

Gamma Iota Sigma Sigma Chapter

Professional Risk Management, Insurance,
and Actuarial Science Fraternity



MBA Commons, Alter Hall (7th Floor)
March 1, 2010

Spring 2010 Risk Management and Insurance
Intern Career Reception

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ACE USA

<http://www.acelimited.com>

COMPANY OVERVIEW:

Never settle for less. ACE USA, the U.S. based retail operating division of the ACE Group of Companies, offers more than 170 sophisticated property, casualty, risk-management, and accident and health products and services through retail brokers. The ACE Group of Companies is one of the world's leading global commercial property and casualty insurance and reinsurance organizations, with 16,000 employees worldwide and offices in more than 50 countries. ACE serves the property and casualty insurance needs of businesses of all sizes in a broad range of industries. We also provide specialized insurance products—such as personal accident, supplemental health and life insurance—to individuals in select countries. Our reinsurance operations include both property and casualty and life companies.

LOCATIONS:

Philadelphia, PA

New York City, NY

Wilmington, DE

HOUSING:

Not provided for internships outside of Philadelphia.

POSITIONS AVAILABLE: Several

DIVISIONS:

Underwriting

Finance

ACE USA

<http://www.acelimited.com>

RESPONSIBILITIES:

- Learn about the brokerage community and how insurance is transacted
- Gain an understanding of ACE and our products and services
- Participate in corporate and business unit training programs

QUALIFICATIONS:

- Obtaining an undergraduate degree
- Strong academic credentials (3.0 GPA or above)
- Excellent oral and written communication skills
- Strong PC Skills – intermediate level knowledge of Excel and Word
- Good math skills
- Must be an organized and self-motivated individual
- Must be resourceful and able to complete projects in a deadline driven environment

AETNA

www.aetna.com/working

COMPANY OVERVIEW:

Aetna offers a broad range of traditional and consumer-directed health insurance products and related services. These include medical, pharmacy, dental, behavioral health, group life, long-term care and disability plans and medical management capabilities. Our customers include employer groups, individuals, college students, part-time and hourly workers, health plans and government-sponsored plans.

LOCATIONS:

Blue Bell, PA

Hartford, CT

HOUSING:

Housing provided for some internships, however not all

POSITIONS AVAILABLE: 50

DIVISIONS:

Actuary

Information Technologies

Sales

Communication

Underwriting

Finance

AETNA

www.aetna.com/working

RESPONSIBILITIES:

Aetna's Undergraduate Summer Intern Program gives students a depth of experience in functional area assignments, as well as, a range of experience through company-wide programs. These include classroom and e-based training, an executive speaker series, social and community service events, --and a cross-functional final project. Our paid internships typically last 10-12 weeks, 40 hours a week, from May to August.

QUALIFICATIONS:

- Completion of 45 credit hours and currently enroll at a college/university and in their Sophomore or Junior years
- Relevant experience, education and/or career interest in the hiring area
- 3.0 grade point average (desired)

AMERICAN ASSOCIATION OF MANAGING GENERAL AGENTS

www.aamga.org

ORGANIZATION OVERVIEW:

The AAMGA is a professional trade association of insurance companies and wholesale insurance agents in the US and UK involved in the excess and surplus lines marketplace. This organization represents over 500 companies, many of whom have internship programs. Representatives are happy to act as a catalyst for members to become acquainted with the AAMGA's member companies. So although not hiring students directly from the reception, they offer valuable information about a great number of internships that exist in the insurance industry.

LOCATIONS:

N/A

POSITIONS AVAILABLE:

N/A

DIVISION:

None

POSITION DESCRIPTION:

None

RESPONSIBILITIES:

N/A

QUALIFICATIONS:

N/A

ARAMARK

www.aramark.com

COMPANY OVERVIEW:

ARAMARK is a leader in professional services, providing award-winning food services, facilities management, and uniform and career apparel to health care institutions, universities and school districts, stadiums and arenas, and businesses around the world.

The Safety and Risk Control department functions as a risk control group within Global Risk Management assisting ARAMARK business with the identification, assessment, and control of risk to the organization. The primary focus for our department is the protection of people, property, the environment, and company assets through an Enterprise Risk Management approach.

LOCATIONS:

Philadelphia, PA

POSITIONS AVAILABLE:

Safety and Risk Control Intern

DIVISIONS:

Safety and Risk Control

RESPONSIBILITIES:

The selected candidate will be responsible for completing one or more projects assigned during the summer, and will be responsible for reporting their findings or completed work before the end of their internship. Candidates are encouraged to communicate areas of professional interest so that appropriate assignments and opportunities can be explored.

ARAMARK

www.aramark.com

QUALIFICATIONS:

The ideal candidate will be a Risk Management major entering his/her junior or senior year. Strong analytical skills and interpersonal skills will be essential to the successful completion of this internship. Related business course work, extracurricular activities, GPA and work experience will be considerations. Access to a car is not required but may prove helpful.

CHARTIS

www.chartisinsurance.com

COMPANY OVERVIEW:

Chartis is a world leading property-casualty and general insurance organization serving more than 40 million clients in over 160 countries and jurisdictions. With a 90-year history, one of the industry's most extensive ranges of products and services, deep claims expertise and excellent financial strength, Chartis enables its commercial and personal insurance clients alike to manage virtually any risk with confidence.

LOCATIONS:

Nationwide

POSITIONS AVAILABLE:

Summer internships

DIVISIONS:

All domestic profit centers

RESPONSIBILITIES:

Assist underwriting departments on projects assigned

QUALIFICATIONS:

Completion of junior year in college and matriculating towards a degree in risk management

CIGNA

<http://www.cigna.com>

COMPANY OVERVIEW:

CIGNA's mission is to help the people we serve improve their health, well-being and security. The world of health care is changing and CIGNA is taking the lead. CIGNA is one of only a few health services companies with a comprehensive portfolio of health, pharmacy, behavioral, dental, disability, life, accident and international businesses. We're at the forefront of designing products and services to help educate and engage people in leading a healthy lifestyle and making informed health care decisions. As health care becomes an increasing concern for all people, CIGNA is committed to making a difference.

LOCATIONS:

Hartford, CT

HOUSING:

Housing is not provided, however locations are recommended by CIGNA.

POSITIONS AVAILABLE: 1

Underwriting Operations Intern

DIVISION:

Healthcare

POSITION DESCRIPTION:

If you're looking to use strong analytical skills in a competitive, fast-paced environment, an Underwriting career at CIGNA will allow you to do all this and more. As part of our Underwriting team, you will directly impact our business on a daily basis, assessing the risk and profitability of our potential new business.

CIGNA

<http://www.cigna.com>

RESPONSIBILITIES:

As an Underwriting Operations Intern, you will primarily support the Underwriting function from an operational standpoint for CIGNA Healthcare's small case product segment. The Underwriting team rates risk analysis of potential new customers, the pricing process, and in administrative support for the data integrity of our internal metrics and processes.

QUALIFICATIONS:

- Bachelor's degree in progress
- Strong analytical skills
- High comfort level with math/numbers
- Strong MS Excel skills
- Excellent oral and written communication skills.

ADDITIONAL COMMENTS:

We may have a need for Underwriting Internships in Philadelphia during summer 2010. These opportunities are still being considered, so we invite you to meet with us to discuss the potential positions and your career interests.

COMMUNITY ASSOCIATION UNDERWRITERS OF AMERICA, INC.

www.cauinsure.com

COMPANY OVERVIEW:

Community Association Underwriters of America, Inc. (CAU) is one of the largest insurance providers in the United States exclusively serving community associations, residential and office condominiums, cooperative apartments and homeowners associations.

LOCATIONS:

Newtown, PA (Home Office)

POSITIONS AVAILABLE: 1

Marketing Specialist Trainee

DIVISION:

Customer Service and Marketing

POSITION DESCRIPTION:

Training for a position in one of our Direct Sales Offices as a Marketing Specialist. This would involve the handling of Client Renewals, writing of New Business Accounts, and the delivery of sound Risk Management Techniques to a variety of Community Associations.

