



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>

A Lot of Philly Cheese!

Ring A Ding Ding

Philadelphia, PA – After an eventful road trip, the Alpha Alpha Chapter of Gamma Iota Sigma arrived in Philadelphia to attend the annual international management conference hosted by Temple University. 23 of Olivet College’s finest students accompanied by two advisors enjoyed the fruits of Philadelphia while attending sessions about the insurance market and officer training workshops. Students had the opportunity to attend lectures from such sponsors as CNA, Towers Perrin, Marsh, and Amerisure to name a few. Although there were not any awards this year due to the change of the conference from the spring to the fall, the conference was a success considering the knowledge gained and the good times had by all. The Sigma Chapter set up a city tour, museum visit, karaoke night, and an aquarium visit to keep us entertained. The prosperous Alpha Alpha Chapter showed everyone once again that we know how to have a good time. Highlights of the weekend consisted of Mr. **Ryan Doughty** making his karaoke singing debut, a run up the famous “Rocky” steps, and our musical guide on the way home, Rodney Carrington. Leaving the conference members of the Alpha Alpha Chapter realized that the ingredients for a great time call for a Philly Cheese Steak and an insurance discussion!!

The President’s Men

In early October, **Alan Hoffmann**, President of the Grand Chapter, conducted a three-day conference in Columbus for Presidents and President-elects of their chapters to congregate and interact with one another. President **Mike Hines** and President-elect **Mike Storer** represented the Alpha Alpha Chapter and gathered great insight to take back to Comet Country. Holding the conference in the beginning of the year gave the students the advantage and opportunity to propose and discuss with one another ideas that could be adopted and implemented as the year progressed. The conference had a great turn out and was very beneficial; it was just unfortunate that Alan had to give up his Ohio State tickets that weekend; sorry Alan!

Adding to the Legacy

When extraordinary things are achieved by an organization, people want to be a part of it – the reason for our 37 new members – a record increase! Jumping onto our rolling bandwagon so far this year are:

Brandon J. Biggs
David J. Celetti
K.C. Conroy
Michael Davis
Ryan Doughty
Willem G. Drog
Ryan M. Fried
Kevin Gelispie
Sarah J. Griswold
Stewart D. Halstead
Nathan Hurst
Jeffrey T. Jardine
Kitt D. Jarzabkowski
Andrew Knight
Courtney E. Kuch
Gennesis L. Kuhn
Travis M. Lehman
James J. Lile
La Toya S. Marks

Jasson E. McBride
Jason L. Meadows
Ryan M. Morris
Jacob W. Otten
Everton M.A. Pennant
Brooke N. Pierce
Gabriel G. Pringle
Kelley L. Rach
Steven A. Ross
Steven T. Rotenheber
Jason P. Shinabarger
Harville L. Small
Dustin P. Thomas
Tyler R. Tomlinson
Blair E. Treadwell
Tiffany Tucker
Ashley N. Walker
Carrie Zabonick

The Alpha Alpha Chapter is proud to represent a very diverse group of students who are also affiliated with other organizations on campus – many in leadership positions. Our legacy of success will continue with these new members as we continue to grow and flourish.

Welcome to the Alpha Alpha 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!

Hines and Torr Speak

President and Treasurer **Mike Hines** and **Andrew Torr** of the Alpha Alpha Chapter traveled to Detroit to speak to the Insurance Women of Metro Detroit on September 11, 2002. The two represented our chapter well presenting a sound program on ethics in a working environment. We always knew these two guys were ladies men!

Insurance Appreciation Day

Griswold Field, Olivet MI – September 14, 2002 The Alpha Alpha Chapter once again gathered under a tent behind the south end zone to recognize those friends that support our program. Because we were serving Coney dogs and our football team is competitive we had over one hundred supporters turn out to cheer us on. Unfortunately the team lost in the last seconds of the game but rest assured, the Alpha Alpha Chapter once again proved to be victorious.

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

New Area Code

For all of those who love updating your Palm Pilot's, here is an opportunity for you! Due to the insurmountable amount of people who want to live in Olivet, our area code has changed from 616 to 269. Please take note, neglecting to follow this order could and may very well result in a conversation with a recording from the operator!

The Chosen Ones

In an attempt to better prepare students for the "dreaded interview," the Alpha Alpha Chapter passed a change to the bylaws to change the previous election process of incoming officers to a more professional atmosphere of an application and interview process. The new system will place a higher emphasis on professionalism and require students to demand more from themselves in building a stronger chapter. Students interested in acquiring an officer position are required to fill out an application followed by an interview with the advisor(s), President and President-elect. Because this will be the first year of the implementation of this new policy we are excited to observe the evolution and growth of the finished products.

