



# Olivet Underwriter

The Official Newsletter of the  
Alpha Alpha Chapter  
Gamma Iota Sigma



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*"Quest for Success"*  
Published Since 1987

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<http://web.olivetcollege.edu/gis>

## Chicago Here We Come!



### Extreme Risk Takers take over Chicago

Chicago, Illinois - The Alpha Alpha Chapter of Gamma Iota Sigma at Olivet College and the Derek Hughes/NAPSLO Foundation are working together once again to provide another symposium for the insurance students of the world. This year, due to limited resources in Olivet we are moving the event to the Windy City to attract more students and provide an all around better symposium. The symposium is scheduled for April 8 and 9, 2005, and the planning and preparation will make this a symposium to remember. During the symposium we will be entertained by an elegant dinner boat that will cruise by the skyline of Chicago on Lake Michigan, and educated by some of the best speakers in the insurance profession – focusing on the ever-changing excess and surplus lines market. Our location for the event is within walking distance to the Magnificent Mile and Navy Pier. If interested in attending or being a part of this symposium please call 269-749-7626 to get more information.

### Management Conference 04'

London, Ontario - On October 14, 2004, twenty-two members of the Alpha Alpha Chapter headed up to Fanshawe College for the 33<sup>rd</sup> Annual International Conference. While in London, the Thursday Night Social was just the beginning for our members. From then on it was speakers from the insurance industry, networking, and workshops to improve the chapters and their members. On Saturday night, the Alpha Alpha Chapter was presented with 8 awards including the Superior Chapter award. The members were sad to leave the wonderful conference put on by the Alpha Rho chapter; however, we look forward to hosting the 34<sup>th</sup> Annual International Management Conference on Mackinac Island in October 2005.

### Gamma Games Comes to Town

No matter the size, the funding, or the reputation of the organization, there is one thing that is essential to being successful in your operations: involvement. After several attempts to emulate Ed McMahon's mass mailings of "You're our newest millionaire" letters to our members with no response, the Alpha Alpha Chapter of Gamma Iota Sigma was in need of another way to motivate its members, offering some kind of incentive to participate. The idea of a type of "committee competition" had been brought up in the past; such a competition would involve numerous events, physical and mental, referring directly and indirectly to the aspects of the GIS seminar, and would be conducted throughout the academic year. This committee competition was thrust into action, with the 'oh so original' title, of *Gamma Games*. It seemed that we had found the key to our ignition, the sauce to our pasta, the premium to our policy...you get the point. The last aspect needed to be implemented was the reward for the winning team of *Gamma Games*; which indeed needed to be more than additional 'career or community service points.' The powers that be developed an excellent idea that was to be the ultimate incentive; an all expense paid trip to see the reigning NBA Champion Detroit Pistons play.

It was a joy in itself to be presenting this concept to the seventy plus students in the GIS seminar, have them snore through the preliminary explanation, then once the prize for first place was announced, watch their eyes light up like a child on Christmas morning. Thus far *Gamma Games* have met its primary objective in spurring more participation and involvement in all committees, keeping the *Gamma Games* bookkeeper (yours truly), busy to say the least, ensuring that the scoring system is adhered to and updated frequently. It has always been a pleasure to be part of an organization as professional, prestigious and rewarding as Gamma Iota Sigma, but to see ideas come to life and provide positive results is the icing on the cake, this icing is known as *Gamma Games*.



**“Don’t Step in the Stree Fudge:  
Lessons for Your Chapter and for Life!”**

Mackinac Island- Come one, come all! The 34<sup>th</sup> Annual Management Conference will be conducted by the Alpha Alpha Chapter in Mackinac Island, MI, October 20 to 23, 2005. This is a great opportunity for all chapters of Gamma Iota Sigma to network with industry professionals, to learn about the various areas of the insurance and risk management industry, and have a great time taking in the sights and entertainment of Michigan’s ‘Natural Amusement Park,’ Mackinac Island! Contact us to learn about the benefits of being a corporate sponsor!