RESPONSIBILITIES:

Sales, Marketing, and Risk Management

COMMUNITY ASSOCIATION UNDERWRITERS OF AMERICA, INC.

www.cauinsure.com

QUALIFICATIONS:

- Strong interpersonal skills
- Excellent oral and written communication skills
- Strong sense of initiative and perseverance

ADDITIONAL COMMENTS:

Nine Direct Sales Offices; Stroudsburg, PA, Fairfax, VA, Norcross, GA, Hoffman Estates, IL, Beachwood, OH, Indianapolis, IN, Bellevue, WA, Henderson, NY, Scottsdale, AZ

CONNER STRONG

www.connerstrong.com

COMPANY OVERVIEW:

Conner Strong is a leading insurance, risk management and employee benefits brokerage and consulting firm. Through proprietary approaches, the firm offers customized programs designed to align with organizational goals and drive bottom-line growth. Founded in 1959 and headquartered in New Jersey, Conner Strong ranks among the largest insurance brokerages in the country. Each year, the company places more than \$1 billion in premium volume and has a team of nearly 300 professionals, serving clients throughout the United States and abroad. The firm's specialty practices include: Aviation, Construction, Construction Wrap-ups, Education, Executive Risk, Financial Services, Healthcare, Hospitality and Gaming, Life Science and Technology, Public Entity, Real Estate and Surety.

LOCATIONS:

Philadelphia, PA

Marlton, NJ

POSITIONS AVAILABLE: Total - 8

Claims Intern

POSITION DESCRIPTION:

Through completing specialized tasks, working with industry leaders and becoming part of a competitive insurance brokerage, the intent is to provide real-world work experience that creates an understanding of what a career in Claims entails.

LOCATION:

Marlton, NJ

DIVISION:

Claims

CONNER STRONG

www.connerstrong.com

RESPONSIBILITIES:

- Support a Claim Consultant in the Management of a book of business
- Provide basic transactional customer service and claims processing
- Provides superior support to Account Executives
- Act as a liaison between the insurance carrier and client ensuring client's claim is handled properly and efficiently
- Act as a client advocate with insurance carrier to ensure an acceptable resolution is achieved
- Creates any claims related materials as needed such as pre-renewal loss information packet, claim loss analysis and claim meeting materials
- Manage claims from Personal Risk Services Group
- May assist in conducting claim review meetings with the client, insurance carriers, etc
- Maintains accurate electronic and paper files that conform to company standards
- Ensures accuracy of account data and input into the agency management system – Sagitta
- Other duties as assigned

QUALIFICATIONS:

- Exceptional organization and Customer service skills
- Excellent interpersonal, analytical, written, and verbal communication skills
- Must be an enthusiastic self starter, flexible, be able to multi-task and delegate or handle responsibilities with minimal supervision
- PC proficiency required. MS Office (Word and Excel) preferred
- Knowledge of agency management systems preferred
- Experience with Sagitta and AM Best preferred
- Risk Management major
- Able to work in office environment with moderate noise level
- Able to work flexible hours and travel to other Conner Strong buildings and client work sites on a regular basis

CONNER STRONG

www.connerstrong.com

POSITION AVAILABLE:

Risk Control Intern

POSITION DESCRIPTION:

Through completing specialized tasks, working with industry leaders and becoming part of a competitive insurance brokerage, the intent is to provide real-world work experience that creates an understanding of what a career in Risk Control entails.

LOCATION:

Marlton, NJ

DIVISION:

Risk Control

RESPONSIBILITIES:

- Independently work to complete “Right to Know” surveys throughout the state of New Jersey, focusing on municipal and county buildings
- Responsible for scheduling appointments, meeting deadlines and completing tasks in a time sensitive environment
- Must provide one’s own transportation. Conner Strong will reimburse on a per mile basis.
- Attend staff meetings and travel with members of the consulting team to visit clients and attend training programs
- Research various topics for consulting staff members
- Able to dictate legibly
- Must be able to work independently with minimal supervision
- Maintains accurate electronic and paper files that conform to company standards
- Ensures accuracy of identity and composition data for input into the CHEMMASTER data system

CONNER STRONG

www.connerstrong.com

QUALIFICATIONS:

- Exceptional organization and Customer service skills
- Excellent interpersonal, analytical, written, and verbal communication skills
- Must be an enthusiastic self starter, flexible, be able to multi-task and delegate or handle responsibilities with minimal supervision
- PC proficiency required. MS Office (Word and Excel) preferred
- Risk Management Major
- Valid Driver's License – Transportation not provided
- Able to work in office environment with moderate noise level
- Able to work flexible hours and travel to other Conner Strong buildings and client work sites on a regular basis

CONNER STRONG

www.connerstrong.com

POSITION AVAILABLE:

Employee Benefits Intern

POSITION DESCRIPTION:

Through completing specialized tasks, working with industry leaders and becoming part of a competitive insurance brokerage, the intent is to provide real-world work experience that creates an understanding of what a career in Employee Benefits entails.

LOCATION:

Marlton, NJ

DIVISION:

Employee Benefits

RESPONSIBILITIES:

- Work closely with the Executive Vice President of Employee Benefits to develop benefit surveys for hospitals, casinos and general industries
- Create and develop a Conner Strong client survey using industry survey models
- Supporting internal Stand Operating Procedure Group on RFP's (Request for Proposals)
- Assist in developing annual carrier RFI's (Request for Information)
- Attend staff meetings and travel with members of the consulting team to visit clients and attend training programs
- Research various topics for consulting staff members
- Maintains accurate electronic and paper files that conform to company standards
- Ensures accuracy of account data and input into the agency management

CONNER STRONG

www.connerstrong.com

QUALIFICATIONS:

- Must be able to work independently with minimal supervision
- Exceptional organization and customer service skills
- Excellent interpersonal, analytical, written and verbal communication skills
- Must be an enthusiastic self starter, flexible, able to multi-task and delegate or handle responsibilities with minimal supervision
- PC proficiency required. MS Office (Word and Excel) a must
- Risk Management Major
- Office environment with moderate noise level
- Able to work flexible hours and travel to other Conner Strong buildings and client work sites on a regular basis

CONNER STRONG

www.connerstrong.com

POSITION AVAILABLE:

Major Accounts Intern

POSITION DESCRIPTION:

Through completing specialized tasks, working with industry leaders and becoming part of a competitive insurance brokerage, the intent is to provide real-world work experience that creates an understanding of what a career in Major Accounts entails.

DIVISION:

Major Accounts

RESPONSIBILITIES:

- Loss summaries: review and prepare agency's loss summaries to be used in presentation and marketing submissions.
- Loss Projections.
- Experience Modification Projections.
- Initial review of insurance policies: review and cross reference of endorsements and/or amendments to coverage forms to ensure compliance with negotiated terms and conditions.
- Gathering and analysis of renewal information: organization and presentation of information for clients' proposals and marketing submissions.
- Assistance with analysis of loss sensitive and alternative programs.
- Allocation of premium calculations: disburse costs based of different allocation basis utilizing Microsoft Excel.
- Maintains accurate electronic and paper files that conform to company standards.
- Ensures accuracy of account data and input into the agency management system

CONNER STRONG

www.connerstrong.com

QUALIFICATIONS:

- Exceptional organization and customer service skills.
- Excellent interpersonal, analytical, written and verbal communication skills.
- Must be an enthusiastic self starter, flexible, able to multi-task and delegate or handle responsibilities with minimal supervision.
- PC proficiency required. MS Office (Word and Excel) a must
- Risk Management Major
- Office environment with moderate noise level;
- Able to work flexible hours and travel to other Conner Strong buildings and client work sites on a regular basis

CORPORATE SYNERGIES GROUP, INC.

www.corpsyn.com

CORPORATE DESCRIPTION:

Corporate Synergies is a premier independent benefits consulting and brokerage firm with more than 650 corporate clients throughout the nation. Corporate Synergies utilizes a unique suite of services combined with innovative technology to deliver cost-effective benefit solutions to both employers and employees. As a privately owned entity that remains independent from insurance carriers and banks, Corporate Synergies serves as an objective advocate for its clients, negotiating with carriers and administrators to deliver benefits packages with preferential terms for employees. The firm enjoys a 98% satisfaction rate among clients and a 96.5% client retention rate. Corporate Synergies was recognized for five consecutive years as one of the “Best Places to Work” by the Philadelphia Business Journal.

