



Olivet Underwriter

The Official Newsletter of the
Alpha Alpha Chapter
Gamma Iota Sigma



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“Insuring Our Success”
Published Since 1987

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

Loonies and Toonies !!!!

Alpha Alpha Runs for the Border

Windsor, Ontario- After many extensive searches at customs it appears that the only items smuggled into the country were calendars and miscellaneous planning materials in an act to prepare the activities for the upcoming year. The weekend was very successful, **Mike Storer** and his newly hired crew accompanied by the outgoing officers set record time in a grueling three day session at the Days Inn Hotel. Now as we all know, when you work hard, you play hard, and the students made sure to take full advantage of the nightlife and various restaurants that the city of Windsor had to offer. Highlights of the weekend include Advisor **Carol Barrick** shaking her groove thing and learning the new dances those crazy college kids love to do, and the outstanding Italian hospitality of the **Perciballi** family – and their tradition of making most excellent pizzas in a custom built brick oven.

You mean there is Life After College?

The Alpha Alpha Chapter at Olivet College organized and hosted a campuswide employer fair sponsored by the Career Services Network. The event was very successful, various organizations consisting of insurance groups and various other business firms assembled displays and had the opportunity to recruit and inform students about their organizations. The fair was very advantageous for students in the market for both internships and jobs. We look forward to inviting everyone and more back to take part next year. It’s just too bad that one day we are going to have to roll out of bed and actually have to face reality and go to work!

We Don’t Hire Officers Here, We Train New Ones

In an attempt to maintain its legacy of excellence, to address the growing size of the organization, and to recognize the importance of each officer position – afterall they are managing a large organization with a annual budget over \$25,000, the Alpha Alpha Chapter revamped its officer selection process. The process is now similar to the formal hiring process used in business, consisting of a written application and a formal interview panel of the president, president-elect and the two advisors of the organization. The chapter anxiously awaits the opportunities this new breed has to offer.

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

**Email or call Carol Barrick for more information at
cbarrick@olivetcollege.edu or 269-749-7664!**

Chicago! Chicago!

When we arrived in Chicago for our annual spring trip we had a great time doing figure eights in the streets of Chicago in an attempt to follow Professor Hubbel and find parking for our 10 person passenger van. Once we found a spot we were on our way to a very exciting and eventful trip. To kick things off we visited American Re, where we were all educated in a very interesting presentation, which incorporated reinsurance underwriting, claim handling, and marketing, and a special report on the outcomes of the terrorist attack September 11, 2001. As soon as this finished we sprinted over to Aon Center for another presentation on the history and future of this successful, international broker. By the end of the very exciting weekend we were able to dine at the two greatest pizza places in Chicago (there is a little controversy over which is better: Gino’s East or Giordano’s) and take in some great shopping and site-seeing. A great time was had by all and we are now already beginning to plan our next spring trip which will be in Toronto.

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 Service – Ryan Morris

V.P. Portfolio Seminar – Harville Small

Assistant V.P. Portfolio Seminar – Jeff Jardine

V.P. Alumni Relations – Ethan Smith

Treasurer – Andrew Knight

Secretary – Mike Davis

Assistant Secretary – James Lile

Webmaster – Dave Celetti

RIMS Liaison – Shelly Simmon

Internships

The days of life-guarding and bussing tables is over!!!

There comes a time in ones life when they wake up realize that you can't live out Mommy and Daddy's wallet forever, and in order to prepare yourself for a successful future, an internship in your chosen field wouldn't be such a bad idea. The Alpha Alpha Chapter is proud to announce that many of our members will be participating in internships this summer.

David Celetti – NAPSLO intern – General Star, Chicago and Westrope & Associates, Kansas City

Mike Davis – Accident Fund of America Academic Internship, Lansing

Ryan Fried – Simmon Agency, Lansing

Omar Hayat – Accident Fund of America Academic Internship, Lansing

Leslie Hurd – John Hancock, Marshall

Jeff Jardine – ALCOS intern, Sterling Heights

Andrew Knight – IRU intern – Signet Star Re, Greenwich, and John P. Woods, Jersey City

James Lile – Charlotte Insurance Agency, Olivet

Shelly Simmon – Auto-Owners Insurance Company, Traverse City

Ethan Smith – Lake States Insurance Co., Traverse City

Shasta Stepke – Arthur J. Gallagher, Grand Rapids

Mike Storer – NAPSLO intern – Western World, Franklin Lakes and Partners Specialty, Stamford

Ahmad Zeaiter – American Express, Kalamazoo

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!

The Newly-Weds

No, No not the game show back in the late 19??, even though it was an interesting show, we now have a new couple that gave their vows on January 25th, 2003. The lucky sister of **Stephanie Pingel** (Insurance Program Administrative Assistant), Tammi Henry is now married to James Henry. And Gamma Iota Sigma helped!