**Membership Involvement and Recruiting Bring New  
and Exciting Ideas to Alpha Alpha Chapter**

We kicked off the semester with a first of the year bowling social. Over 60 GIS students and their friends hitched a ride to Marshall Lanes for an evening of fun. We had filled the whole bowling alley, enjoying fun and games, and lots of PIZZA and beverages. Time flew and it was Halloween time already. About 20 GIS members and their friends took a ride into the Haunted Corn Maze and Haunted House in Charlotte. Boy was it a FREAKY time. Ghosts and Goblins were out and about, along with a full moon that night.

In addition to the fun and exciting activities that we have partaken in, our Vice-President of Recruiting, Dan Bonnell, has begun to recruit future students for the Alpha Alpha Chapter. So far we are at the preliminary steps in order to contact high schools in the Lansing, Kalamazoo, and East Michigan areas. But soon, we hope to be given the opportunity to speak in front of high school business students.

**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. If you’re interested in joining, contact Jason.Wells@marsh.com.

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 Chicago chapter.

**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!**

**Alumni News**

The fall semester is over and with it came great success with the help of our alumni. Over the course of the semester we had numerous presentations and class guest speakers come back to share their knowledge and help our insurance students keep the superior edge we have established.

To help prepare our future graduates for the workplace recent 2004 graduate Ethan Smith gave a presentation to the members of Gamma at the general meeting about the challenges that he faced starting a new job.

We also welcomed back numerous alumni and chapter supporters for the annual Insurance Appreciation Day held on October 2<sup>nd</sup> down at the new football complex.

Later in the month of October, Ford Motor Company sponsored an International Business Lecture which brought back former Alpha Alpha Chapter President and 2002 graduate Jason Wells. Jason shared his knowledge of assessing an international risk and provided the college an excellent presentation on Global Risk Management Exposures and Strategies. Our annual mock interview workshop brought back Tom Stowe, a 2003 graduate. Tom’s presentation and role playing provided our young and aspiring future insurance leaders with the proper interview skills needed to get the job. I would like to thank all of the alumni and supporters for there efforts and hope for continued success in the future.

Below is a list of where our recent May 2004 graduates have attained employment:

Ryan Fried	Underwriter - Citizens	Howell, MI
Andrew Knight	Underwriter - Chubb	Toronto, ON
Mike Storer	Broker - NAPCO	Edison, NJ
Ethan Smith	Underwriter - Hastings Mutual	Hastings, MI
Thomas Stowe	Underwriter – Chubb	Troy, MI

### **2004-2005 Officers**

President – Gabe Pringle  
President-elect – Craig Carpenter  
Reporting Secretary – Ashley London  
Recording Secretary – Danielle Bauman  
Treasurer – Mike Davis  
Vice President of Recruiting – Dan Bonnell  
Vice President of Membership Involvement – Stephanie Nicolai  
Vice President of Fundraising – Heather Hinesman  
Vice President of Public Relations – Stewart Halstead  
Vice President of Community Service – Ryan Morris  
Vice President of Portfolio – Jeremy Shephard  
Assistant Vice President of Portfolio – Ahmad Zeaiter  
Vice President of Alumni Relations – Jeff Knight  
Vice President of Career Services – Jenny Bell  
RIMS Liaison – Shelly Simmon  
CMUA Liaison – Matt Jezior  
Webmaster – Jaymee Scott  
Historian – Jason Shinabarger  
Trips Coordinator – Kari Munson  
District Director – Randy Barnes '90  
Advisor – Carol Breed  
Advisor – Mike Hubbel

### **Congratulations to the Fall 2004 National Exam Passers!!!**

#### **INS 21**

Thomas Chinyani  
Ashley Euper  
Leon Hilaski  
Deyan Kozhuharov  
Ken Lackscheide  
Jamie Lile  
Ashley London  
Gabe Pringle  
Brandon Warner