LOCATION:

Mount Laurel, NJ

POSITION TITLE: 1

Summer Intern

DIVISION:

Account Management

POSITION DESCRIPTION:

This role that will provide the incumbent with the ability to develop their proficiency in the Health and Welfare industry, carriers, plans, rating, and anything else related to the successful managing of existing group health clients.

CORPORATE SYNERGIES GROUP, INC.

www.corpsyn.com

POSITION RESPONSIBILITIES:

Assist the Account Management Team with the gathering of data for renewals, preparation of reports, communication materials and open enrollment materials.

POSITION QUALIFICATIONS:

- Ability to work in a team environment
- Strong detail orientation and follow up skills
- Strong oral and written communication skills
- Proficient in the use of office databases and presentation software (Excel, Word, PowerPoint, etc.)
- Organization and attention to detail
- Flexible, multi-task abilities
- Knowledge of carrier processes and carrier plans

DELAWARE RIMS CHAPTER

<http://delawarevalley.rims.org>

ORGANIZATION OVERVIEW:

Founded in 1950, RIMS serves over 4,800 businesses and organizations represented by over 10,000 individuals with risk management responsibilities throughout the world. The Delaware Valley Chapter was the second chapter, founded in 1951, and we continue to serve the Risk Management community in Pennsylvania, Delaware and New Jersey.

LOCATIONS:

To Be Determined

Previous sponsors include: Aramark, Toll Brothers, SAP, Advanta, Glaxo Smith Klein, Asplundh, Unisys, Total Elf Fina, the City of Philadelphia, Arkema Group, and the Philadelphia School District.

POSITIONS AVAILABLE: 2

Risk Management Intern

DIVISION:

Risk Management and/or Safety

POSITION DESCRIPTION:

The Delaware Valley Chapter of RIMS will be sponsoring a paid summer internship program to provide one or two Risk Management students with a unique opportunity for hands on learning of the Risk Management processes used by two Philadelphia area RIMS member companies. The internship is sponsored in part by the Spencer Foundation of the American RIMS organization and the by Delaware Valley RIMS Chapter. Spencer is dedicated to supporting educational advancement within the field of Risk Management. The program will run for a ten-week period in the summer of 2010. The intern may spend five weeks with each company's Risk Management Department and rotate or spend the entire 10 weeks with one company depending

DELAWARE RIMS CHAPTER

<http://delawarevalley.rims.org>

on the project scope. The one or two participating companies will be from different industry segments which will give the intern the opportunity to see first hand how different industries apply risk management techniques to their specific exposures. Our goal is to give the intern an opportunity to take the skills learned in the classroom and learn to apply those skills to actual situations that they may face when they enter the risk management and insurance fields.

RESPONSIBILITIES:

Although it is possible not all the following areas will be covered at each participating company, the program will consist of work in the following five areas.

- ***Insurance Coverage:*** Exposure Analysis / Contractual analysis / Endorsement procedures / Certificates of Insurance / Bonds
- ***Claims Handling:*** Reporting / Investigation / Management
- ***Loss Analysis:*** Property / Liability / Workers' Compensation
- ***Financial Skills:*** Budgeting / Cost Benefit Analysis / Allocations
- ***Communication Skills:*** Interaction with other departments within company / Report preparation and presentation / Broker Communications / Underwriter Communications

QUALIFICATIONS:

The ideal candidate will be a Risk Management major or minor entering their junior or senior year. Related business course work, extracurricular activities, GPA and work experience will be considerations. Access to a car is not required but may prove helpful.

ADDITIONAL COMMENTS:

All resumes must be received by March 15, 2010. Resumes and questions can be directed to the Delaware Valley RIMS Chapter Educational Chair. His contact information is as follows:

Marcin Plonka Education Chairman – Delaware Valley RIMS Chapter.

ECBM, LP

www.ecbm.com

COMPANY OVERVIEW:

ECBM, LP is one of the largest private, independent insurance brokerage and consulting firms in the country. Formed in 1970, the firm has enjoyed rapid growth in both brokerage and consulting service areas. Our commercial premium volume is approximately \$135,000,000. ECBM was the recipient of The Greater Philadelphia Chamber of Commerce's 2005 Customer Service Excellence of the Year Award. Our principal office is located in West Conshohocken, PA where we employ a staff of over 70 highly educated and accomplished individuals. Most of our associates hold at least one professional designation such as the Chartered Property Casualty Underwriter (CPCU), or Chartered Life Underwriter (CLU).

LOCATIONS:

West Conshohocken, PA

POSITIONS AVAILABLE: 1

DIVISION:

Commercial Lines

POSITION DESCRIPTION:

To expand and apply insurance knowledge gained from the curriculum at Temple University and to provide technical and processing support to the Commercial Lines service team, including risk analysis of documents and policies to review coverages, as well as other projects.

QUALIFICATIONS:

- Risk Management major
- Property and Casualty studies
- Good academic history
- Strong communication skills
- Attention to detail

LEON L. LEVY & ASSOCIATES

www.leonlevy.com

COMPANY OVERVIEW:

For more than half a century, our clients have depended on us to provide comprehensive products, and more importantly, the most customer-oriented service in the financial planning and insurance industries. Leon L. Levy & Associates has specialized in insurance planning. We have accounted for an enormous volume of insurance protection, and because of that we have leverage and influence to benefit our clients in negotiating and underwriting premiums.

LOCATIONS:

Philadelphia, PA

POSITION AVAILABLE: 1

Group Service/ Marketing Intern

DIVISION:

Employee Benefits

POSITION DESCRIPTION:

Assist with projects that are assigned by the Service Manager (addition and terms of employees on insurance plans). Assist the marketplace analysis of benefit plans and projects that are assigned from the underwriting department.

RESPONSIBILITIES:

Assist with Service and Marketing of employee benefits plans. Work with the Service Team, COBRA team, Marketing and Underwriting team members

LEON L. LEVY & ASSOCIATES

www.leonlevy.com

QUALIFICATIONS:

- Junior or Senior
- Employee Benefit experience is a plus

ADDITIONAL COMMENTS:

Summer intern could grow into use all year round and grow into a full-time position.

LIBERTY MUTUAL

www.libertymutual.com

COMPANY OVERVIEW:

“Helping people live safer, more secure lives” since 1912, Boston-based Liberty Mutual Group is a leading global multi-line group of insurance companies. Liberty Mutual ranks 86th on the Fortune 500 list of largest U.S. corporations based on 2008 revenue, and is the fifth-largest property and casualty insurer in the U.S. based on 2008 direct written premium. Liberty Mutual Group today employs over 39,000 people in more than 900 offices throughout the world. Liberty Mutual Group operates through four strategic business units -- Personal Markets, Agency Markets, Commercial Markets and Liberty International -- with no single unit contributing more than 30 percent of net premium written.

LOCATIONS:

Boston, MA

HOUSING:

Housing is not currently provided for interns

POSITIONS AVAILABLE:

Sales Intern

DIVISION:

Personal Markets

POSITION DESCRIPTION:

As a Liberty Mutual Personal Markets Sales Intern, you will develop the skills necessary for success in Sales by working closely with Sales Representatives in a field office. Throughout your time in the Sales department, you will build prospecting, product knowledge, and relationship building skills necessary for success.

LIBERTY MUTUAL

www.libertymutual.com

RESPONSIBILITIES:

- Learn Sales information systems
- Assist Sales Representatives with daily job duties
- Spend time out of the office observing and assisting with group sales calls
- Work on research assignments and an end-of-summer presentation

QUALIFICATIONS:

- Undergraduate working towards a Bachelor's degree
- Possess excellent analytical, written, and verbal communication skills
- Hard work, honesty, and integrity

MARSH, INC.

www.marsh.com

COMPANY OVERVIEW:

As a subsidiary of Marsh & McLennan Companies (MMC), a global professional services firm with over \$12 billion in annual revenue and a strong history of profitability and growth, Marsh is the world leader in delivering risk and insurance services and solutions to clients. We provide global risk management, risk consulting, insurance broking, financial solutions, and insurance program management services for businesses, public entities, associations, professional services organizations, and private clients. Marsh is organized by client, industry, and risk categories to facilitate the delivery of highly specialized products and services covering a wide spectrum of risks. Specialty practices, which are key elements in Marsh's global client-service capabilities, operate on a worldwide basis.

