



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

## *Lloyd's of London or bust!*

### **Lloyd's or bust**

An eight hour movie marathon of the newest hit movies to come to America and the UK was how 18 Olivet Students started their Spring ILT. We had been planning this trip since the first week of school when we arrived on campus last August and the time had finally come to leave for London. Carol Breed did a great job organizing the event and she made it possible for so many students to go, by organizing Palace Fundraisers in which some people earned over \$800 for their trip.

In our departure for London both Mike Hubbel and Carol Breed accompanied us and Dr. Heeter (Advisor, Upsilon Chapter & Insurance Professor at Ferris State) and his wife were the guests of honor for the trip. The trip offered two courses; Carol taught a commercial insurance course and Mike taught a class on surplus lines insurance practices.

While we spent a lot of time in the classroom we were also able to venture to some of the most interesting parts of London during day trips including trips to the eye of London and Stone Hedge. On top of all these we were able take a tour of the most modern and most famous insurance syndicate in the world, Lloyd's of London. The Lloyd's building was an intricate example of modern architecture but inside they still practiced the same principles of underwriting as they had when they started in the Lloyd's coffee shop hundreds of years ago. The main floor was an amazing sea of brokers and underwriters negotiating and classifying risks. In our Gamma Iota Sigma spirit we made sure that we got a great deal of pictures with our banner in front of the Lutine Bell.

We are also able to tour the brand new Swiss Re building and learn about their operations in the London market. In addition we went to Chubb of London and Marsh of London. The Marsh

presentation was interesting because they had a real live Lloyd's underwriter come in and they walked us through the procedures they went through in placing a piece of business. It was interesting to see the differences between our market and their market at Lloyds. One key example of this was that their underwriters will see almost 5,000 pieces of business in a year, much more than that of most underwriters in the States. This demonstration helped us because it gave us first hand experience with what the underwriter expects from the broker and vice versa.

Our trip concluded with a very interesting tour of the insurance museum of London, where we may have stumbled upon a more extensive library than that of St. Johns University (formally known as The College of Insurance) in New York. We also received great insight on the history of insurance and the purpose of firemarks on the buildings in London.

All in all while the trip had its ups and down's we all learned a lot from this trip while having a great time and we would like to thank both Mike and Carol for making this trip possible. Cheers!

### ***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](mailto: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](mailto:gis@olivetcollege.edu) or call 269-749-7626 for more information about the new Chicago chapter.

## Tuski's – GIS Honorary members

This past January the Alpha Alpha Chapter inducted more than 25 new members into our student organization. Our induction dinner took place at Schuler's in Marshall, MI and the meal included their signature prime rib and three ribbon cake, Hubbel's favorite.

Along with the students we had a very special and significant event take place in which we inducted Olivet College's President Don and wife Louise Tuski as honorary members. Over the years they have both been very supportive of our organization and have actually opened up their house at times welcoming our students. Along with their membership our chapter gave them GIS fleece jackets, and committed ourselves to performing a community service of their choice for the college.

Without knowing that he was going to be an honorary member we asked President Tuski to be our guest speaker, he accepted and greatly motivated both our new inductees and our former students. He spoke on the importance of student organizations and how balancing student activities and school will greatly advance our marketability in the future. We are looking forward to a continued relationship with the Tuski family.

## Spring Trip – Toronto

Our spring trip this year kicked off with a SNL type comedy show at the Second City of Toronto. This was a great time because the show was hilarious and we were able to see where a lot of our favorite stars started. While this was fascinating there were insurance companies to be seen and we would not stop short of seeing the best Toronto had to offer. Our first stop was at Marsh where Andrew Torr and Ryan Daughy, both 2003 graduates, gave us insight as to what their jobs entail and the future possibilities at Marsh Canada.

Our next stop was at Chubb Insurance Company of Canada. At this presentation the CFO ran us through a very integrated presentation and also provided Tim Horton's Tid Bit's for Hubbel to munch on. Andrew Knight a graduating senior liked Chubb so much that he decided to accept a job from them and will start in September.

Once our Industry tours were over we all went to experience the city of Toronto and the nightlife it provided. We all had a great time and look forward to our next spring trip at our NAPLSO symposium next year in Chicago.

## Extreme Risk Takers take over Chicago

Olivet College and the Derek Hughes/NAPLSO 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 in hopes that we will attract more students and provide an all round better symposium.

