



Olivet Underwriter

The Official Newsletter of the
Alpha Alpha Chapter
Gamma Iota Sigma



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"Vision of Excellence"
Published Since 1987

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I ♥ New York!

New York, New York

Stewart D. Halstead
VP Public Relations

"If I can make it there, I can make it anywhere..."
This was certainly a tune that many Gamma Iota Sigma members became familiar with this past October, as St. John's University hosted the 32nd annual International Management Conference in New York City. Upon hearing that the conference was to be held in the Big Apple, excitement mounted among the Alpha Alpha chapter, along with the limit on their credit cards. Members came by plane and by car to experience the true essence of the 'rat race,' only found in the 'Greatest City in the World'. Once everyone was registered and settled in, the three-day whirlwind known as the 'conference' began. The conference boasted speakers that offered unparalleled experience and expertise in the industry. By day it was business as usual, while by night it was time for indulgence. After an enjoyable and informative day at the conference, Gamma members were let loose into the depths of Manhattan. From Times Square to Lady Liberty, the connections made outside the conference within the city became priceless. Whether it was inter-chapter relations or bumping shoulders with the leaders of the industry, it became apparent that people from this industry tend to be more at ease with a cocktail in their hand, rather than a briefcase! Amidst the amusement and information this conference had to offer, it was certainly a life experience not to be forgotten. 'Hats off' to St. John's University for hosting such an amazing conference in such a hectic and challenging setting, they provided an excellent lead for Fanshawe College to follow as they host next year's conference North of the Border in beautiful London, Ontario, Canada. Though this was the 32nd annual installment of the International Management Conference, this year the conference became officially recognized, for as they say, "If it doesn't exist in New York, it probably doesn't exist!"

The new edition of our *Resume Book*, including graduating seniors and students interested in internships, was published in November 2003. If you would like to receive a copy, please e-mail us at gis@olivetcollege.edu or call 269-749-7626.

No Money, No Fun

Jason Shinabarger
VP Fundraising

Once again Halloween policies are still the best fundraiser around, with a history of little or no risk. That's right, Alpha Alpha has never encountered a claim that has needed to be cleaned up (I'm told there was one in the late 1980's). Also, you probably wonder how we are going to pay for the London, England intensive learning term. Well, we are fortunate enough to be fundraising at The Palace of Auburn Hills, home of the Detroit Pistons. Thanks to our efforts from Professor Carol Breed and soccer mom Andrew Knight, most students are on their way to paying off the \$1,500 trip bill.

**Interested in a customized Ethics Program
conducted at your office or association meeting
next spring?**

**Call Mike Storer for more information at
269-749-7626!**

Swinging from the Tire

Ryan Morris
V.P. Community Service

During the month of August and September, we helped out in the community of Olivet. One day we picked up trash around the football field, and Old-27..... Yes...we live in a hick town so we don't have street names just numbers for our roads and streets!! We found many different items such as a semi-trailer tire which was so interesting that the tire is now hanging up in our adviser's office, where you can find Mike Storer and my self swinging from it daily! WE LOVE IT. We have also volunteered at the Siren/Eaton Shelter. While there we raked leafs and played with kids. It was a great time and we go back there about twice a month.

In the months of October and November, we cleaned up the McKay Gym, went to Sirens, and made a thanksgiving basket. We are also going to be part of the holiday parade in the wonderful town of Marshall. For the fall semester we have had about 15 community service activities which we had great attendance. I'm planning on getting more community prospects for the spring time so more people can continue to help out.

Fudge Conference 2005

Craig Carpenter

Planning Committee

What do fudge, bikes, and a long bridge all have in common? They all can be found at the site of the 2005 annual management conference for Gamma Iota Sigma which will be held on Mackinac Island, MI. Last spring, the planning committee for the conference took a trip to Mackinac Island to explore the island and discover all of its opportunities to host a great conference. Thus, we have booked Mission Point Resort for this significant event due to its conference facilities, energetic staff, and great accommodations. As a chapter we are very excited to host this event again and we are encouraging all other Gamma Iota Sigma members to come and participate and enjoy a great weekend of networking and knowledge. We are promising a great time at the fudge conference of 2005!