LOCATIONS:

Various cities and states

POSITIONS AVAILABLE: Multiple

Summer Risk Analyst

POSITION DESCRIPTION:

As a Marsh Summer Risk Analyst, you will have the opportunity to work with client team members to offset clients' risks through customized solutions that increase revenue, enhance net income, and strengthen the bottom line. You will also have the opportunity to build upon your knowledge of Marsh Inc., technical knowledge, and professional skills.

MARSH, INC.

www.marsh.com

RESPONSIBILITIES:

- Analyzing client data and compiling research results using databases and other computer systems
- Maintain billing control records and developing budgetary data
- Participating in the analysis of clients' existing insurance programs and requirements by reviewing current policies and formulating recommendations for customized risk solutions
- Assist team members with the development of underwriting specifications and preparation of proposal presentations for existing and prospective clients

QUALIFICATIONS:

What we look for in Summer Risk Analysts candidates: Qualified candidates must be highly motivated and demonstrate a strong interest in business. Candidates must possess superior detail orientation and excellent communication and interpersonal skills. Candidates should also be service-oriented individuals with strong analytical, research, and problem-solving skills. Some previous business experience is preferred. All majors are considered. Specifically:

- Must be a U.S. Citizen or have unrestricted authorization to work for an employer in the U.S.
- Progress towards a BA/BS degree with a minimum cumulative overall GPA of 3.0 out of 4.0
- Must be in sophomore or junior year of an undergraduate program when applying. Proficient in Microsoft Office.
- Ability to work in a fast paced team environment with rapidly changing priorities and demands.
- Candidates must be prepared to discuss work location preferences during the on-campus/1st interview.

THE MCINTYRE GROUP

www.mcintyre-group.com

COMPANY OVERVIEW:

The McIntyre Group is a Commercial Property and Casualty Insurance Broker who provides customized comprehensive programs and services to large sophisticated commercial risks.

LOCATIONS:

Cherry Hill, NJ

POSITIONS AVAILABLE: 2

Intern - Client Specialist

RESPONSIBILITIES:

Assist the Account Executive Departments with all tasks as needed associated with client servicing, account development and renewal retention.

QUALIFICATIONS:

- Commercial Lines product knowledge and risk management expertise
- Good oral and written communication skills
- Risk Management Major Preferred

MERCER

www.mercer.com/college

COMPANY OVERVIEW:

Mercer has more than 17,000 employees serving clients from more than 180 cities and towns and 41 countries and territories worldwide, and is a wholly owned subsidiary of Marsh & McLennan Companies, Inc. As a leading global provider of human resource consulting, outsourcing, and investment services, Mercer serves more than 25,000 clients globally. These include governments and companies of all sizes from not-for-profits and middle-market businesses to global Fortune 500 companies. For more than 70 years, we have been helping organizations leverage the power of their people to achieve peak company performance within a highly disciplined, rigorous financial framework. Our innovative ideas, sound strategies and competitive programs; managed within the appropriate cost and risk parameters; engage, motivate and drive a workforce to fuel business performance and create a sustainable competitive advantage for companies in the face of ever-changing business conditions. Mercer has an unmatched global network, which ensures integrated, worldwide solutions for clients who wish to establish global policies and procedures while allowing for the flexibility to accommodate local cultural, legal and regulatory requirements. Our locally based professionals are also available to address country-specific issues and opportunities.

LOCATIONS:

Philadelphia, PA

POSITIONS AVAILABLE: 1

Health and Benefits Intern

DIVISION:

Health and Benefits

MERCER

www.mercer.com/college

POSITION DESCRIPTION:

Mercer's health and benefits business has the world's largest and most influential benefits brokerage and consulting capabilities. We strategize with clients of all sizes and industries to find benefits solutions that fit their needs. We bring the optimal combination of local-market knowledge and nationally driven best practices. Our innovations translate into superior benefits for clients and distinguish Mercer in the marketplace. For large employers, we offer unique solutions that drive health and productivity gains. For smaller employers, we can leverage relationships with vendors to deliver innovative solutions scaled for easy implementation. We deliver broad-based brokerage and consulting services through a national network of client teams that manage client strategy, vendor management, financial reporting, evaluation, administration, regulatory compliance and communication. These teams are composed of benefits specialists who know the health market and are supported by Mercer's world-class resources, including state-of-the-art technologies and a range of world-class information, tools and talent. Our national specialty practices provide thought leadership and breakthrough ideas on: Total health management, including consumerism, productivity, absence management, behavioral health and pharmacy, Global health strategy and brokerage solutions, Vendor performance and audit, Life and disability management, Provider performance, including provider measurement and transparency, high-performance networks and clinical innovation Each health and benefits segment is aligned according to the clients we serve. For example, the Enterprise segment serves clients with 50-500 employees; the Advisory segment serves middle market clients with 500-5,000 employees; and the Consulting segment serves large organizations with more than 5,000 employees. Based on the clients served, any or all of these specialties may be present in a Mercer health and benefits business location. Our client focus, integrity, expertise and innovation are why clients choose Mercer. We are also committed to setting the industry standard for ethical and transparent business practices. The first step in your career with Mercer's health and benefits business is as a Health and Benefits Intern, either on the general track or the actuarial track. As a

MERCER

www.mercer.com/college

Health and Benefits Intern, you will work closely with senior consultants, partnering with client companies, in the design, financing, pricing and administration of their health and welfare programs. You will review current plan designs, contribution strategies and funding arrangements, and conduct benchmark studies to develop short- and long-term strategic goals that meet your client's benefit and financial needs. Our stimulating and learning-filled environment will help you build strong relationships with your colleagues and our clients.

RESPONSIBILITIES:

- Develop an awareness of the insurance vendor marketplace, plan designs, health care cost factors, and the renewal process for health and group benefit programs.
- Perform financial reviews of renewals, marketing plans and valuations of cost estimates for client proposals
- Collect, analyze, and interpret health care data using utilization reports from vendors/carriers
- Assist senior consultants to review client needs, recommend suitable approaches and help implement benefit program strategies
- Model employee benefits contributions to meet employer objectives
- Help write and structure client communications, including proposals, reports, spreadsheets and presentations

MERCER

www.mercer.com/college

QUALIFICATIONS:

- Progress towards a bachelor's degree in business, math, statistics, or liberal arts
- Minimum GPA of 3.0/4.0
- Availability to work 10-12 weeks during the summer
- Strong analytical, mathematical and project management skills
- Proficiency using Microsoft office: Word, Excel, PowerPoint
- Ability to work independently or in a team environment with rapidly changing priorities and demands
- Excellent organizational, interpersonal, verbal and written communication skills
- Strong business acumen paired with intellectual curiosity

INTERNATIONAL STUDENT SPONSORSHIP:

To be eligible for consideration, candidates must be authorized to work in the United States. Please note that at this time, the Company does not intend to sponsor work visas with respect to these positions or to provide these positions as OPT or CPT. Mercer is an equal opportunity employer.

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

COMPANY OVERVIEW:

Munich Re Worldwide The Munich Re Group combines the disciplines of reinsurance, primary insurance and asset management to form one of the world's premier risk carrier and financial services provider. The Munich Re Group is one of the world's largest reinsurers and the second-largest primary insurer in Germany. In addition, we are an independently owned organization with over 125 years of experience in our specialist field. Our mission is turning risk into value. Today, we advise more than 5,000 clients in 150 countries - and we continue to strive to be the preferred partner in risk for many of our clients. We have 60 business units in our international organization with over 10,500 employees in our worldwide reinsurance business. Going forward, our mission statement encapsulates our guiding principles for our business by: - actively diversifying risk - growing profitably - steering and controlling our activities with excellence - capitalizing on our financial strength on a sustained basis Munich Re America. With statutory surplus over \$4 billion, superior reinsurance capacity, and some of the industry's strongest insurance financial strength ratings, Munich Reinsurance America, Inc. is a core member of the Munich Re Group and offers the stability, financial security and expertise our clients depend upon. We have been serving insured and self-insured entities since 1917. Today, Munich Re America is one of the leading reinsurers in the U.S., offering superior products and expert services focused on our clients and part of the preeminent brand in worldwide reinsurance.