While the symposium is scheduled for April 8 and 9, 2005, initial planning has been done and it looks as if it is going to be a great time for all who attend. One of the preliminary activities included is a dinner boat cruise on Lake Michigan. Along with great activities the conference will educate students on the ever changing surplus lines industry. If interested in being a part of this symposium please call 269-749-7626 to get more information.

## Financial Report

Andrew Knight, *Treasurer*

As another successful campaign for the Alpha Alpha chapter marches on, Olivet College would like report that the organization's financial infrastructure remains robust. The student-driven organization has engaged in various fundraisers throughout the fall season in order to fund various educational excursions and conferences, campus programs, community service projects and recruiting and social events. This fall's fundraisers as listed below yielded the following income for us:

Career Fair (2002-2003)	\$ 2000.00
Golf Outing	4645.00
Halloween Policies	1604.00
Initiation Fees	2700.00
Hall of Fame Valet Parking	212.00
Gifts	100.00
Car Wash	228.00

We began the 2003-2004 with a bank balance of \$1,221.70. Income from the fall up until October 31, 2003, totaled \$14,306.12; a figure that included money received at the beginning of our fiscal year in July from last year's golf outing and career fair. Expenses incurred during the same time period were \$9,538.59. Our current account balance is \$4,767.53. With the help of the aforementioned fundraisers our fiscal year-end income is projected to be \$25,746.12, with expenses totaling \$19,332.54. With additional income projected late this fall and summer we expect to start the 2004-2005 fiscal year with a bank balance of \$7,735.28. *We sincerely appreciate your financial support!*

**Interested in a customized Ethics Program  
conducted at your office or association meeting  
next spring?  
Call Gabe Pringle for more information at  
269-749-7626!**

## Oh Canada, Oh Canada!

For the second year in a row all of the current and future officers headed over the border to Windsor, Ontario to conduct our annual planning retreat. We arrived on Friday, February 20, 2004 and quickly began to establish our goals and aspirations for the upcoming year. Following our first meeting we went to Stefania Perciballi's home, a 2003 graduate, for a fun filled night of wood fired pizza, friends, and good times.

On Saturday, we were able to focus and created our calendar and budget for the upcoming year. Following the conclusion of our general meeting the Great Lakes Chapter arrived and gave us insight onto our future careers in insurance and some of the key things to do while still in school and some things not to do when we get out. Once this concluded we all headed out to a local restaurant for a fun filled evening. This year's planning retreat was a great success and we would like to thank the Great Lakes Chapter for helping us realize our goals and also the Perciballi family for the pizza and a great time. We are looking forward to a strong year next year and are excited for another strong freshmen class.

### 2004-2005 SCHEDULE

#### 2004

##### August

06	Westran Scholarship Golf Outing – Hawk Hollow, Bath
20	Industry Advisory Committee Report – Burrage Insurance Room
21	New Student Check-in
25	New Member Orientation
25	Pink Flamingo Fundraiser
25	Stand-up & Student Organization Fair
27-28	ΓΣ Presidents' Conference
TBD	ΓΣ T-shirts
TBD	Flyers for the dormitories
TBD	New Member Packets/Handouts

##### September

08	Bowling Social
11	Car Wash fundraiser
15	Michigan Insurance Hall of Fame Valet Parking and Food Service
15	Resume Workshop
16	CMUA Meeting
17	Olivet Campus Clean-up
29	Fall Service Day
TBD	Movie Night Social
TBD	SIRENS Community Service

#### October

02	Insurance Appreciation Day
06	Mock Interview Workshop
06	Halloween Policy Fundraiser begins
14-16	GIS International Conf - London, Ont
16	Olivet College Homecoming
21	CMUA Dinner
23	Canned Food Drive
27	Resume Book due
TBD	SIRENS Community Service
TBD	Movie Night Social
TBD	Olivet College Raking

#### November

03	Etiquette Luncheon/Dress for Success
05	Industry Advisory Committee Report
18	CMUA Meeting
23	Holiday Basket Community Service
TBD	Movie Night Social
TBD	Olivet College Raking

#### December

01	Exam Week
01	Holiday Raffle Tickets Distributed
01-23	Gift Wrapping Fundraiser
16	CMUA Meeting
TBD	Christmas Parade – Marshall

#### 2005

##### January

05	New Member Orientation
12	Holiday Raffle Tickets-due
15	Induction Dinner/Ball
20	CMUA Meeting
26	Employer Fair – Mott Hallways
TBD	Movie Night Social

##### February

02	Comedy Club Social
17	CMUA Meeting
18-19	Officer Planning Retreat
21-24	MAIA Conf - Amway Grand, Grand Rapids
TBD	Physical Plant Community Service
TBD	Designated Driver Community Service