Send your email address to gis@olivetcollege.edu, and we'll keep you informed of our activities and distribute this newsletter to you by email on a more timely and cost effective basis!

RIMS Update

Shelly Simmon

RIMS Liaison

When people ask me, "What is RIMS?" I tell them that it is the Risk and Insurance Management Society. When I say that they still have bewildered look on their face I quickly add, "it is a meeting place for risk managers to get together and talk about the pertinent issues in risk management and it is my job to set up their meetings, send out invitations, find guest speakers, and any other miscellaneous administrative activities that the RIMS group asked me to do." After that, most of the students would say oh and walk away. But many of them do not realize how beneficial it is to be in my RIMS committee. My committee and I this year have set up two RIMS meetings, the first meeting was on October 8th and second meeting was on November 12th. The first meeting was at the Holiday Inn in Lansing and this was a membership meeting to welcome new members and get ideas for what topics that they wanted to have the speakers present. The second meeting was at Brann's Steakhouse in Grand Rapids where Dan Sobczynski spoke on the topic of Directors & Officers and Fiduciary Liability. At these RIMS meetings it is a great place for networking because there are many risk managers, insurance brokers, and sometimes lawyers. In addition, they can teach us valuable information that we can use in the present and future.

Financial Report

Andrew Knight

Treasurer

As another successful year has ended, the Alpha Alpha chapter would like report that the organization's financial infrastructure remains robust. The student-driven organization engages in various fundraisers throughout the year in order to fund various educational excursions and conferences, campus programs, community service projects and recruiting and social events. This year's fundraisers as listed below yielded the following net gains:

| | | |
|------|--------------------|-----------|
| 2002 | Valet Parking | \$ 116.00 |
| 2002 | Halloween Policies | 923.00 |
| 2002 | Car Wash | 151.00 |
| 2002 | Career Rave | 1,000.00 |
| 2003 | Employer Fair | 707.00 |
| 2003 | Raffle Ticket Sale | 1,235.00 |
| 2003 | Golf Outing | 4,769.77 |

With the help of the aforementioned fundraisers our fiscal year-end income is projected to be \$21,637.21, with expenses totaling \$18,171.26. With additional income projected this summer, expectations for a successful 2003-2004 campaign are high as we expect to start with a bank balance of \$5,866.70.

We sincerely appreciate your financial support!

Hey Alumni!!!

Looking for a great professional networking opportunity in Michigan or Chicago? Alumni of the Alpha Alpha Chapter have formed a Gamma Iota Sigma Alumni Chapter called The Great Lakes Chapter.

One is also forming in Chicago. If you're interested in becoming part of an alumni chapter, email gis@olivetcollege.edu or call 269-749-7626 for more information about the new Michigan and Chicago chapters.

NAPSLO Symposium

Dan Bonnell

Member

On September 26 & 27 2003, The Derek Hughes/NAPSLO Educational Foundation and the Alpha Alpha Chapter of Gamma Iota Sigma at Olivet College presented "The Extreme Risk Takers." It was a symposium on Excess and Surplus Lines Insurance. Many great speakers attended the symposium to share their wealth of knowledge on Excess and Surplus Lines Insurance. Letha Heaton from Markel-Shand Morahan came and informed students about the internship programs available through NAPSLO. The NAPSLO internship program is striving to attract new talent to the surplus lines industry, and the Internship Committee presents various training opportunities to college students and young insurance professionals. Olivet College students Mike Storer and David Celetti, participated in this internship last summer. Dick Bouhan from NAPSLO, and Marcus Payne gave presentations on regulation and the distribution systems of the Surplus Lines Market. Chris Behymer of Markel-Southwest Underwriters spoke about surplus lines underwriting. A highlight of the program, the legendary Charles McAlear talked about new challenges facing the insurance market. We ended the program with the fast-paced, high decibel ThinkFast game featuring insurance and surplus lines trivia as well as current pop trivia. We wound down over pizza and karaoke at The White Rose in Charlotte. Overall, the speakers and other guests were very receptive of Gamma Iota Sigma's hospitality. Students were also very happy with the information they received from the event. Gamma Iota Sigma will be looking forward to hosting more events like this in the future.