LOCATION:

Princeton, NJ

POSITIONS AVAILABLE: 15-20

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

Internship Development Program

From your first day at Munich Re America, you will participate in a variety of projects that have real impact on the future of our organization. As such, we are committed to supporting you with a program that focuses on strengthening your professional and personal skills through our intern development program. At various points throughout the summer, we invite interns to participate in a variety of development training seminars. A few examples include:

POSITION: *Underwriting Accounting Services Intern*

- **DIVISION:**
 - Financial Management and Reporting (Underwriting Accounting Services)
- **RESPONSIBILITIES:**
 - Assist with the timely and accurate recording of client account statements
 - Assist with investigating and resolving open payable/receivable balances
 - Assist with completing contingent calculations
 - Assist with the application of cash receipts and disbursements
 - Assist with special projects as needed
- **PREFERRED QUALIFICATIONS:**
 - High academic achievement (above 3.0 GPA preferred)
 - Major in accounting, finance, economics or related field
 - Proficiency in Microsoft Excel and Word
 - Effective written and verbal communication skills
 - Strong math and analytical skills
 - Participation in extracurricular activities
 - Demonstrated leadership abilities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Underwriting Services Intern*

- **DIVISION:**
 - Underwriting Services
- **RESPONSIBILITIES:**
 - Research construction defect claims, market and coverage issues in specific states
 - Maintain database and prepare research summaries
 - Assist WC Specialist with State Analysis
 - Perform other research assignments as needed
- **PREFERRED QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in risk management, insurance, business administration, or related field
 - Knowledge of Microsoft Word, Excel, PowerPoint, and internet research
 - Proficiency in written and verbal communication
 - Experience in writing reports
 - Participation in extracurricular activities
 - Ability to interact with external resources

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Business Analyst Intern*

- **DIVISION:**
 - Claims (Business Run-Off Operations)
- **RESPONSIBILITIES:**
 - Assist in the financial analysis of ceding companies within the Runoff portfolio
 - Access and report on financial statements and news reports filed by ceding companies
 - Assist the Account Executives with their key and target accounts' strategies
 - Assist Account Managers with non-key and target account analysis and special projects
 - Lead task and time limited project(s), which can be completed during the internship
- **PREFERRED QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in business, accounting, math and finance
 - Proficiency in Microsoft Excel and Access
 - Demonstrated business acumen
 - Ability to work with a team
 - Strong interpersonal and communication skills
 - Demonstrated leadership abilities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Technical Training and Development Intern*

- **DIVISION:**
 - Underwriting Services
- **RESPONSIBILITIES:**
 - Review textbook "Reinsurance Principles and Practices"
 - Develop a PowerPoint presentation for each of 15 chapters, including examples/questions and speaker notes
 - Review presentation material with manager on a weekly basis and make corrections/additions as needed
- **PREFERRED QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in risk management, actuarial science or related field
 - Some understanding of insurance terms
 - Proficiency in Microsoft PowerPoint and Excel
 - Proficiency in written and verbal communication
 - Participation in extracurricular activities
 - Demonstrated leadership abilities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Underwriting Analyst Assistant Intern*

- **DIVISION:**
 - Underwriting Services
- **RESPONSIBILITIES:**
 - Compile reports for underwriters for specific treaties and programs
 - Assist with setting up audit schedule
 - Work on preparing and monitoring 9-month rule report
 - Assist program underwriters with underwriting files
 - Enter submission data into RAPS/FSRI system
- **PREFERRED QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in risk management, insurance, business administration, or related field
 - Knowledge of Microsoft Word, Excel, PowerPoint, and internet research
 - Proficiency in written and verbal communication
 - Experience in writing reports
 - Participation in extracurricular activities
 - Ability to interact with external resources

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Contract Wording Intern*

- **DIVISION:**

- Specialty Markets

- **RESPONSIBILITIES:**

- Verify policy premium accuracy as reported on the policy, the account current and system data (premium and corresponding cash) to ensure it is in agreement; document variances as necessary and review transactions and documents to determine if it can resolve differences
- Very accuracy of monthly account currents submitted and balance to premium remittance received
- Assist in pre-audit preparation and documentation and in spreadsheet and work paper preparation
- Review bank reconciliations

- **QUALIFICATIONS:**

- Incoming junior or senior preferred
- High academic achievement (above 3.0 GPA preferred)
- Majors in risk management, insurance, business administration, pre-law or related field
- Proficiency in Microsoft Word, Excel, PowerPoint and internet research
- Proficiency in written and verbal communication
- Ability to interact with internal resources
- Demonstrated ability to pay attention to detail
- Participation in extracurricular activities
- Demonstrated leadership abilities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Technical Assistant Intern*

- **DIVISION:**
 - Underwriting Services (MARI)
- **RESPONSIBILITIES:**
 - Review paper files against electronic SharePoint sites
 - Evaluate SharePoint site(s) for missing documents
 - Scan and upload documents into electronic folders
 - Review mail for distribution to Underwriting Analysts
 - Create purge lists from boxed accounts for off-site storage or microfilming
- **QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in business, economics, finance or related field
 - Proficiency in Microsoft Outlook, Word and Excel
 - Strong interpersonal and communication skills
 - Participation in extracurricular activities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Audit Intern*

- **DIVISION:**
 - Specialty Markets
- **RESPONSIBILITIES:**
 - Verify policy premium accuracy as reported on the policy, the account current and system data (premium and corresponding cash) to ensure it is in agreement; document variances as necessary and review transactions and documents to determine if it can resolve differences
 - Very accuracy of monthly account currents submitted and balance to premium remittance received
 - Assist in pre-audit preparation and documentation and in spreadsheet and work paper preparation
 - Review bank reconciliations
- **QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in accounting, finance, insurance, business and related field
 - Proficiency in Microsoft Word and Excel
 - Basic knowledge of accounting principles
 - Basic knowledge of operational, financial, system and internal controls, as well as an understanding of cash related processes and controls (such as collection, receivable monitoring, and bank reconciliation)
 - Proficiency in written and verbal communication

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Relational Database Designer Intern*

- **DIVISION:**
 - Insurance Company Operations
- **RESPONSIBILITIES:**
 - Develop and/or augment an Access Database or alternative strategy for the storage of insurance forms
 - Develop documentation and user guide for the database
 - Implement the database in Product Development and State Filing
 - Provide local help desk function for database
- **QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in IT, computer programming, business or related field
 - Advanced Microsoft Access database development skills
 - Advanced Microsoft Office skills, with emphasis on Access
 - Proficiency in written and verbal communication
 - Demonstrated leadership abilities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Business Analyst Intern*

- **DIVISION:**
 - Specialty Markets
- **RESPONSIBILITIES:**
 - Utilize existing systems to generate reports to perform portfolio analysis
 - Analyze data for positive and negative trends
 - Develop additional information as instructed to allow more in-depth analysis
 - Document and present findings
- **QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in actuarial science, math, risk management/insurance, economics, accounting and finance
 - Proficiency in Microsoft Excel and Access
 - Strong interpersonal and communication skills
 - Strong analytical and computer skills
 - Participation in extracurricular activities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Tax Intern*

- **DIVISION:**
 - Financial Management and Reporting (Tax)
- **RESPONSIBILITIES:**
 - Mail premium and income tax returns and estimates
 - Reconcile certified mailing vouchers and receipts
 - Prepare files for in-house and off-site facility storage
 - Enter data for various returns and estimates
 - Maintain various spreadsheet templates
 - Update mailing records for tax calendar
 - Gather information needed for preparation of returns
 - Complete returns accurately and timely
 - Research various state and federal tax issues
 - Complete various special projects within the tax department
- **QUALIFICATIONS:**
 - High academic achievement (above 3.0 GPA preferred)
 - Major in accounting or related field
 - Excellent organizational and analytical skills
 - Strong verbal and written communication skills
 - Proficiency in Microsoft Word, Excel, and PowerPoint