##### March

17	Host CMUA Meeting – Klock Commons
23	Easter Egg Hunt – Olivet City Park
30	Spring Service Day
TBD	Movie Night Social
TBD	Alumni Call-A-Thon
TBD	Blood Drive Community Service
TBD	Physical Plant Community Service

##### April

01	Etiquette Luncheon
06	Honors Convocation
07-10	NAPSLO Symposium - Chicago
21	CMUA Meeting
28	ILT Golf Class
TBD	New Officer Initiation
TBD	Movie Night Social
TBD	Pig Roast Social
TBD	ΓΣ Picture Book
TBD	Olivet Underwriter

##### May

21	ΓΣ Golf Outing- Lansing Royal Scot
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##### June

8-10	YAC Conference- Mackinac Island
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**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!**

## A Great Day for Golf!

Well, we avoided the rain and floods of spring. It was a chilly, but sunny day for the 80 industry, friends, students, and alumni at Lansing's Royal Scot Golf Course.

We had 22 prize donors and 23 hole sponsors! Everyone walked away with a prize this year!

Competition was fierce as usual this year, but experience won out in this year's golf scramble! The Olivet College team of **Tom Shaw '88, Brent Cole '89, Bill Maas, and Matt Wait '99**, came out on top with a score of 61 (11 under par). Second place at 62 (10 under) went to **Andrew Torr '03, Ryan Doughty '03, Bill Lawrence '03, and Mark Pellerin**. Third place at 63 (9 under) went to **Andrew Knight '04, Mike Storer '04, Chris Walden '03, and Brian Rainer**. Longest women's drive went to **Sherry Martin**, closest to the pin went to **Doug Ripley '86** and longest putt went to **Brian Rainer**. Hole-in-One prizes were again offered on the par 3 holes - \$10,000 Cash, Set of Ping Irons, Titanium Driver, and \$250 Gift Certificate. Once again the Hole-in-One prizes remained unclaimed. Maybe next year!

*Thanks to all who donated prizes, time, and money to make this year's outing the best yet!*

### 2004 Golf Outing Hole Sponsors

Accident Fund Company Agents	Mich Assoc of Ins
AIG	Marsh USA Inc.
Amerisure	MEEMIC
Aon Risk Services	North Pointe
Auto-Owners Insurance	Palmer & Cay
Blue Cross Blue Shield of MI	Pinnacle Ins Partners
Burns & Wilcox	Simmon Ins Agency
Citizens Insurance	State Farm Insurance
FDI Group	Universal Ins Services
Hastings Mutual	Westrope & Associates
Ins. Women of Metro Detroit	Young Agents Council
J.M. Wilson Corporation	

### 2004 Golf Outing Prize Donors

Accident Fund Company	The Hartford
American Community Mutual Corporation	J.M. Wilson
AIG	Marsh USA Inc.
Bill Ballagh '88	MEEMIC
Citizens Insurance	Nationwide Insurance
Eric Wieferich 87	Pinnacle Ins Partners
Ethan Smith '04	Palmer & Cay
Farm Bureau Insurance	Rich Knapp '87
Gary Chantrenne '87	State Farm Insurance
Gary Morrison	Tapco Underwriters
Great Lakes Casualty	Westrope & Associates

The planning committee included **Andrew Knight '04** and **Stephanie Pingel**. Hole-in-One spotters included **Jennifer Bell, Craig Carpenter, Mike Davis, Gabe Pringle, Jaymee Scott, Janet Stamm, and Ahmad Zeaiter**.

## Alumni News

**Jeena Bowers '01** passed her Life & Health insurance license exam, Series 6 & 63. She is a financial services associate for Prudential in the Kalamazoo area.

**Jason Conkin '97** married Jeanne McNamara on September 20, 2003 in New York. Jason works for Arch and Jeanne works for General Star in Chicago.

**Bill Deemer '03** earned the Accredited Advisor of Insurance professional designation. Bill works for Pinnacle Insurance Partners in Grand Rapids.

**Jason Fox '99** announced the birth of his daughter, Mackenzie Ann Fox, on February 19, 2004. Jason works for the Davis-Baldwin Agency in Oldsmar, Florida.

**Lorin Granger '01** announced his wedding on December 31, 2003. Lorin teaches for the Battle Creek High School.

**Amy Hillis '03** married Jon Ouellette '04. Amy works for Accident Fund Company of America in Lansing.

**Ben Kacprzyk '02** has announced his engagement to Sarah Sabinis. Ben works for Progressive Insurance in Grand Rapids.

**Ernie Lahusky '89** won the Chairman's Circle Award from State Farm. Ernie owns a State Farm Agency in Battle Creek.

**Mike Lothschultz '91** announced the birth of his daughter, McKenna Lyn, on September 28, 2003. Mike works for the Michigan Economic Development Corporation.

