



Gamma Iota Sigma

Volume 2006-2007

November 13, 2006

Chapter Newsletter

Black and Gold Award

Grand Chapter has created the “Black and Gold Award” to encourage each chapter to develop projects and programs considered creative, and which serve as an example for all other local chapters to follow.

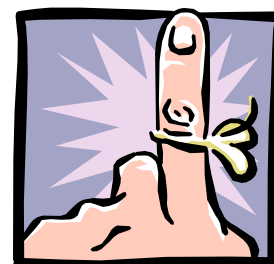
The award will be presented to any chapter for single achievements or events considered exceptional and possible only through extensive planning, organization and participation by a significant number of the chapter’s members.

Grand Chapter may confer this award to any local chapter provided that consideration is restricted to single events only. Determination will be based on the information submitted on the “Black and Gold Award” application form (see following page) with emphasis on any accompanying supporting data. There shall be no limit on the number of “Black and Gold Awards” granted by the Grand Chapter in any single year or to any individual chapter.

Application for a “Black and Gold Award” may be submitted any time during the program year. All applications must be submitted no later than June 30th at 5:00 p.m. EST to be considered for the current program year.. In the event that a chapter has won the award, the Grand Chapter will present the Annual Management Conference.

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Upcoming Events & Reminders

- * **December 10, 2006**— 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**

Capitol Building

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

Chapter News regarding October 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.gammaiota.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	139
Inactive Members	0
New Members	12
Alumni	0
Other	0
Total	151

Special Upcoming Events:

- October 11 - Atlanta I-Day
- October 13 – Seminar Series, Greg Nini, “Experience Rating and Ex-Post Behavior in Insurance Markets”
- October 13-14 – Troy University Surplus Lines Insurance Symposium
- October 19-20 – AIMS Conference
- November 9-10 – Intern for a Day

LAMBDA UNIVERSITY OF SOUTH CAROLINA

NU CENTRAL MICHIGAN UNIVERSITY

On **October 2nd**, we held a general meeting with Kevin Sule as our guest speaker. Kevin Sule is a CMU and GIS Alumni. He now works for the company called Delta Dental Insurance. He gave a presentation on the job outlook of Actuaries and the salary dispersion. He also spoke of the different types of exams and the number of hours allotted for each exam. A few words of advice was that computer skills are very important to know and useful in the job market. **Eleven members attended. The banner was displayed. (See enclosure #1).**

On **October 16th**, a general meeting was held. Three of our members that went to the conference gave an overview. We each discussed the companies that were most interesting to us along with other companies that were present. Internship, scholarship, and job opportunities were presented to

all the members. Also, the awards were passed around. **Six members attended. The banner was displayed. (See enclosure #2).**

On **October 23rd**, we held an officers meeting. The meeting's purpose was to discuss the ideas that were generated by the conference and other activities to promote and enhance our chapter. We discussed more fundraising ideas, volunteering opportunities, trips, and other activities to engage our members to be a team. **(See enclosure #3).**

On **October 30th**, we held the last general meeting of the month in conjunction with our mathematics fraternity KME. Our guest speakers were CMU Alumni, Laura TenEyck and Andrea Cook, both from Plante and Moran. Laura TenEyck is a GIS Alumni and Andrea Cook was a KME Alumni. They spoke of the work environment, the relationship with the partners, and the buddy system that the company has so that team work is emphasized. **Seven members attended. The banner was displayed.**

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)	128
New members	33
Alumni	840
Other	<u>89</u>
Total	1149

During October, Sigma Chapter hosted presentations by *Distinguished Guest Lecturers*, Brian Duperreault of ACE Global, Michael Reardon of Towers Perrin, Lance Ewing of Harrah's Entertainment, Inc. and Scott Addis of The Addis Group. The speakers lectured about various topics ranging from daily risks, their experiences in the industry, and many other industry issues.

On October 6-7, Sigma Chapter hosted a Corporate Trek visits to ACE-INA, Guy Carpenter, Marsh, and AIG in New York City. Students received an overview of the companies' products and career opportunities while interacting and networking with many industry professionals and alumni.