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Business Analyst Intern*

- **DIVISION:**
 - Financial Management and Reporting
- **RESPONSIBILITIES:**
 - Work with the business on understanding spending (use of Business Warehouse and other tools to get invoice spending detail by company)
 - Work with companies such as HSB, Midland, and Munich Re America on accounts payable analysis
 - Work with commodity managers to calculate savings on RFPs versus current prices paid
- **QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in finance, accounting, supply chain, information systems or management information systems
 - Knowledge of Microsoft Office products, including Access, Excel, Word and PowerPoint
 - Strong interpersonal and communication skills
 - Strong analytical skills
 - Participation in extracurricular activities
 - Demonstrated leadership abilities

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

POSITION: *Underwriting Services Intern*

- **DIVISION:**
 - Corporate Marketing
- **RESPONSIBILITIES:**
 - Assist with state profiles (including but not limited to: pulling MarketStance census information, reviewing and validating data, and completing data charts)
 - Assist with article search requests
 - Provide research documents for ad-hoc reports and data requests
 - Assist with research for Emerging Exposures newsletter and other research reports
 - Research conference registrations for centralized conference registration process
 - Create back-up copies of programs in new video formatting
 - Manage video library and delete content for disposal
 - Assist with additional projects as needed
- **QUALIFICATIONS:**
 - Incoming junior or senior preferred
 - High academic achievement (above 3.0 GPA preferred)
 - Majors in risk management, business administration, marketing, communications or related field
 - Proficiency in written and verbal communication, strong analytical and interpersonal skills
 - Knowledge of Microsoft Office products and internet research

MUNICH REINSURANCE AMERICA, INC.

www.munichreamerica.com

ADDITIONAL COMMENTS:

Visit <http://www.munichreamerica.com> and complete the following:

- Click on “Careers” on the top right corner of the home page.
- Click on “Career Search” on the left navigation column.
- To view all available internship opportunities, enter the word “intern” in the keyword search box. Alternatively, to view a specific job, enter the complete job title in the job title search box.
- Browse through the position(s) of interest and verify that you meet all the criteria outlined.
- Click on “Apply On-line” and follow the prompts to complete your application.

NEW YORK LIFE INSURANCE COMPANY

www.NewYorkLife.com

COMPANY OVERVIEW:

Number One Customer Loyalty New York Life Insurance Company has been named the insurance industry's 2008 Customer Loyalty Engagement First Place Winner. This award recognizes the brand best able to engage consumers and create loyal customers. 1. Award Winning Professionally Trained Agents All New York Life agents must complete an extensive training program to give them the necessary tools to properly evaluate your insurance and financial needs. More importantly, their training is ongoing, so their professional knowledge is always up to date and keeps pace with rapid changes in the financial marketplace. For a record-breaking 54th consecutive year, New York Life Insurance is the leader of the Million Dollar Round Table (MDRT), the premier international association of financial professionals. This distinction highlights that our agents are trusted, knowledgeable leaders committed to serving their clients with exemplary performance and the highest standards of ethics, service and productivity.

Highest Ratings for Financial Strength: New York Life (NYL) has received the highest ratings for financial strength from the life insurance industry's principal rating agencies: A.M. Best (A++) Standard & Poor's (AAA) Moody's (Aaa) Fitch (AAA) Top Rated Web site and Online Customer Service NewYorkLife.com is one of the industry leaders in financial Web sites as rated by Dalbar. In fact, we are consistently ranked as the number one Life Insurance and Annuity Consumer Web site by Dalbar. The site allows you to service and view your policy information online via our Virtual Service Center. At your convenience, you can view your policy values, change your address, contact your agent or one of our customer service reps. You can also download forms or request they be mailed to you. Prestige New York Life is proud to have insured many American Presidents and famous people such as Theodore Roosevelt and Babe Ruth. They have served our country, and when it came to serving the financial needs of their families, they chose New York Life. Simply put, we're not a public company. This means unlike publicly traded companies that manage their business for the short-term benefit of

NEW YORK LIFE INSURANCE COMPANY

www.NewYorkLife.com

shareholders, we are guided by the longer-term needs and expectations of our policyholders. This makes New York Life, essentially, a partner in helping achieve your long-term goals and means we will be around for you and your family for years to come. When you consider all these factors it is easy to see why New York Life is the company you keep.

LOCATIONS:

Greater Philadelphia

POSITION DESCRIPTION:

New York Life Insurance Company is currently adding sales representatives to provide businesses and individuals with insurance and financial services. Persons selected may expect a comprehensive training and development program administered by a professional management staff, excellent benefits and the potential to earn an unlimited income.

POSITION RESPONSIBILITIES:

Sales

POSITION QUALIFICATIONS:

Applicants must possess excellent communication skills as well as the ability to learn about complex ideas and concepts in insurance and financial services.

***NORTHWESTERN MUTUAL
THE GUINAN FINANCIAL GROUP, LLC***

www.nmfn.com/philadelphia

COMPANY OVERVIEW:

We offer a personalized approach to providing customized financial solutions tailored to each client's individual needs. You'll provide needs-based analysis and financial solutions to help ensure a client's needs are met at every life stage. You'll work closely with clients to develop customized solutions that meet long-term financial goals and objectives. You'll have exclusive access to insurance products from top-rated company Northwestern Mutual, as well as disability income insurance, and an array of quality financial products and services available through our subsidiary companies and affiliates. By establishing enduring relationships with clients, you develop your skills in fact finding and referral prospecting. These skills are at the core of helping your clients achieve their goals and your mission. With your commitment, the assistance of our specialists and the support of your local network office, your vision can become reality.

LOCATIONS:

Wayne, PA (locations nationally)

POSITIONS AVAILABLE: 10

Financial Representative Intern

DIVISION:

Financial Services

***NORTHWESTERN MUTUAL
THE GUINAN FINANCIAL GROUP, LLC***

www.nmfn.com/philadelphia

POSITION DESCRIPTION:

Financial representative interns with the Northwestern Mutual Financial Network have the same opportunities to build their careers as full-time representatives. Like financial representatives, interns provide expert guidance and innovative solutions for individuals and businesses in the areas of retirement planning, insurance and investment services, estate planning, business planning, education funding and employee benefits. They strive to understand their clients' goals and visions in order to uncover financial solutions that put them on a path to success. These interns are in business for themselves — but they're not alone. Supported by our network of specialists, training programs and mentoring opportunities, interns have access to the resources, products and assistance they need to help their clients and build their practices.

RESPONSIBILITIES:

Learning about our company practices, products, and services, and build relationships with their clients. They will also be responsible for recommending the appropriate financial products and services to fit their clients' personal needs.

QUALIFICATIONS:

Full-time student in a four-year program

ODELL STUDNER

www.odellstudner.com

COMPANY OVERVIEW:

The Odell Studner Group will be the pre-eminent independently owned insurance firm in the region. We will be the preferred provider of risk management solutions for middle market businesses and individuals. We will create teams of the finest people in the industry and they will perform to the highest standards of professionalism. We will be trusted advisors to our clients and will deliver value and security by designing and implementing customized risk management solutions utilizing the finest underwriters and resources in the industry.