**Karri (Klee) McManus '96** announced the birth of her son, Owen, on October 5, 2003. Karri also earned the MBA degree this spring from Northwood University's Devos Graduate School. Karri works for EMC in Lansing.

**Patti Moore '86** married Richard Morris on October 4, 2003 in Glen Arbor.

**Amanda Taylor '01** has joined the Select Underwriters Agency in Waterford, Michigan.

**Roger Weise '87** earned the Chartered Property Casualty Underwriter professional designation. Roger works for Foremost in Grand Rapids.

*We mourn the passing of **Josh Bookwalter '01**, (brother of **Shane Bookwalter '99**) on April 17, 2004.*

### **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  
Hall of Fame Coordinator – Dan Kilberg  
District Director – Randy Barnes '90  
Advisor – Carol Barrick  
Advisor – Mike Hubbel

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

As they say, time flies when you're having fun. This semester flew by at remarkable speed and we did have a great time. With our numbers and activities soaring, I think that we all felt like we are on a high speed conveyor-belt and we didn't dare jump off or else we could never get back on. It was a wonderful year.

The Insurance Program is truly living the Olivet Plan. This Plan encourages education both inside and outside of the classroom. Our insurance business partners, not only locally, but across the US, in Canada, and in England have played a major part in the success of our program living the Plan this year. We have had the pleasure of hosting very interesting and educational guest speakers in the classroom and at our weekly meetings. And our insurance friends have hosted our students in a wide variety of insurance offices for excellent, enlightening presentations.

Our insurance industry friends have also been great supporters in many ways beyond presentations. We have a record number of summer internship, scholarships, and very generous donations to our program. With the assistance of our insurance business partners we were able to have very successful visits to local insurance operations, a great spring trip to Toronto, and a once in a lifetime visit to all of the historic insurance sites in London, England.

Last Sunday was Olivet College's 2004 Graduation Ceremony; it is tough to say good-bye to students who we have been with 24/7. We had a great group of seniors and I know that they will be an asset to the insurance business. I want to say that I miss them already, but heck I'll be seeing them tomorrow at our annual golf-outing. The program activities just never stop!

Next week we will be meeting our new freshman at the first 2004 new student orientation. My guess is that we will be recruiting another record number of bright and energetic new insurance program students. These students will be the future of our business. Having two principles of insurance classes and squeezing students into one of the biggest classrooms for our weekly meetings is the norm now not something unusual. The great end result of this is more exceptional students who will become part of our insurance business.

Our Insurance Program would not be the success that it is without 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. Many thanks to all of you who are involved in helping us out.

*Carol*

## A Message from Advisor Mike Hubbel

The year gone by, 2003-2004, speaks for itself: two interns recognized as the best in their field nationally by IRUA and NAPSLO; insurance student published a paper in the *Journal of Reinsurance*; Alpha Alpha hosts a national conference on surplus lines insurance; a new insurance and risk management major was introduced; 67 insurance students pursued the insurance degree; 100 students completed the Principles of Insurance class; 2 members selected to attend the annual RIMS conference again; many students received some outstanding national scholarships this year, including the Spencer, NAPSLO, and NAIW; 18 Olivet insurance students drop-in at Lloyd's of London; insurance student graduates in among top five in the senior class; 13 of 15 graduates receiving challenging positions in their field of interest (2 relocating); 25 internships created this summer – from New York City to Chicago to San Francisco and throughout Michigan. It's been another incredible year.

I never know how we'll top the previous year, but I am confident in the new members and leaders stepping forward to meet the challenge. As you read earlier, plans are already underway to host another national conference on surplus lines insurance – this time in Chicago in the spring of 2005, and the international conference of Gamma Iota Sigma on Mackinac Island in the fall of 2005. Once again making our chapter a tremendous “learning laboratory” to develop strong leadership and management skills.

These are exciting times of change in our world, exciting times of change on our campus and in our program. We continue to raise the bar for our students – and they continue to meet the challenge. It's hard to say good-bye to our graduates, but it will be fun to see how far they go in the business. And so the cycle goes on. Hope to see you in the fall.

*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](mailto:gis@olivetcollege.edu), or write

Olivet College Insurance Program, Olivet, Michigan 49076