Creating Quality Professionals

Ethan Smith

V.P. of Alumni Relations

The Alumni and Industry Relations committee has been fully committed to helping the general members of Gamma Iota Sigma. The events that have taken place to help us with this journey of becoming "gods" in the insurance industry are the mock interviews workshop, resume workshop and the etiquette lunch. All of these events have and will help us to increase the standard in the insurance industry.

First, was the resume workshop, which in my opinion was the most beneficial for our members. We had two industry professionals that worked with us on what really should be seen in a "Winning Resume." Cynthia Clarke and Brooke Smedley of the Accident Fund Company were very helpful in explaining the do's and don'ts of a winning resume. The whole event went over well and I think our members developed award winning resumes because of the information provided.

Secondly, the mock interview workshop was also great hit. We had three industry professionals from the Chubb Group of Insurance Companies – Dave Goodwin, Vince Delmage, and John Houlihan. Overall I think our members took a great deal of information away from this event that will help them deal with the intense questioning that comes in an interview.

The third event that took place was the etiquette lunch. This event taught our members how to be professional when one of those dreadful lunch or dinner interviews might occur. The industry professional that helped us on this event was Carla Mayes from State Farm. Carla did a fine job in explaining what set of silverware to use to what hand you should eat with. The event included a lunch with five courses, which provided us the chance to learn every part of a lunch or dinner interview.

Congratulations to these Insurance Institute National Exam Passers!

| | |
|------------------------------|-------------------|
| Jeff LaClair | INS 21 |
| Jeff Iciek | INS 21 |
| Holly Mitchell | INS 21 |
| Jenny Bell | INS 21 |
| Craig Carpenter | INS 21 |
| Janet Stam | INS 21 |
| John Johnson | INS 21 |
| Trent Bronsink | INS 21 |
| Kris Burns | INS 21 |
| Brandi Britton | INS 21 |
| Jervis Allen | INS 21 |
| Ryan Vaughn | INS 21 |
| Mike Davis | INS 22 |
| Shannon Worsham | INS 23 |
| David Celetti | ASLI 161 |
| Shannon Worsham | INS 21 |
| Andrew Knight | ARe 141 |
| Alumni | |
| Bill Deemer | AAI 82 and AAI 83 |
| Professor and Advisor | |
| Mike Hubbel | ARe 141 |

2003-2004 OFFICERS

President – Michael Storer

President-elect – Gabe Pringle

V.P. Fundraising – Jason Shinabarger

V.P. Recruiting – Steve Rotenheber

V.P. Public Relations – Stew Halstead

V.P. Community Relations – Ryan Morris

V.P. Portfolio Seminar – Jeff Jardine

Assistant V.P. Portfolio Seminar – Jeremy Shephard

V.P of Alumni Relations- Ethan Smith

Treasurer – Andrew Knight

Secretary – Mike Davis

Assistant Secretary – Nathan Smith

Webmaster – David Celletti

RIMS Liaison – Shelly Simmon

District Director – Randy Barnes '90

Advisor – Carol Breed

Advisor – Mike Hubbel

By-Law Revision

Gabe Pringle
President-Elect

At the 32nd Annual Conference held in New York an entire room of over 300 people dropped silent as the host spoke “and the Bowers Award winner for the 2002-2003 year is...” As this was said many students grew antsy and nervous, while other students were confident in their success over the year. As the chapter’s name was announced a small group of students loudly rejoiced and proclaimed their victory for all to here. Sadly, this chapter was not the Alpha Alpha chapter. Coming off what many people felt was one of our most successful years as a growing chapter we began to analyze the factors that amount to a Bowers winning chapter.