LOCATIONS:

Radnor, PA

POSITIONS AVAILABLE: 1

Assistant Account Manager Intern

DIVISION:

Commercial Lines

ODELL STUDNER

www.odellstudner.com

RESPONSIBILITIES:

- Process rating and endorsements on insurance carrier's websites
- Help to complete renewal applications with the insured
- Create premium allocation spreadsheets and prepare policies and proposals binders
- Request loss runs from insurance carriers or from their websites
- Prepare bonds for insureds
- Prepare customer correspondence including proposal, coverage Summary, certificates of insurance, binders, ID cards, cancellations, letters, etc
- Respond to customer's inquiries regarding policies and coverage
- Initiate, screen and prepare policy and endorsement requests for issuance and ensure prompt delivery
- Review policies and endorsements for accuracy; report errors to insurance companies for connection
- Interface with Account Managers and others to obtain and deliver information, quotations, policy changes, etc. as necessary
- Input and update customer and policy information in agency management system
- Process agency invoicing and assist to resolve billing discrepancies for assigned accounts
- Assist Department Manager on an "as needed" basis
- Prioritize workload and/or request for assistance as required
- Keep team members fully informed of important activities on their accounts including being sensitive to potential problems
- Provide phone/fax/e-mail back up to team members

QUALIFICATIONS:

- Working towards degree with a Risk Management focus

RUTHERFOORD

www.rutherford.com

COMPANY OVERVIEW:

Founded in 1916, Rutherford is privately held, employee owned and one of the largest brokers in the U.S. Rutherford has nine offices from Philadelphia to Atlanta, and client operations in all 50 states and more than 110 countries. Rutherford provides clients with risk management services and insurance products in the areas of: property and casualty; surety bonding; group life and health; captives and alternative risk solutions; consultative claims and claims advocacy; third party administration; loss control; safety services; private client services; international coverage and environmental management consulting.

LOCATIONS:

Virginia (Probable cities: Roanoke, Alexandria, Richmond), North Carolina, Georgia

HOUSING:

Traditionally, housing was found and provided for by Rutherford however due to their current state of acquisition by Marsh, this service will probably be left up to the recipients. We recommend you ask the recruiters.

POSITIONS AVAILABLE: 1+

DIVISION:

Commercial

RESPONSIBILITIES:

Responsible for learning and developing tangible skills in the area of Insurance and Risk Management. Successful completion of goals and objectives set forth by the individualized Intern Plan.

RUTHERFOORD

www.rutherford.com

QUALIFICATIONS:

Student entering their junior or senior year or graduating from a 4 year university.

Majoring in Risk and Insurance Management or displaying a keen interest in learning insurance, risk management, or financial fields.

TOWERS WATSON

www.towerswatson.com

COMPANY DESCRIPTION:

Towers Watson is a leading global professional services company that helps organizations improve performance through effective people, financial and risk management. With 14,000 associates around the world, we offer solutions in the areas of employee benefit programs, talent and reward programs, and risk and capital management.

DIVISION:

Health and Group Benefits

Retirement

LOCATION:

Philadelphia, PA

Washington, DC

POSITIONS AVAILABLE:

Health and Group Benefits Intern

POSITION DESCRIPTION:

Health and Group Benefits Consultants provide advice on the strategy, design, financing, delivery, ongoing management and communication of health and group benefit programs. As an intern within the Health and Group Benefits practice, you will have immediate exposure to real client assignments which will draw on your imagination and creativity as well as your ability to analyze data, draw conclusions and present results. These experiences will help build your technical knowledge and overall industry expertise while you benefit from our comprehensive training and development programs.

TOWERS WATSON

www.towerswatson.com

RESPONSIBILITIES:

- **People**
 - Build relationships internally and collaborate effectively on cross-functional teams
- **Client**
 - Depending on your area of specialty this internship might include some of the following client projects:
 - Design, funding, pricing, implementation and management of a full array of health and group benefits or retirement programs
 - Competitive benchmarking analysis of benefit plan designs
 - Insurance pricing analyses to ensure that clients are competitive
 - Financial modeling
 - Development of insurance products
 - Corporate restructuring and capital enhancement initiatives (demutualization, securitization, mergers and acquisitions)
 - Forecasting and carrying out investment studies
 - Performing asset/liability modeling
 - Increase efficiency within client teams by identifying ways to improve processes
 - Demonstrate natural ease and effectiveness when dealing with clients/colleagues at all levels

TOWERS WATSON

www.towerswatson.com

- **Financial**
 - Meet chargeable hours targets
 - Contribute to sales and marketing efforts by supplying information for proposals
- **Excellence**
 - Develop professional expertise by progressing towards qualification as an actuary
 - Develop technical knowledge and skills in the area you have chosen to focus on
 - Deliver on projects to meet or exceed client expectations

POSITION QUALIFICATIONS:

- A leader; proactively takes initiative
- A problem solver; able to identify and solve challenging problems
- Analytical; able to draw conclusions from data in a logical, systematic way
- Conceptual; ability to go beyond the details and see the big picture
- Results-driven; focused on achieving results that promote business success
- Communicator; displays strong oral, written and public speaking skills
- Committed to quality; continuously works to achieve the highest quality standards
- Team player; Ability to work independently as well as in a team
- Strong computer skills

TRAVELERS

www.travelers.com/howtoapply

COMPANY OVERVIEW:

The Travelers Companies, Inc. (NYSE: TRV) is a leading property casualty insurer selling primarily through independent agents and brokers. Travelers is a Fortune 100 company, with 2008 revenues of \$24 billion and total assets of \$110 billion. Recognized for the 3rd consecutive year by BusinessWeek as a Best Place to Launch a Career and Best Internship, Travelers offers tremendous opportunities for students and new graduates, including:

- Leadership Development Programs in Actuarial, Finance, Human Resources, Information
- Technology and Insurance Operations in St. Paul, Minn. and Hartford, Conn. National opportunities in Claim, Environmental Claim, Human Resources, Product Management and Underwriting

LOCATION:

Hunt Valley, MD

HOUSING:

No housing is provided.

POSITION AVAILABLE: 1

Bond and Financial Products Intern

DIVISION:

Commercial Insurance

TRAVELERS

www.travelers.com/howtoapply

POSITION DESCRIPTION:

The Bond and Financial Products Underwriting Internship Program provides qualified students with an excellent opportunity to gain first-hand experience, receive valuable on-the-job training and learn more about the property and casualty insurance industry. Each intern will be expected to complete challenging and meaningful project work over the course of this program. In addition, there are core assignments and a designated coach to further develop interns' knowledge of insurance underwriting, sales, and marketing.

What Exactly is an Underwriter?

Insurance is the contractual transfer of financial risk from one party to another.

Underwriters (Account Executives) are the heart of the insurance process, gathering and researching pertinent information and then using finely tuned analytical skills to evaluate the acceptability of business and institutional risk. However, underwriters are more than just analysts "they are the core relationship builders with our agents and clients. They are responsible for managing a profitable portfolio of business through our distributing agents and brokers. An underwriting career includes a dynamic blend of analytical and marketing skills" it's challenging, stimulating and a superb career choice. The Bond and Financial Products division provides management liability, professional liability and surety to businesses of all sizes. In addition, Bond and Financial Products also provides traditional property casualty coverage to Financial Institutions. Bond and Financial Products is organized into six separate and distinct business units, which include:

TRAVELERS

www.travelers.com/howtoapply

- ***Commercial Surety:*** Protects a third party from the failure of an insured to perform or fulfill an obligation -Construction Services: Insuring the bond between contractors and clients
- ***Financial Institutions:*** Insurance for community banks, credit unions, insurance companies, investment advisors and large depository and non-depository institutions
- ***Private/Non Profit Liability:*** Insurance products for private companies and non-profit institutions
- ***Professional Liability:*** Professional liability coverage protects against liability claims for negligence, errors and omissions in the performance of professional services
- ***Public Company Liability:*** Insurance products crafted to address the diverse management liability exposures faced by today's public companies

RESPONSIBILITIES:

Each intern will be expected to complete challenging and meaningful project work over the course of this program. In addition, there are core assignments and a designated coach to further develop interns' knowledge of insurance underwriting and account management. There is also a 2-day symposium conference in Hartford for all interns.

TRAVELERS

www.travelers.com/howtoapply

QUALIFICATIONS:

The Bond and Financial Products Internship Program is itself complex and dynamic, so we welcome applicants that have a variety of majors, backgrounds and experiences. For this internship opportunity, we are most interested in students who are serious about entering the insurance industry and who are excited about the prospect of making underwriting their future career choice. Specifically:

- Preferred cumulative GPA of 3.0 or above
- Economics, Finance, Risk Management/Insurance
- Working knowledge of Microsoft Office
- Strong verbal and written communication skills
- Strong analytical skills
- Legally eligible to work in the United States

ADDITIONAL COMMENTS:

This is a rotational experience within several units of Underwriting. 401k benefit offered.

