Gamma Iota Sigma in general.

When drafting your press release it is important that the proper format is followed. Your press release should always be typewritten on your chapter's letterhead (8-1/2 x 11" stationery). Start with the upper left corner, on page one, and type the person's name and phone number who can be contacted for further details. In the upper right hand corner, a few lines under the date, type "For Immediate Release" or "For Release on or after (date)." Begin the body of your press release about two inches below what you've already typed (date, contact person, when to release). Be sure to double space between lines when typing. Type only on one side of the page and leave 1-1/2" margins on each side. Never finish a page in the middle of a paragraph . . . leave extra space at the bottom and start on page 1 if you have to. Write "-more-" at the bottom of every page except the last page. Always type "# # #" after your last paragraph.

There are also a number of other basic "Do's" and "Don'ts" you should keep in mind:

1. Always specify the exact day and date. Say "Tuesday, May 3."
2. Double check dates and days of the week.
3. List the address as well as the place of an event.
4. Ask the media with whom you deal for the proper way to present names and titles. Often they have style sheets or style books that you can consult.
5. Spell out number from one to ten. Use numerals for 11 on up.
6. Never begin a sentence with a numeral.
7. Omit every unnecessary word.
8. Avoid the use of phone numbers, unless absolutely necessary.
9. Mention of door prizes, raffles, or lotteries in news stories is illegal.
10. Do not use copyrighted materials without permission.
11. Double check the spelling of names and places. Put a "cq" or checkmark above unusual spellings to assure the editor that it is correct.
12. Proofread carefully for typographical errors.

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 and the recommended templates for both the Monthly Report and Chapter News on the website www.gammaiotasigma.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

MEMBERSHIP REPORT	NUMBER
Current Chapter Members	154
Inactive Members	0
New Members	0
Alumni	0
Other	0
Total	154

Congratulations to all of our fall semester graduates.

Special Upcoming Events: January 18 – Atlanta RIMS Educational Conference
January 31 – UGA Career Connections

LAMBDA UNIVERSITY OF SOUTH CAROLINA

NU CENTRAL MICHIGAN UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
CURRENT MEMBERS	12
RENEWING MEMBERS	0
NEW MEMBERS	0
TOTAL AS OF 12/31/06	12
INACTIVE MEMBERS	0
ALUMNI MEMBERS	139
OTHER MEMBERS	0
TOTAL	151

SUMMARY OF PROGRAMS HELD:

There were no programs held during this month due to final examination week and winter break.

SPECIAL UPCOMING EVENTS PLANNED:

Officers Meeting	01/10/07
General Meeting	01/17/07

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)	239
New members	11
Alumni	840
Other	<u>94</u>
Total	1184

On December 1, Sigma Chapter sponsored a 'What it's like to be a Consulting Actuary' workshop. Three Towers Perrin representatives spoke about their experiences after graduation and their industry jobs. Their presentations focused primarily on their day-to-day responsibilities, what they expected of their new positions, and recommendations to new Gamma members. The members had the opportunity to ask many questions.

On December 6, Sigma Chapter hosted an Actuarial Science Intern Presentation. Three Sigma Chapter members, who interned at various companies this past summer, presented in front of other members. The presentations mainly focused on what they did in their internships, what they learned from it, and how it benefits a student having an internship before they graduate. Members learned about the importance of interning, how it works, and its long lasting benefits. Pizza and beverages were served.

On December 6, Sigma Chapter hosted a Graduating Senior Luncheon for all of its members who will be graduating in January of 2007. The luncheon was held at a private room in The Diamond Club, an on-campus dining facility. All seniors were given a Gamma Iota Sigma business card holder. Additionally, each was given a form so that we could get their current contact information to better stay in contact once they have graduated. President Ben Faust, and Faculty Advisor Dr. R.B. Drennan, as well as other faculty members spoke to extend congratulations, as well as talk about the importance of maintaining ties to the university and chapter after graduation.