On October 20, Sigma Chapter held the annual Senior Career Reception. The reception is the culmination of many weeks worth of preparation and professional development. In order to attend the reception, seniors 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, seniors were ready to approach any of the 44

firms present at the reception in hopes of convincing industry representatives that they are qualified for an interview. 44 different companies were present at the reception with a total of over 95 industry representatives.

On October 21, the Sigma Chapter held Oktoberfest. This event took place at Cavanaugh’s River Deck. Food and beverages were provided as well as a live band and a DJ. This event was both a fundraiser for the Sigma Chapter and a local charity, Philadelphia Bike works.

Special upcoming events:

Distinguished Guest Lecturer – James Wenke	November 1
How to Prepare for an Actuarial Science Intern Reception	November 3
CEBS Designation Workshop	November 3
Laff House	November 3
Sunday Breakfast Association	November 4
Intern Interview Workshop	November 4
Officers’ Meeting	November 6, 20
Distinguished Guest Lecturer – Carol Barnes	November 8
Hibachi Dinner	November 8
BA 100 Workshop	November 11
3 x 3 Basketball Tournament	November 11
Fairmount Park Clean-up	November 12
Committee Meetings	November 13, 27
Distinguished Guest Lecturer – Rina Williams	November 15
Actuarial Science Internship Presentation	November 17
Gamma Iota Sigma’s 26 th Birthday Party	November 17
Distinguished Guest Lecturer – Charles Clark	November 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 October 18th, the chapter held a meeting and hosted Watson Wyatt Worldwide. The company interviewed for both fulltime and summer internship positions. The banner was displayed.

On October 26th, the chapter held a meeting and hosted Genworth Financial. The company interviewed for both fulltime and summer internship positions. The banner was displayed.

**PHI
BALL STATE UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current Chapter Members	36
Inactive Members	0
New Members	11
Alumni	483
<u>Officers</u>	<u>6</u>

Total

537

October Activities

2nd-5th [Mon]: Risk Manager in Residence – Russell McGuire

3rd [Tues]: Risk Manager in Residence dinner at Vince's (Alumni Present)

4th (Mon): Officer Meeting, Flag Present

4th [Mon]: RCPCU Designation lunch - Members present

12th [Thurs]: Risk Management and Insurance Job Fair

13th-15th [Fri]: Management Conference

26th-27th [Thurs]: REBEX Conference

Upcoming Events

12th-14th: Big "I" Conference

PSI

EASTERN KENTUCKY UNIVERSITY

OMEGA

MIDDLE TENNESSEE STATE UNIVERSITY

ALPHA ALPHA

OLIVET COLLEGE

MEMBERSHIP REPORT NUMBER

Current Members	42
New Members	17
Total as of 10/10/06	59
Alumni Members	220
Advisors	2
Other	35
Total	316

On October 21, 2006, several members attended and hosted a Rock and Roll Concert as a fundraiser for the chapter.

On October 4, 2006, 22 officers attended The Get Motivated Seminar in Pontatic, Michigan with speakers such as Zig Ziglar, Steve Forbes, Gen. Colin Powell, and Rudolph Giuliani.

Special upcoming events: November 2006

Etiquette Luncheon/Dress for Success

Mock Interview Workshop

11 Induction Dinner

RIMS Meeting

16 CMUA Meeting

29 Social

TBA Soup Kitchen

TBA Solicitation Letters

TBA Alumni Luncheon

**ALPHA BETA
PENNSYLVANIA STATE UNIVERSITY**

**ALPHA GAMMA
UNIVERSITY OF PENNSYLVANIA**

**ALPHA DELTA
LaSALLE UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	12
Inactive members	2
New members	2
Alumni	210
Other	
Total	226

On **October 5, 2006** members and faculty attended the La Salle University Career Expo where over eighty companies were represented such as CIGNA, New York Life Insurance Company, Progressive Insurance, AIG, and Philadelphia Insurance Companies. Students had an opportunity to network with the companies and give their resumes.