#### **INS 22**

Craig Carpenter  
Hristo Kozhuharov  
Jamie Lile  
Ashley London  
Gabe Pringle  
Michelle Simmon  
Janet Stam

#### **AAI 83**

Rachel Ann Baker  
Daniel L Bonnell  
Stanley Cieslak  
Mike Davis  
Hristo Kozhuharov  
Michelle Simmon  
Janet Stam

#### **CISR Personal Residential**

Jenny Bell  
Matt Jezior

John Johnson  
James Lile  
Holly Mitchell  
Jaymee Scott  
Michelle Simmon  
Janet Stam

#### **CISR Personal Auto**

Matt Jezior  
John Johnson  
James Lile  
Jaymee Scott  
Michelle Simmon  
Janet Stam

#### **CISR Agency Operations**

Jenny Bell  
Matt Jezior  
Holly Mitchell  
Stephanie Nicolai  
Jaymee Scott  
Michelle Simmon  
Janet Stam

***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 Report**

The Western Michigan Risk and Insurance Management Society had an open invitation meeting on September 29<sup>th</sup> at the Royal Scot in Lansing. The topic for their meeting was on Benchmarking with two speakers from Advisen in New York City. Shelly Simmon, Kefentse Mandisa, James Pinckney, and Professor Mike Hubbel attended. The Western Michigan RIMS chapter held their membership meeting on November 10<sup>th</sup> at Duba's restaurant in Grand Rapids. Mike Poggi and Bill Deemer (a GIS alumni) spoke about Contractual Liability. Nineteen members attended this meeting including these Gamma Iota Sigma members: Shelly Simmon, Matt Jezior, and Ken Lackscheide.

For our meeting on January 12, 2005, Tony Sullivan, VP of Willis of Michigan will be presenting the topic Sarbanes-Oxley and the impact on Enterprise Risk Management. In addition, we are trying to secure Dave Fox from Bermuda Insurance Market to present Financing Retained Risk at Olivet College.

## Financial Report

As another successful calendar year has ended, the Alpha Alpha chapter would like to report that the organization has been financially successful once again. This student-run organization has performed various fundraising activities in the beginning stages of the 2004/2005 academic year. These fundraisers support various educational trips and conferences, campus programs, community service projects, recruiting activities, and social events. This year's fundraisers have yielded the gains listed below:

Employer Fair	\$ 2,070.00
Golf Outing	\$ 3,373.75
Halloween Policies	\$ 780.00
Valet Parking	\$ 289.00

The chapter has several fundraisers planned for the second semester. These include holiday raffle tickets, an employer fair, and a golf outing. The chapter currently has a bank account balance of \$8,711.00 to help support the various upcoming activities. We currently have a year-end goal of \$8,736.00. With more successful fundraising and efficient use of funds we expect this to be attainable. *We sincerely appreciate your financial support!*

### ***A Message from Advisor Carol Breed***

We have had an outstanding fall semester. Again this fall, our numbers in classes, members, and activities are soaring. For the past three semesters we have offered two principles of insurance classes. And we continue to offer a variety of higher level classes to all of our insurance students. With the number of students in the Gamma Iota Sigma seminar reaching nearly 90, the energy level is incredible.

I applaud Gamma Iota Sigma President, Gabe Pringle, and President-elect, Craig Carpenter, for leading our chapter with competence and professionalism. Gabe and Craig, hats off to you for creating "Gamma Games" and then successfully handing over the administration of the games to our very competent Vice-president of Public Relations, Stew Halstead. The purpose of the games is to build team spirit within all of our various committees and I must say that it has been a great addition to our weekly meetings.

I think that it is appropriate to thank all of our students for the many successful events that were held this semester. For the second year, Ryan Morris and his committee gave our members many opportunities to give to the community with a variety of community service projects. Jenny Bell and her committee did a wonderful job with a series of career development workshops, getting the resume book together, and making plans for

our Employers' Fair to be held on Wednesday, January 26, 2005. Dan Bonnell and Stephanie Nicolai planned and executed some great socials. I would like to give my compliments to Jeremy Shephard, Ahmad Zeaiter, and Danielle Bauman for making the portfolio grading process a breeze for Mike Hubbel and me. And the management committee has done some great advanced work for some of next semester's projects. The officers have made it so easy to be an advisor. All of our officers have set very high standards for the members who will follow in their footsteps.