On December 8, 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.

On December 19, Sigma Chapter hosted an Alumni Happy Hour at the Public House in Philadelphia, PA. The event was held at from 5:00-7:00pm and was well attended by alumni, current members and some industry professionals. Attendees enjoyed free appetizers and drink specials.

Special upcoming events:

Officer Retreat
Organizational Meeting
Distinguished Guest Lecturer

January 11-12
January 24
January 31

TAU
HOWARD UNIVERSITY

PHI
BALL STATE UNIVERSITY

PSI
EASTERN KENTUCKY UNIVERSITY

OMEGA
MIDDLE TENNESSEE STATE UNIVERSITY

ALPHA ALPHA
OLIVET COLLEGE

ALPHA BETA
PENNSYLVANIA STATE UNIVERSITY

ALPHA GAMMA
UNIVERSITY OF PENNSYLVANIA

ALPHA DELTA
LaSALLE UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	14
Inactive members	
New members	2
Alumni	210
Other	
Total	226

Special upcoming events:

January 18- CPCU Society breakfast will take place.
January TBA- officer planning meeting

ALPHA EPSILON
INDIANA STATE UNIVERSITY

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	30
Inactive Members	0
New members	0
Alumni	N/A
Other	<u>0</u>
Total	30

No Activity for December.

Special upcoming events:

Gamma Career Fair – January 25, 2007.

**ALPHA ETA
CALIFORNIA STATE UNIVERSITY/SACRAMENTO**

**ALPHA THETA
ST. CLOUD STATE UNIVERSITY**

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

**ALPHA KAPPA
ILLINOIS STATE UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	71
Inactive Members	0
New members	0
Alumni	0
Other	<u>0</u>
Total	71

On **December 7, 2006**, an end of the year celebration was held at Pub II in Normal, IL. This was a great way for members get to know each other and to reflect on their accomplishments achieved during the semester.

Special upcoming events:

January 5-7: Officer Retreat in Chicago

**ALPHA LAMBDA
MISSOURI STATE UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Members	7
New Members	0
Alumni Members	187
Advisors	2
Other	<u>15</u>
Total	211

Summary of Programs Held:

December 5, CPCU and Missouri State University Holiday Party.

Special upcoming events:

January 29, Monthly Meeting

**ALPHA MU
VIRGINIA COMMONWEALTH UNIVERSITY**

MEMBERSHIP REPORT NUMBER

Current Members	47
New Members	1
Renewal Members	0
Alumni Members	1
Other	—
Total	49

Summary of Programs Held:

Dec. 1 st	End of semester member’s social at Baja Bean
Dec 8 th	Several members attended the School of Business Graduation Ceremony
Dec 9 th	Members attended the Farm Bureaus’ 2 nd Annual Black and Blue Classic Basketball game of VCU vs. University of Richmond
Dec. 14 th	Attended RIMS Christmas social at the Air and Space Center
Dec. 14 th	Attended CPCU Christmas social
Dec 16 th	Doug Rogers attended the Colony Insurance Christmas Party

Upcoming Events

Jan 11 th	RIMS monthly meeting
Jan 16 th	CPCU monthly meeting
Jan 25 th	GIS Spring Recruiting Forum
Jan 30 th	Annual Risk and Insurance Career Fair
Jan 31 st	Virginia “I Day” on the Hill

**ALPHA NU
OHIO UNIVERSITY**

MEMBERSHIP REPORT NUMBER

Current chapter members	20
Inactive Members	0
New members	0
Alumni	0
Other	<u>0</u>
Total	20

No activities this month.

Special upcoming events: Winter Break Nov. 21- Jan. 3

**ALPHA XI
MORGAN STATE UNIVERSITY**

**ALPHA OMICRON
UNIVERSITY OF HARTFORD**

**ALPHA PI
BAYLOR UNIVERSITY**

Gamma Iota Sigma

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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.



Governing our Lives . . .

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