In our efforts we discovered that as a chapter of around 65 people our medium to large size group was actually considerably hurting our chance to become a Bowers award winner. The main reason for this is to maintain full credit for an event we must have 100% participation from our chapter. With 65 members it is often a difficult task to accommodate all of our members at a location at one time. It has also proven to be impossible to find a time where everyone can meet outside of our general meetings. Thus, a small group of dedicated members came together to change our by-laws to help our chapter continue to succeed.

From our efforts we made two major changes to our by-laws in hopes to get our general members more active, and increase our chances to win the Bowers next year. The first thing we did was re-structure the way that we organize our community service events. In the past we had a system where you simply got credit for going to an event but we seemed to average under 20 members being able to make it to events. This semester we are going to try and organize two events that will last the entire semester and each student must go to the event for an allotted amount of time each semester. This change should allow our members to work some events into their already busy schedule and allow us to achieve our desired 100% participation at events.

The next item we addressed was the qualifications of being an active member. When we began to analyze this we discovered that some of our active members were not actively participating in our chapter meetings and events but were simply in Gamma Iota Sigma to get school credit. Thus, we created a plan where we would have two groups of students. One group of students will just be in our seminar section of Gamma Iota Sigma. This is for a group of people who are interested in Gamma Iota Sigma, but for some reason or another can not make the time commitment required to be an active member. The other group is our active member section and this is the group of people that will count for our Bowers award race and are granted with perks such as trips, which the non-members cannot participate in.

All things considered we hope these changes will better our chapter and also make us a better contender for the coveted Bowers Award.

A Message from our Advisor...

Carol Breed

We have had a wonderful fall semester. Our numbers in classes, members, and activities are soaring. History was made this fall; it was the first time that we have offered two principles of insurance classes. We had a total of 58 students enrolled in these two classes. In addition, we have offered a variety of higher level classes for our juniors and seniors. With the number of members in Gamma Iota Sigma reaching nearly 80, the energy level is incredible.

And I feel like I am right in the center of the action. Well, I am in the center of the action. Every year that I have been here at Olivet College, I have moved my office. This year an office was built for me right in the Insurance Program room. I am having a ball! It is great fun to spend my days hanging out with the students. Looking back on my last two years in a quiet office down the hall now seems so dull.

I applaud all of our students for the many successful events that were held this semester. Ethan Smith and his committee did a great job with a series of career development workshops. Ryan Morris and his committee gave our members many opportunities to give to the community with a variety of community service projects. The management committee and our trips chair, Leslie Hurd, did an excellent job of planning a wonderful trip to New York City for the Gamma Iota Sigma annual management conference. Our NAPSLO symposium committee should be very proud of all of the work that they did to make the NAPSLO conference hosted here at Olivet College in September such a success. And Andrew Knight, aka, our “soccer mom” has done a terrific job of gathering up the troops and driving them over to the Auburn Palace, in a van naturally, to work on fund raisers for our spring trip to London.

We have seen some true excellence in leadership and responsibility from our officers. Our President, Mike Storer, and President-Elect, Gabe Pringle have successfully taken on the challenges of leading a large group of members. We have never had such a committed secretary as we have in Mike Davis; thank you Mike for the hours and hours that you spend on all of the reports that you do for us. Andrew Knight has taken the job of treasurer to a new level – *excel-lent!* And my compliments to Jeff Jardine and his partner, Jeremy Shephard, for making the portfolio grading process a breeze for Mike Hubbel and me. All of these officers have set very high standards for the members who will follow.

I think the icing on the cake for the Insurance Program is the involvement of our alumni, the advisory committee, and other members of the insurance business; these professionals who come back and give of their time to help the students understand insurance beyond a textbook is priceless. A big reason that our program is so successful is because of the support from all of our friends. Thanks to all of you who are involved in helping us out.