On **October 12-15, 2006** the Alpha Delta Treasurer, Secretary, and faculty advisor attended the Gamma Iota Sigma Annual Management Conference in Indianapolis, where they listened to presentations by executives, networked with companies, and learned about the Gamma Iota Sigma functions.

On **October 17, 2006**, the chapter held a membership meeting, where the upcoming Risk Manager in Residence Program was discussed and members signed up for events. Also, the flyer with the Sigma chapter's weekend events was passed out for any members to attend. The members were also informed of the Etiquette Dinner on Thursday November 16, 2006 held by the Marketing Association.

On **October 19, 2006** advisor and three member students attended the CPCU Society Breakfast at the Union League in Philadelphia, where the topic discussed was Intellectual Property Rights.

On **October 25-27, 2006** the Alpha Delta chapter held its annual Risk Manager in Residence Program where Risk Manager Gail Sater from Meadowbrook Insurance Group spoke to various classes, received a campus tour, spoke with students individually concerning resume review and interview skills, and presented "The Rewards of a Career in Risk Management."

On **October 26, 2006**, students and faculty attended the Homecoming Networking Reception of the First Financial Group/Mass Mutual, Two Bala Plaza, where students and faculty networked with various alumni.

On **October 28, 2006** La Salle University had Homecoming where Gamma Iota Sigma alumni attended the Oktoberfest celebration prior to the football game.

Special upcoming events:

November 15-16- La Salle will have Executive on Campus program.

November 16- CPCU Society Breakfast will take place.

November 16- Etiquette Dinner

ing, career insights, insurance knowledge, CPCU involvement, leadership skills, insurance market information, etc. The banner was displayed.

On **October 10, 2006**, GIS sponsored the 2006/2007 Illinois State University "Risk Manager in Residence". Mel Bangs, the Risk Manager for the Omni Hotel chain, spoke on the topic of "A day in the life of a Risk Manager". Ms. Bangs is also Secretary on the Board of Directors of Spencer Educational. There was a student reception held before the presentation and several GIS officers accompanied Ms. Bangs to dinner after her presentation. Flyers were posted and the banner was displayed.

On **October 13-15, 2006**, the 2006 GIS Management Conference was held in Indianapolis. The conference was taught each of us how to better fulfill our roles as chapter officers and was a great way to network with other Gamma chapters. The banner was displayed.

On **October 17, 2006**, the Katie School Executive on Campus this fall, Mrs. Elspeth Brewin, Executive Vice President with Thomas Miller Group in Bermuda, spoke on the topic of "The Bermuda Insurance Markets and the Captive Audience". There was a student reception held before the presentation and several GIS officers accompanied Mrs. Brewin to dinner after her presentation. Flyers were posted and the banner was displayed.

On **October 18, 2006**, an internship meeting was held. Several GIS members spoke to underclassmen about the importance of an internship, some of the opportunities available, and their experience in general. The banner was displayed.

On **October 20, 2006**, the Toastmasters Division Contest we held in Morton, Illinois. There was Humorous and Tall Tales speech contests and GIS members from our chapter won the highest honors in both. Also, several of our members filled other roles such as timers, vote counters, Sgt. at Arms, at the Toastmaster.

On **October 25-27, 2006**, REBEX was held in Itasca, Illinois. The 2006 Risk and Employee Benefits Exposition (REBEX) conference is a chance for students to network with industry professionals and attend educational sessions. The Katie School of Insurance and Financial Services provides scholarships each year for students selected to attend REBEX. 10 GIS members were selected and attended the conference.

On **October 31, 2006**, several GIS members went trick-or-treating for Habitat for Humanity. The members went to assigned neighborhoods and requested donations. Because of our participation in this event, several GIS members will be allowed to assist in the building of a house in the spring.