Go Surfing With us!

While basking under the sun at a beautiful tropical resort, you can go surfing with the Alpha Alpha chapter. So go grab your board shorts, suntan lotion, and your computer, and check us out at our new website address:

<http://web.olivetcollege.edu/gis>. Big Γ Σ thanks to our Webmaster, **David J. Celetti**! Great work, DJ!

Interested in a customized Ethics Program conducted at your office or association meeting for spring 2004? (We're booked up for this year.) Call Michael Hines or Andrew Torr for more information at 269-749-7626!

Cupid's Arrow Strikes!

After 6 wonderful years together, **Amy Hillis** and **Jonathan Ouellette** became engaged on Friday, February 14, 2003. Hillis, a senior, is earning a Business Administration major with dual Concentrations in Insurance and Accounting. Ouellette is a computer science major at Olivet College. They're planning their wedding before the summer of 2004.

FULL BLAST!

The Alpha Alpha chapter kicked off its first social of the year at Full Blast in Battle Creek. **Omar Hayat** did a great job in organizing the fun and festivities. Members of the Alpha Alpha Chapter enjoyed a challenging night filled of obstacles. The events built a strong foundation for the new and old members to build on for the upcoming year. Highlights of the evening include President-elect **Mike Storer** getting stuck in the tube slide!

Santa's Not the Only One in a Workshop

The Alpha Alpha Chapter held a few Workshops of their own right here on campus. Members of the Alpha Alpha Chapter put together a Resume Workshop, Interview Workshop, Dress for Career Success, and an Etiquette Luncheon to help prepare Olivet College students for their life after Olivet College. The Alpha Alpha Chapter would like to thank **Jane Rhodes** of the Career Services Network for hiring us to organize and host these programs, and our many industry friends and alumni that conducted the presentations for us.

2002-2003 OFFICERS

President – Michael Hines

President-elect – Michael Storer

V.P. Fundraising – Stewart Halstead

V.P. Recruiting – James Lile

V.P. Public Relations – Jeff Jardine

V.P. Community Relations – Omar Hayat

V.P. Portfolio Seminar – Amy Hillis

Assistant V.P. Portfolio Seminar – Stefania Perciballi

V.P. Alumni Relations – Michelle Simmon

Treasurer – Andrew Torr

Secretary – Lori Heisler

Assistant Secretary – Scott Miller

Historian – Shasta Stepke

Webmaster – David Celetti

RIMS Liaison – Bill Deemer

SCHOLARSHIPS

Auto Glass Specialists – **Leslie Hurd**

Honorable Order of Blue Goose International – Detroit Puddle, Grand Rapids Puddle & Lansing Puddle – **David Celetti, Bill Deemer, Ryan Doughty, Amy Hillis, Mike Hines, Mike Storer**

Central Michigan Adjusters Association – **Chris Busch, Jeff Jardine**

Michigan Association of Insurance Agents & Young Agents Council “Loretta Stoner” – **Shasta Stepke**

Michigan Association of Insurance Agents “Shawn Brown” – **James Lile**

Mid-Michigan Chapter Chartered Property Casualty Underwriters – **Mike Hines**

Professional Insurance Agents of Michigan – **David Celetti, Mike Davis, Bill Deemer**

Western Michigan Chapter Risk and Insurance Management Society – **Bill Deemer**

Where are they now?

Dominick Catinella now resides in the great state of Colorado in the little town of Denver. He is working at Trans America Capital with **Ed Millington '96**.

Ted Cohoon '02 has joined Marsh in Detroit, Michigan.

Karri (Klee) McManus '96 is an underwriter for Farm Bureau Insurance of Michigan, and this year serves as the president of the Toastmasters club at Farm Bureau. She is also completing her MBA at the DeVos Graduate School at Northwood.

Alumni News

Jason Conkin '97 has accepted a position with Arch Insurance in Chicago. He has also announced his engagement to **Jeanne McNamara** of General Star. A fall wedding in New York is planned.

Dennis Hall '97 has accepted a position in the Special Risk Division of Burns & Wilcox in Farmington Hills.

Scott Welden '99 married Mary, a fellow intern from his days at Frankenmuth Mutual, on August 10, 2002. Scott is a financial services officer for Green Stone Farm Credit Services in Jonesville, Michigan.

Jason Wells '02 passed the State of Michigan Property-Casualty Insurance Licensing exam. He was promoted to Risk Analyst at Marsh, in Detroit, Michigan, and is entering the Professional Associates Program.