Branching out from Sodexho, we provided banquet services (as a fundraiser for our trips) at Tammi and James' reception following their wedding service. It was truly a night to remember – a beautiful wedding with their closest family and friends, a wonderful dinner and then boogying the night away. Some of our "crack" servers made some new friends along the way as well. Congratulations!

About to Become Newly-Weds

Shelly Simmon became engaged to Kyle Thompson on August 3. Congratulations, Shelly! (You should see the rock!!)

Hey Alumni!!!

Looking for a great professional networking opportunity in Michigan or Chicago? Alumni of the Alpha Alpha Chapter are forming 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.

Who Says Pigs can't Recruit?

In an attempt to grow and diversify our chapter the Alpha Alpha Chapter held a pig roast and volleyball tournament in the middle of our campus after classes ended and just before final exams began. The event was a huge success – the 250 pound pig was consumed by over 100 students; nothing sells a business fraternity more than pork and volleyball.

Congrats!!

Congratulations to **Mike Storer, David Celetti** and **Andrew Knight** for receiving competitive internships for this summer. Mike Storer and David Celetti were awarded the coveted NAPSLO internship and Andrew Knight was awarded the heavily sought after IRU internship. It's really amazing what a little hard work and a bar of soap can do for an individual. Olivet Students do clean up well!!

More Congrats!!

Congratualtions to **Bill Deemer** for earning the Associate in Commercial Underwriting professional designation before graduating! The AU designation consists of 3 courses: Commercial Insurance (INS 23), Commercial Property Underwriting (AU 64) and Commercial Liability and Multi-Line Underwriting (AU 65). A huge, headstart in his new career!

Still more congrats!!

Congratulations to **Shelly Simmon** for Passing the Property Casualty Michigan Licensing Exam. Good Luck in your future endeavors.

Placement

Well for these people that time has come where the crossroads of opportunity welcome and challenge you to succeed. We wish are fellow colleagues the best as they venture out in to the business world. Good luck!!

Bill Deemer – Pinnacle Underwriters, Grand Rapids – risk services coordinator

Ryan Doughty – Marsh, Toronto - broking

Amy Hillis – Accident Fund of America, Lansing – quality improvement process coordinator

Mike Hines – AIG-Lexington, Boston – national accounts underwriting

Travis Lehman – Auto-Owners Insurance, Lansing - underwriting

Scott Miller – Chubb Insurance Company, Calgary – underwriting energy resources including gold and diamond mines

Stefania Perciballi – Meadowbrook Insurance, Southfield - underwriting

Andrew Torr – Marsh Inc., Toronto - broking

A Message From the Advisor – Carol Breed

The seasons were never as pronounce to me as they are now that I am a part of the Insurance Program. The spring brings such a stark end to the time spent with our students; the seniors are off to start exciting careers all over the U.S. and Canada and the underclassmen are across the county involved in remarkable internship opportunities. These summer placements are such a natural culmination of the Insurance Program's school year. It is a pleasure to be a part of a program that Mike Hubbel, along with the Program's Advisory Committee, has so skillfully fostered over the years. The combination of the classroom experience, industry involvement, and Gamma Iota Sigma activities lay a foundation for a great career or internship experience.

One of the finest aspects of the program is that it is so dynamic. There is always a concern about how we can improve and Mike is constantly soliciting advice from the committee, the students, and me. The greatest compliment is that he truly listens to all of our advice and implements the suggestions. It is so rewarding to come up with an idea and be supported 100%. Because we can all share ideas that are taken seriously we have been able to add some exciting extras to the program – all of which are preparing our students for rewarding careers in the insurance business.

It is so gratifying to hear from our graduates and students over the summer with reports on how they are doing. We have a record number of internships this summer and that would not be possible without some

fantastic industry support. This program is a true partnership of Olivet College and the insurance business. And when our graduates become contributors to the insurance business it is a win-win for all of us. This summer, Mike and I will be involved in recruiting freshmen during the college's freshmen orientations and so one season gives way to the next as a new school year begins.

I am looking forward to working with all of you next year.

Carol

A Message From the Advisor – Mike Hubbel

Once again, we come to the end of a challenging academic career. This year, we enjoyed dramatic growth in our numbers, and concerned about managing that growth and keeping all members engaged led to a very creative response from our student leadership. President and President-elect Mike Hines and Mike Storer came up with a great new "management by committee" structure that has been submitted for an international "Black & Gold" award. Gamma Iota Sigma has truly become a learning laboratory where students get to try out management theory and ideas learned from textbooks in the classroom, to plan, lead, organize and control a substantive organization. They can see what actually works and what doesn't – and what to do differently next time. It has been a learning experience for me as well. I marvel every day at their creativity.