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 Chicago to host our collegiate NAPSLO symposium and our increasingly successful golf outing. I am looking forward to seeing many of you in the spring semester.

### ***A Message from Advisor Mike Hubbel***

Actuarial equity versus social equity. The use of finite risk reinsurance and contingent commissions. "May you live in interesting times" is supposed to be an old curse. But I wouldn't have it any other way, would you? It would be nice to have a few less investigations into the insurance business going on; it gives us a bad image. But it creates more opportunities for the students and graduates of the Olivet College Insurance Program to step forward and lead the insurance business back to the standard of uberrima fides. We've talked about it and studied it, now it's time to live it. We live in interesting times of change, and there is no one better prepared for this than our students and graduates. So now it's finally time to send out the call and begin executing Plan X to assume control of the insurance industry. [To the Non-Olivet Grads out there reading this: I'm sorry we can't tell you more about this plan because then we'd have to kill you.]

It's exciting to see our students prepare for their new careers, and to see our alumni advance in their current careers. In 1985, our insurance program office was operated by the insurance students – Lu kept us going – and it continues to be today. As we grow, our students and Gamma Iota Sigma plays an increasingly

important role in helping us to administer a larger program serving a larger number of students – over 80 today. It is an incredible learning laboratory to try new ideas and make a few mistakes, to develop and strengthen professional business skills, to network with insurance professionals and to learn the technical side of the business! It is amazing what Gabe Pringle and Team Gamma have done this year, and we're expecting the same high quality of management from Craig and his new incoming team. They truly are on a "quest for success."

It's fun to hear how our alumni are doing out there. I read about you or run into many of you now taking on leadership roles in your agencies and companies, and in professional organizations such as the CPCU Society and the Gamma Iota Sigma Grand Chapter. I can really see Plan X coming together very nicely. I hope to see you all more often.

We also look forward with great relief to the return of Stephanie Pingel. As many of you know, she has been on "sabbatical" studying the insurance business and way of life in merry old London, England. She will return in April, and not a moment too soon. We'll be able to get back to sending letters out and responding to phone calls on a more timely basis.

Well, it's back to work. (It really isn't work – it's too much fun, but don't tell the dean that!) Keep in contact; hope to see you at the golf outing this year, May 27, and homecoming this fall, October 8.

*There is no greater calling than to serve others in their time of greatest need. [And remember Plan X.]*

*Mike Hubbel*

## 2005 SCHEDULE

<b>January</b>	
05	New Member Orientation
20	CMUA Meeting
26	Employer Fair – Mott Hallways
<b>February</b>	
02	Etiquette Luncheon
02	Comedy Club Social
05	Induction Dinner/Ball – Radisson K'zoo
17	CMUA Meeting
21-24	MAIA - Amway Grand, Grand Rapids
25-26	Officer Planning Retreat – Double J
<b>March</b>	
17	Host CMUA Meeting – Klock
Commons	
23	Bowling Social
24	Easter Egg Hunt – Olivet City Park
30	Spring Service Day
<b>April</b>	
06	Honors Convocation
08-10	NAPSLO Symposium - Chicago
13	New Officer Initiation
13	Pig Roast Social
21	CMUA Meeting
TBD	ΓΣ Picture Book
TBD	Olivet Underwriter
<b>May</b>	
27	ΓΣ Golf Outing- Lansing Royal Scot
<b>October</b>	
20-23	ΓΣ Conference - Mackinac Island

### Keep us informed of your news & moves...

Please call 269-749-7626, fax 269-749-7185,  
 email [gis@olivetcollege.edu](mailto:gis@olivetcollege.edu), or write  
 Olivet College Insurance Program, Olivet, Michigan 49076

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