Missing Alumni

Occasionally mail for our alumni is returned to us with expired forwarding addresses. Please help us stay in touch – let us know if you know where the following alumni are now: **Darlene Roberts '89**. Please email gis@olivetcollege.edu or call 269-749-7626. Thanks!

Alumni Chapter

By Jason Wells

Good, Good, Good news! **Carol Barrick '98** has filed our incorporation papers and non-profit status and we are official! We will setup a bank account shortly for donations to our chartering fee and startup expenses. Please let me know if you would like additional information to present to your management to request assistance with funding. Our mission: to promote the insurance industry in a positive manner, encourage high moral and ethical standards, strengthen our communication networks, and to cooperate with educational institutions to help foster programs such as job shadowing, recruiting, and mentoring; for the sole purpose of increasing insurance awareness and elevating students', as well as colleagues', knowledge of the insurance marketplace.

We will setup a meeting toward the end of March, so if anyone has suggestions on days (Monday, Tuesday, etc.), dates or location, please send them to Jason.D.Wells@marsh.com.

National Exams Passed

Congratulations to the following insurance students that have passed national professional designation exams:

David Celetti – INS 21

Mike Davis – INS 21

Bill Deemer – AU 64, AU 65

Ryan Doughty – INS 21

Shannon Worsham – INS 21, INS 22

And our advisors:

Carol Barrick – ASLI 161

Mike Hubbel – ASLI 161

Special thanks to **Hastings Mutual Insurance Company** for reimbursing the national exam fees when the exams are passed by our students!

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.

Financial Report

The Alpha Alpha Chapter continues to practice sound fiscal responsibility with aggressive fundraising activity and careful spending controls. Each year our chapter conducts a number of fundraisers to help pay the expenses of our industry tour trips, campus programs, community service projects, recruiting and social events, and of course the national conference. We began the 2002-2003 fiscal year with a balance of \$2,400.75. Income for the fall totaled a record \$7,829.79, and expenses totaled \$6,533.37. Our current account balance is \$3,697.17. Income included:

Career Rave (2001-2002)	\$1,000.00
Dues & Initiation Fees	2,558.50
Gifts	930.00
Hall of Fame Valet Parking	116.00
Halloween Insurance	923.00
Car Wash	151.00
Banquet Service	450.00

We are working hard to build up our account to cover travel expenses for our planning retreat in Windsor, Ontario; along with our educational industry tour, which will take the Alpha Alpha Chapter to Chicago in early April. We hope to be able to send 30 officers and members for this great networking opportunity. We greatly appreciate the support of the professional community.

IRU Intern of the Year!

Gamma Iota Sigma Treasurer, **Andrew Torr**, was awarded best intern of the year by the Intermediaries & Reinsurance Underwriters Association (IRUA) with a \$2,500 scholarship. Andrew took part in the 2002 IRUA Summer Internship program, working with Aon Re, a reinsurance intermediary and CNA Re, a reinsurer located in Chicago, to learn about brokering and underwriting. At the end of the internship, each intern wrote a paper about his or her experience. Andrew's paper "Terrorism: Beyond the Destruction" was selected as the best of all the interns. Further, the IRUA will sponsor Andrew's attendance at the IRUA's annual convention in Palm Beach Gardens, Florida to be recognized by their membership. Gamma Iota Sigma is proud of your fantastic honor!

NAPSLO INTERN

This past summer, President of Gamma Iota Sigma **Michael Hines** was awarded the NAPSLO Internship. The National Association of Surplus Lines Offices awards eight students nationwide with an internship in the surplus lines sector of the insurance industry. The internship focuses on both the company and brokerage sides of the surplus lines. Michael completed his internship with Western World Insurance Company based in Franklin Lakes, NJ and Jimcor Agencies based in Marlton, NJ.

Career Workshops

In an attempt to prepare students for their life after Olivet College, the Alpha Alpha Chapter brought in companies such as State Farm, The Accident Fund Company, and Chubb Group to hold a series of professional skill building events. A resume workshop, etiquette lunch, and an interview workshop were offered over a three week period. Students were given one-on-one attention and professional experience to help them further develop their professional stature. President-elect **Mike Storer** showed students that showing up late and spilling coffee at an interview is not the best way to obtain a position with anybody!

Alpha Alpha Reaches out to the Community

The Insurance Industry was founded on the Principle of "Uberrimae fides," the Latin term for utmost good faith. To embrace this principle, demonstrate our sincere interest in building trust, and learn ways to support the communities that provide our workforce and customers, the Alpha Alpha Chapter organized a canned food drive, Thanksgiving basket, Christmas basket, Sirens shelter outreach, and a Halloween youth ministry activity night.