We continue to be very grateful for the financial support of the insurance industry, led again this year by the direct grant provided by Amerisure (\$20,000) and the scholarships for our students provided by the Westran Insurance Education Foundation (\$39,000 for the 2003-2004 academic year). Our annual report, to be published in July, will include a full listing of the "investors" in the Olivet College Insurance Program. This financial support is crucial to our ability to attract students into insurance studies at Olivet College, and to fund the expansion of our curriculum to the status of a major offering more options for our students. Most notably, courses will be added in reinsurance and surplus lines; students will be able to earn agents' licenses while studying at Olivet College; and eventually, when funding permits, we'll expand our financial planning curriculum.

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

Mike

2003-2004 CALENDAR OF EVENTS

2004

2003

| | | | |
|-----------|----------|---|--|
| August | 16 | New Students Check-In (<i>wear ΓΙΣ T-shirts</i>) | |
| | 22 | Advisory Committee Report – Library Ins Rm | |
| | 23 | Cash Wash | |
| | 26 | Social – Extreme Bowling – Marshall Lanes New Member Guide Development | |
| September | 03 | Orientation of New Members | |
| | 5-7 | GIS President’s conference | |
| | 10 | Yard Work | |
| | 10 | Resume Writing | |
| | 17 | Michigan Insurance Hall of Fame Valet Parking | |
| | 17 | RIMS Meeting | |
| | 21 | Cash Wash | |
| | 24 | Fall Service Day (<i>wear ΓΙΣ T-shirts</i>) | |
| | 26-28 | NAPSLO Symposium – Olivet College | |
| | TBD | SIRENS Women’s Shelter | |
| October | 04 | Insurance Appreciation Day | |
| | 6-10 | Mid-Semester Week | |
| | 08 | Halloween Policies | |
| | 12 | Car Wash | |
| | 13 | Fall break no classes | |
| | 21-27 | ΓΙΣ Annual Conference - NYC | |
| | 21-27 | Food Drive – Nat’l Make-A-Difference Day | |
| | 31 | Halloween Policy | |
| | TBD | SIRENS | |
| | TBD | Charitable Union – Meals on Wheels | |
| | TBD | Humane Society | |
| | TBD | Industry Tour | |
| | November | 07 | Advisory Committee Report – Library Ins Rm |
| | | 12 | Etiquette Lunch |
| 19 | | Industry Tour | |
| 19 | | RIMS Meeting | |
| 23 | | Thanksgiving Dinner | |
| 27-28 | | Thanksgiving Basket Delivery | |
| 29 | | Holiday Raffle Ticket Sale Begins | |
| TBD | | SIRENS | |
| December | TBD | Charitable Union | |
| | 3-6 | Final Exams | |
| | 06 | Christmas Basket Delivery | |
| | TBD | Soup Kitchen | |
| | TBD | SIRENS | |
| | TBD | Charitable Union | |
| | TBD | <i>Olivet Underwriter</i> | |

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| January | 14 | Collect Holiday Raffle Tickets |
| | 21 | RIMS Meeting |
| | 28 | Career Rock |
| | TBD | SIRENS |
| February | TBD | New Student Orientation |
| | TBD | Hospital Visit |
| | 01 | Shadow Day |
| | 04 | Employer Fair – Mott Hallways |
| | 13 | Valentine’s Day at Marshall Manor |
| | 18 | Founder’s Day |
| | 18 | Social – Comedy Connections, Lansing |
| | 13 | Alumni Dinner, ΓΙΣ Hall of Fame & New Member Induction Dinner |
| | 20-22 | Planning Retreat |
| | 23-27 | Mid-Semester Week |
| March | 24-26 | MAIA Convention |
| | TBD | Charitable Union |
| | TBD | SIRENS |
| | 1-5 | Spring break |
| | 10 | Car Beating |
| | 17 | RIMS Meeting |
| | 18 | Host Central Michigan Underwriters Association |
| | 21-23 | Special Olympics |
| | 24 | Spring Service Day |
| | 26 | Advisory Committee Report – Library Ins Rm |
| April | TBD | SIRENS |
| | TBD | Meals on Wheels |
| | 1-4 | Spring Trip – Toronto |
| | 07 | Easter Egg Hunt |
| | 07 | Honors Convocation |
| | 09 | Good Friday – no classes |
| | 18-22 | RIMS –San Diego |
| | 20-23 | Final Exams |
| | 28 | Carol’s London ILT begins (ILT ends May 21) <i>Olivet Underwriter</i> |
| | TBD | Meals on Wheels |
| May | TBD | Charitable Union |
| | TBD | SIRENS |
| | 19 | RIMS Meeting |
| | 21 | ΓΙΣ Golf Outing – Lansing Royal Scot |
| | 23 | Commencement ΓΙΣ Golf Head Covers & ΓΙΣ Apparel |
| June | 9-11 | YAC Spring Conference – Mackinac Island |

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