It is nice to have a bit of down time during break to restore our energy levels and make plans for the next semester, because by all indications and looking at the calendar we are in for another great semester culminating with a trip to London and our increasingly successful golf outing. Looking forward to seeing many of you in the spring.

Carol

A Message from our Advisor...

Mike Hubbel

We continue to be proud of the many accomplishments of our Alpha Alpha Chapter of Gamma Iota Sigma, once again one of the top two chapters of the international society. The Grand Chapter invites our student leaders, **Mike Hines**, **Mike Storer**, and **Gabe Pringle**, to participate in the organization of new chapters – to speak at their chartering ceremonies and assist in their new chapter workshops. Presidents from many other chapters continue to call upon our student leaders for advice on chapter management issues. At our annual conference in October, our treasurer, **Andrew Knight**, conducted a workshop on the use of spreadsheets in budgeting and financial reporting, and our president, **Mike Storer**, spoke to the entire conference audience about our new “management by committee” structure for increasing membership involvement (our chapter won a Black & Gold special project/process award for the new structure). Our RIMS liaison, **Shelly Simmon**, and her committee continue to assist the Western Michigan RIMS Chapter with the facilitation of their bi-monthly meetings. The National Association of Professional Surplus Lines Offices asked our student leaders to organize and host a national symposium on surplus lines – and they did with great success! Many of our members and officers are continually coming up with new and innovative ideas for projects and activities that enrich our involvement in Gamma Iota Sigma in many ways.

Gamma Iota Sigma has held up its responsibility in the education and professional development partnership with the Olivet College Insurance Program, and now the Insurance Program is about to raise the bar in our educational challenge. We are awaiting final approval of our new Insurance and Risk Management major. The new major strengthens the curriculum in the major, adding more challenging courses including an additional finance course, an advanced course in spreadsheets and databases, and the *requirement* to obtain and complete a meaningful internship in the insurance or risk management field. We’ll give you more details, with the editor’s permission, in the next issue of the *Olivet Underwriter*. The new major combined with higher standards in Gamma Iota Sigma membership will create a more rigorous program – not for the faint-hearted! Those who meet the challenge will be well-prepared for demanding positions in the insurance industry of the future. I look forward to the future with great excitement, because *every time* we’ve raised the bar in the past, the students have risen to the challenge. I can hardly wait to see how far they go!

For our alumni – we offer our support to the new Great Lakes Alumni Chapter of Gamma Iota Sigma – a tremendous new networking opportunity for any Gamma Iota Sigma alumnus based in Michigan. We look forward to keeping in contact with our many alumni friends from years past, through this great new organization. We’re also working on a new Olivet College MBA in Insurance proposal that would utilize web-based, live, teleconferencing technology and the best faculty in the nation on each topic. Contingent on

the approval of the college and our accrediting body, we hope to make this available later next year.

We had to say good-bye to **Stephanie Pingel** in November – she has moved on to help open a new styling salon. We will miss her talent for running our office, organizing special events, and designing new promotional materials and displays. From Mardi Gras masks to office furniture, no one was better at finding something we needed through the Internet. And we’ll just miss having her around in the office, but know she will continue to visit campus from time to time. Best wishes to you, **Stephanie**, in your new adventure!

Finally, just when I thought I could relax this coming May, **Carol Breed** had to come up with another challenge: conducting a class in London, England. With a little help from our industry friends and alumni, she’s put together an exciting trip packed with industry interaction, including a visit to Lloyd’s. We’ll be teaching two classes for about 20 students. I’m sure there’ll be some interesting stories about our adventures in London in a future edition of the *Olivet Underwriter*.

So the challenging times continue and I don’t know who has more fun: Carol and I, or the students! Hope to see you at the Induction Dinner on January 9, or the golf outing on May 28.

There is no greater calling than to serve others in their time of greatest need.

Mike

Keep us informed of your news & moves...

Please call 269-749-7626, fax 269-749-7185,

email gis@olivetcollege.edu, or write

Olivet College Insurance Program, Olivet, Michigan 49076