The Alpha Alpha Chapter under the leadership of **Ethan Smith**, organized a canned food drive that involved the entire Olivet Community. Bags were decorated and distributed throughout the town. Ethan and his crew then engulfed the town one fall afternoon to collect the generous donations sitting on the citizen's front porches. The Alpha Alpha Chapter was proud to present the donations to Safeway, a local organization providing help and guidance for needy individuals.

Under the leadership of **Lori Heisler**, we gathered to decorate a beautiful Thanksgiving basket and **Omar Hayat** organized the assembly of a Christmas basket. Big ΓΣ thanks to **Meijer** and **Felpausch** for donating food and gifts to our chapter which eventually brought a glowing holiday spirit to two local less fortunate families.

Periodically throughout the fall the Alpha Alpha Chapter volunteered at Sirens, a shelter located in Charlotte for battered women and their children. Whether we are serving meals or entertaining kids, the activities have always brought us continued joy knowing that we can make a difference in the lives of others.

In an effort to keep kids safe and out of trouble, the Alpha Alpha Chapter has for the past two consecutive years taken part in offering an opportunity for kids in the Battle Creek area to have a place to congregate on Halloween night. The fun-filled night gives kids the opportunity to play various games such as bobbing for apples, musical chairs, and ring toss to name a few. Of course no Halloween is complete without candy and a cookie decorating station. The night was another success and a great time was enjoyed by all the members who attended.

The Extreme Risk Takers

The Derek Hughes/ National Association of Professional Surplus Lines Offices (NAPSLO) Educational Foundation has selected the Alpha Alpha Chapter of Gamma Iota Sigma and the Olivet College Insurance Program to host a symposium for insurance and risk management students and faculty from other colleges and universities. "The Extreme Risk Takers" will be an in-depth symposium that focuses on the surplus lines business. The program will be conducted on September 26 and 27, 2003. Our program will feature nationally recognized speakers in the excess and surplus lines market, including the founder of NAPSLO, Mr. **Charles McAlear**, a highly regarded authority on the financial security of the insurance market and member of the Michigan Insurance Hall of Fame.

Placement Report

Scott Miller accepted a position upon graduation in May with Chubb in Calgary. He will underwrite energy resources and mining operations – including gold and diamond mines! (Hubbel would like everything that falls on the floor.)

Building the Fund!!!

In order to fund our busy schedule, the Alpha Alpha Chapter participated in two fundraising activities.

Olivet College's campus is the home of the Michigan Insurance Hall of Fame. Every fall, we proudly host the annual induction dinner for the new inductees. Valet parking is a service we provide for those who attend the dinner, any donations that we collect from the valet parking is used to provide support for our students to attend conferences or annual conventions around the globe.

Our chapter also sold insurance policies to protect local citizens from "tricks" they could have suffered on Halloween night. The Alpha Alpha Chapter provides an insurance policy for local homeowners that will clean up any mess caused by smashed pumpkins or broken eggs. Effectively applying our studies in underwriting, we have been successful in the fact that our last claim was submitted many moons ago!

FROM THE ADVISOR

By: Carol Barrick

"The Best Year Yet" was declared Olivet College's theme this year by the Dean of the College, **Dr. Saleef Kafajouffe**. I believe that a sub-title should be added, "A Year of Opportunities and Challenges." The Insurance Program took full advantage of the college's surge in freshman admissions. With the numbers in Gamma Iota Sigma soaring to over fifty and close to forty students enrolled in Principles of Insurance we were faced with rethinking our established procedures.

Some changes were pretty basic, getting more tables and chair and moving our meeting room to a larger facility. What was not as basic was keeping a much larger group of student engaged both inside and outside of the classroom.

I am very proud of the officers of Gamma Iota Sigma. President **Mike Hines** and President-elect **Mike Storer** did a great job in quickly realizing that we could lose many members if we didn't get them involved. The challenge was how to get fifty plus members involved. The officers came up with a plan to divide the entire organization into committees and to assign all activities to these committees. The results are remarkable. ΓΙΣ has provided an opportunity for everyone in the organization to contribute their energy and gain professional skills and development in the process. It is great to see the outstanding jobs done by all of the committees.

Most of the members of Gamma Iota Sigma are also enrolled in our department seminar. This seminar focuses on assisting the student develop their portfolio. Their portfolio is a display of the work and growth the student has realized over their time at Olivet College. The seminar also provides the student opportunities to partake in community service and career development activities. The seminar is an actual class that grants academic credit. The Gamma Iota Sigma department seminar is structured with a student acting as head of the seminar and **Mike Hubbel** and I simply acting as advisors. With the surge in numbers in our seminar it was more important than ever that an organizational chart be developed and followed to assure that all of the members were given the guidance that they required. **Amy Hillis**, the Vice-president of the Department Seminar has done an excellent job with the seminar. Placing students, like Amy, in these types of leadership roles truly allows them to demonstrate their development of individual and social responsibility.