Special upcoming events:

- November (entire month) – COB Pride
- November 2nd – CPCU All Industry Day
- November 9th – RIMS Meeting
- November 11th – GIS/Actuary/Toastmaster Bar Crawl
- December 7th - End of Semester Celebration

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>
<i>Total</i>	<i>211</i>

Summary of Programs Held:

October 2, Chapter meeting with guest speaker Mr. James Sanders from Arthur J. Gallagher Risk Management Services, Inc. Mr. Sanders spoke on the various positions he held during his 25-years in the Insurance Industry. He enlighten the students that he was not an Insurance major and just fell into the business. Mr. Sanders never regretted the choice he made coming out of college. **“The banner was displayed”**

October 17, CPCU meeting held at Ziggies 11:30 AM

October 31, Chapter meeting with guest speaker Mrs. Janet Nothnagel from PJC Insurance. She spoke about the upcoming 27th Annual Ozarks I-day. Key note speaker is **Marsha Eagan**, CPCU, API, CPIW, ACC, facilitator, author and ICF-certified executive coach.

“The banner was displayed”

Special upcoming events:

November 10, I-Day MSU Insurance Day

November 28, Chapter meeting with guest speaker Mr. Jack Hadsall, City Utilities Risk Manager

ALPHA MU

VIRGINIA COMMONWEALTH UNIVERSITY

MEMBERSHIP REPORT NUMBER

Current Members	35
New Members	4
Renewal Members	8
Alumni Members	1
Other	—
Total	48

Oct 9th-10th VA Rims Conference in Virginia Beach. Debbi Little, Doug Rogers, Craig Tatro were in Attendance.

Oct 13th-14th Troy State E&S Conference at Troy State University, Mike Hodges was in attendance.

Oct 12th-14th Alpha Mu Chapter attended the International Management in Indianapolis. Debbi Little, Doug Rogers, Tim Capel, Craig Tatro, Chris Delo, Chris Brown attended.

Oct 14th Doug Rogers received the Alan C. Williams Award from the Grand Chapter

Oct 14th Alpha Mu Chapter received the first awards in Membership Development and Mem-

ALPHA RHO
FANSHAWE COLLEGE
MEMBERSHIP REPORT NUMBER

Current Members	17
<u>Alumni Members</u>	<u>60</u>
Other	2

October 3, 2006 was the Faculty Luncheon to raise funds for the officer's trip to Indianapolis for the Management Conference. The luncheon was well received and we raised \$107.00.

October 12, 2006 was "Meet The Underwriter Night" sponsored by the London Field Representatives Association. Three of the Business – Insurance students was presented with bursaries for outstanding academic achievement in their first year of the program. Recipients this year include Alpha Rho secretary Tara VanRuymbeke and member Mike Davis. During the event President Stephanie Kulich presented a speech to the over 350 insurance professionals in attendance about the fraternity and its ongoing events. A copy of Stephanie's speech is attached.

October 13 – 15, 2006 seven members of the Alpha Rho Chapter and their advisor Cyndi Hornby attended the GIS Management Conference in Indianapolis, Indiana. A great time was had by all.

There was an executive planning meeting held this month to map out events for the coming year. Most of the discussion revolved around community service and fundraising events for the Alpha Rho members.

On October 24, 2006 three members of Marsh Canada, including their national recruiting director Adam Cooper, attended Fanshawe College to do a presentation about a career at Marsh. The event was sponsored by the Alpha Rho Chapter and held in lieu of our meeting that date. There were around 90 participants from various business programs at Fanshawe College and refreshments were served. Alpha Rho presented gifts to the speakers and President Stephanie Kulich and Executive Vice President Angela Gillespie thanked the presenters for their interest in Fanshawe students. Members of Alpha Rho interested in job opportunities meet with the Marsh representatives after the main presentation to hand in resumes and talk about career opportunities.

October 27, 2006 the "Tickled Pink" campaign was held in support of Breast Cancer Research. Staff and students of Fanshawe College were encouraged to wear pink on that date and display the pink ribbons. Donations were accepted for breast cancer research and the Alpha Rho Chapter raised \$342.26 for this worthwhile charity.

The week leading up to October 31, 2006 Halloween Policies were sold by Alpha Rho members as a fundraiser. Luckily there were no claims again this year. Funds are expected to be in excess of \$100.00 again this year.