The excitement outside of the classroom spills over into our classes. With the Insurance Program no longer part of the Business Department, but its own department, we will soon be able to offer our increasing number of student a choice of majors in risk management and insurance. I am very excited about the course offering that we hope to have available as soon as the fall of 2003 semester.

This growth and success would not be possible without the support of our alumni and industry friends. All of us in the program truly appreciate your financial assistance and the support of your time and ideas. One of the big reasons for the program's success is its relationship with the insurance and risk management business. Thank you!

Carol Barrick

FROM THE ADVISOR

By: Mike Hubbel

We just returned from our annual planning retreat. [More about "Alpha's Adventures in Windsor Land" in our next issue. –Editor] We've always been fortunate to have outstanding student leaders pass through our doors, and we always wonder if we will get students of the same high caliber next year. To their credit, our student leaders always seem to come through and recruit equally outstanding leaders. Our new student leaders demonstrated this once again in our planning retreat this past weekend. Once again, we have exciting and fresh new talent moving in. Once again, exciting times lie ahead. And once again, I'm grateful for having one of the best jobs in the world!

This newsletter summarizes some of the members' accomplishments this past semester. I hope you can read between the lines and see the same leadership that Carol and I see firsthand every day. The Alpha Alpha Chapter continues to be viewed as one of the leading chapters in the U.S. and Canada. At the many inter-fraternity events that we participate in, such as the recent mini-conference at Alpha Beta (Penn State) and the chartering of the new Alpha Tau Chapter (University of North Carolina at Charlotte), our officers are constantly sought out by other chapter officers for ideas and advice.

Carol commented on our dramatic growth in insurance students. Let me add some more numbers: this past fall, 160 students enrolled in our insurance classes; some were enrolled in more than one class, but 70 different students took insurance classes. We're not only preparing future insurance professionals, we're educating future insurance consumers. We will offer even more options to our students after our new Insurance, Risk Management, and Financial Planning majors are approved and implemented, but we're still working on the funding to support the delivery of the new majors.

The economy isn't in great shape, but our insurance students are still recruited heavily for great positions throughout the U.S. and Canada. Seven major insurance companies have interviewed our students on campus so far this year, second interviews have been underway, and offers are starting to come in. It's also no coincidence that over one third of the employers at our recent campuswide employer fair, were from the insurance business. One student graduating in May [see the "Placement Report" article] accepted an offer already in December! It's very rewarding for us to see our students get great jobs in their particular field of interest, and it certainly helps our graduate achieve greater success when they're engaged in what they really want to do.

We're also delighted to see our alumni continuing to take an interest in us. It's always fun for us to see you in the industry and hear about your latest adventures. We hope to do more of that now that the Great Lakes Alumni Chapter of Gamma Iota Sigma has been formed. We also appreciate the great support you give us, not only financially, but when you speak in our classes, help with shadow days, internships and job placement, and participate in other special events like the insurance company simulation competition currently taking place in our insurance operations class. I hope to see you all again at our golf outing on May 16!

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

Mike Hubbel

2003 CALENDAR OF EVENTS

January	10	Induction Dinner
	15	Holiday Raffle Drawing
	29	Employer Fair – Mott Hallways
February	5	Officer Interviews & Selections Interview Workshop
	14	Nursing Home Visit
	18	Third Social
	21-23	Planning Retreat
March	4-6	MAIA Convention – Grand Rapids
	20	CMUA Meeting – Klock Commons
	28	Advisory Committee Meeting
	28	Car Wash
April	TBA	Fourth Social
	3-6	Spring Trip – Chicago
	6-10	RIMS – Chicago
	16	Easter Egg Hunt – Olivet City Park
May	22	Earth Day Project
	16	Golf Outing – Lansing Royal Scot
	20	<i>Olivet Underwriter</i>
June	4-6	MAIA YAC Conference
August	22	Advisory Committee Meeting
September	17	Insurance Hall of Fame Valet Parking
	26-27	NAPSLO Collegiate Symposium
October	4	Insurance Appreciation Day
	23-25	Annual Conference – New York City
November	7	Advisory Committee Meeting

Many more dates to come in our next issue and watch for our upcoming plans to host the Gamma Iota Sigma Annual Management Conference in the fall of 2005 on Mackinac Island! We hope you will get involved!

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

Education for Individual and Social Responsibility