Special Upcoming Events

- November 1, 2006 – Feed the Minds of Youth – Insurance Institute Luncheon
- November 9, 2006 – Insurance Institute of Southwestern Ontario Convocation Luncheon
- November 11, 2006 – Week of Poppy Sales for Legion
- November 15, 2006 – Koats for Kids Campaign
- November 16 – 18, 2006 – Visit from Alpha Alpha Chapter and Olivet College
- November 17, 2006 – Alpha Rho Social at Palasad
- December 4-8, 2006 – National Exam Week
- December 13, 2006 – London Insurance Brokers Association Christmas Luncheon

**ALPHA SIGMA
UNIVERSITY OF LOUISIANA/MONROE**

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

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	40
Inactive Members	0
New members	2
Alumni	3
Other	<u>0</u>
Total	45

On **October 4th**, the Alpha Tau chapter participated in the Career Day. Company representatives were available to interview students for various positions in the insurance industry. Eight companies were in attendance with positions available in sales, underwriting, and claims.

On **October 21st through October 26th**, seven students along with Mr. Tom Marshall and his wife enjoyed a trip to London. Students had lunch with a broker that works with Lloyds of London and an insurance company in N.C. Students also toured Lloyds of London, visited the underwriting floor, and were able to ask many questions about how Lloyds operates. Students were also able to participate in a guided tour of the British Parliament. Apart from the educational experience, the students were allowed one day to tour the city, and many group outings to places of interest.

On **October 30th**, three GIS members: Ray Sheedy, Lindsey Garrett, Kris Spillman with Mr. Marshall participated in a Golf Tournament sponsored by GMAC Insurance on Monday, October 30th. Ray was our secret weapon, he is on the 49er golf team. So with him we were able to move from our usual last place to 3rd place. It was a lot of fun and a great networking opportunity!

Special upcoming events:

**CPCU Seminar
Quiz Bowl**

**November 14
November 16**

**ALPHA UPSILON
UNIVERSITY OF HOUSTON**

**ALPHA PHI
OLD DOMINION UNIVERSITY**

**ALPHA CHI
BRADLEY UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	14
Inactive Members	0
New members	3
Alumni	21
Other	0
Total	38

October 12th, the chapter hosted an informational session for State Farm insurance. State Farm brought 4 recruiters from their national headquarters to come and talk to the Alpha Chi Chapter.

On October 12th – 14th, 4 members of Gamma Iota Sigma attended the 35th Annual Management Conference hosted by Indiana State in Indianapolis, Indiana. They met with many Insurance companies and met with many other Gamma Iota Sigma members throughout the nation.

On October 17th, 7 Members attended the Bradley University soccer game and met immediate past President Adam Hage there. 4 members of Gamma Iota Sigma played in the game.

On October 25th the Alpha Chi Chapter had a general meeting. They talked about the Annual Management Conference and attending the NAPSLO Symposium hosted by Olivet College in the spring. Advisor Bill Funkhouser introduced himself to the chapter.

Special upcoming events: Tour of RMS (Risk Management Solutions, Inc.) in November.

**ALPHA PSI
UNIVERSITY OF CENTRAL ARKANSAS**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	35
Inactive Members	0
New members	0
Alumni	N/A
Other	<u>0</u>
Total	35

10-5-06 General Meeting. Eguene Phillips, Loss Control Specialist for Union Standard, spoke to us about what a loss control specialist does. He also talked about career opportunities with Union Standard and what services they provide.

**ALPHA OMEGA
SAINT JOESPH'S UNIVERSITY**

<u>MEMBERSHIP REPORT</u>	<u>NUMBER</u>
Current chapter members	54
Inactive Members	0
New members	0
Alumni	N/A
Other	<u>0</u>
Total	54

The Alpha Omega Chapter at Saint Joseph's University has been actively working in setting up the chapter and being recognized on campus. We have successfully collected resumes from members and are professionally printing a Resume book to send out to industry representatives. We have also been in contact with many representatives from the industry who are interested in speaking next semester.

We are futher defining our officer roles as well as appointing new officers. We are looking to involve our members, which would greatly distinguish Gamma Iota Sigma from the other groups on campus.

Special upcoming events:
November 16th, 2006 – Sean Sweeney, EVP and CMO of Philadelphia Insurance Companies

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.