TRAVELERS

www.travelers.com/howtoapply

POSITIONS AVAILABLE: 5

Product Pricing Development Program Intern

POSITION DESCRIPTION:

As a Product Pricing Development Program Intern you will play an integral role in the Product Management Organizations of Travelers!

Product Management provides interns with the opportunity to participate in a wide variety of fast paced projects and trainings.

Interns are assigned to a specific Product Management Team throughout the summer. Supervisors on the team will provide interns with a variety of projects while teaching the ins and outs of Personal Insurance and Business Insurance-Select Accounts.

In addition to project assignments, you will participate in technology, insurance, and leadership trainings, a mentor program, executive speaker and networking events, and Capstone Projects and presentations. All our internships are designed to be developmental, and top performers will be given the opportunity to interview for full-time positions upon graduation.

DIVISION:

Personal Insurance Product Pricing Development

LOCATION:

St. Paul, MN

Hartford, CT

TRAVELERS

www.travelers.com/howtoapply

HOUSING:

Travelers provides housing for internships in St. Paul, MN and Hartford, CT.

RESPONSIBILITIES:

As a Product Management intern your responsibilities may include:

- Applying various actuarial concepts to calculate rate indications and other statistical data to make recommendations for adequate pricing of products
- Preparing pricing support models and templates
- Analyzing the marketplace first hand, as well as through competitor and industry data
- Quantifying the impact of pricing and underwriting decisions
- Participating in the negotiation of pricing decisions with various distribution channels
- Responding to Department of Insurance inquiries
- Building and monitoring local agency strategy and performance
- Participating in knowledge sharing and group development activities with peers

QUALIFICATIONS:

- Undergraduates studying for degrees in Risk Management Insurance, Finance, Economics, Mathematics, Actuarial Science, Computer Science, Engineering, Accounting and/or Statistics with a preferred GPA of 3.2 or greater
- Experience with MS Access or Excel is a plus.
- Ideal candidates will have the ability to deal with concepts and complexity comfortably, and the ability to drill down information and draw conclusions.

ADDITIONAL COMMENTS:

We are looking for individuals that want to grow with us. If you are looking for a fulfilling training and development experience, this program is for you!

TRION

www.trion.com

COMPANY OVERVIEW:

Trion™, one of the nation's largest privately-held benefits firms, advises clients on the strategy, design, financing, delivery, communication, ongoing planning and management of all health and welfare benefit programs. Trion™ is the premier benefits consulting and broker organization serving the mid-Atlantic region. Trion is currently looking for an intern to support the Underwriting Department.

LOCATIONS:

Conshohocken, PA (or)

King of Prussia, PA

POSITIONS AVAILABLE: 1

Underwriting intern

DIVISION:

Health and Welfare Consulting

TRION

www.trion.com

POSITION DESCRIPTION:

The primary role of the Underwriting Intern is to maintain efficient and accurate workflow within the Underwriting unit and provide support to the Underwriting team. They will report to Molly Minardi, Underwriting Manager. He/she will work to support all our “large-market” consulting division initiatives. The selected candidate will be responsible for the development and execution of projects and will help support our internal technical needs and external client needs.

Key takeaways include:

- Fundamental Underwriting Techniques
- Project management
- How to work in a team environment

Specific Project Overview:

- ***Underwriting Tools*** – learn about various resources to assist in the Underwriting Process
- ***Underwriting Techniques*** – exposure to various funding alternatives and the cost implications to employer groups
- ***Budget Projections*** – prepare exhibits and illustrations used to develop various financial strategies for employer groups

RESPONSIBILITIES:

- Pre-renewal analysis and gathering of pertinent underwriting information for account specific projects
- Develops information and recommendations, based on the account analysis that will be used as the basis for the renewal strategy
- Determines pricing strategy in conjunction with lead underwriter
- Coordinates the renewal process for the lead underwriter
- Reviews submission information with the lead underwriter
- Build and maintain models to assist in the economic analysis of market alternatives
- Analyzes and coordinates the new business and renewal quoting process for the team
- Organize file activity
- Other related duties as assigned

TRION

www.trion.com

QUALIFICATIONS:

The Underwriting Intern must be interested in learning how to evaluate financial proposals from the ground up. They must have the insight and initiative to take concepts and ideas from the infancy stage through final implementation and execution. This position will help to support key market segments and prospect opportunities via data collection and underwriting analysis. This individual must have a basic understanding of health and welfare benefits, be confident and resourceful. Specifically:

- Candidate must demonstrate high level of integrity, common sense, and professional maturity
- Must be an Insurance and Risk Management major or related field, and have knowledge of basic health and welfare principles
- Demonstrate the core competencies of Trion™: innovative outlook, strategic thinking, power of analysis, ability to communicate, learn quickly, and intelligently interpret instructions
- Ability to subscribe to and support the Trion™ model, corporate values and cross-functional teams
- Ability to perform and work independently or in a team environment
- Outstanding communication skills – oral, written, presentation, computer
- Strong organization and problem solving skills
- Strong computer literacy (MS Word, Excel (pivot tables), PowerPoint, Access a plus)

ADDITIONAL COMMENTS:

If you are excited about developing, learning, and growing in the underwriting field, and are serious about gaining experience and success, this may be the opportunity for you.

UNITED STATES LIABILITY INSURANCE GROUP

www.usli.com

COMPANY OVERVIEW:

United States Liability Insurance Group is a proud member of Berkshire Hathaway. Our group consists of three insurance companies, United States Liability, Mount Vernon Fire and U.S. Underwriters Insurance Company. All three companies are rated A++, the highest rating available to any insurance entity by A.M. Best, the premier analyst of insurance companies. United States Liability Insurance Group specializes in underwriting low premium, low hazard specialty insurance products. Product lines include: Commercial Liability, Liquor Liability, Non Profit Package, Package, Personal Lines, Professional Liability and Property.

POSTIONS AVAILABLE: 2

Summer Intern

POSITION DESCRIPTION:

Support our underwriters by providing excellent service and technical assistance in the binding and setting up of new and renewal business.

LOCATION:

Wayne, PA

UNITED STATES LIABILITY INSURANCE GROUP

www.usli.com

RESPONSIBILITIES:

1. *Binding and Policy Set Up*

- Process customer requests for binding
- Verify critical information (dates, premium, policy number, applicable forms, subject to items, etc.) and fax or email to customer.
- Obtain underwriter approval when necessary per departmental guidelines.
- Complete all binder requests on an “In By 2, Out By 5” basis.
- Send to Policy Issuance department any necessary information to ensure an accurate policy is issued.

2. *Policy Review*

- Conduct application reviews
- Conduct web searches
- Review web quoted business

QUALIFICATIONS:

College junior; good organizational and communication skills

WILLIS OF PENNSYLVANIA, INC.

www.willis.com

COMPANY OVERVIEW:

Willis Group Holdings Limited is a leading global insurance broker, developing and delivering professional insurance, reinsurance, risk management, financial and human resource consulting and actuarial services to corporations, public entities and institutions around the world. Willis has more than 400 offices in nearly 120 countries, with a global team of approximately 20,000 Associates serving clients in some 190 countries. Willis is publicly traded on the New York Stock Exchange (NYSE: WSH).

LOCATIONS:

Radnor, PA

POSITIONS AVAILABLE: 2

Employee Benefits Intern

Property and Casualty Intern

DIVISION:

Willis of Pennsylvania, Inc.

POSITION DESCRIPTION:

Willis is seeking capable students to participate and assist Willis associates on key initiatives including sales analysis, marketing strategies, account servicing and client communication plans. Interns are exposed to a number of different business segments and may be given the opportunity to work with insurance carriers/underwriters and clients. The Summer Internship position will be in Radnor for 10 weeks. The Interns will have the opportunity to rotate between different departments.

WILLIS OF PENNSYLVANIA, INC.

www.willis.com

RESPONSIBILITIES:

- Interact with vendors on renewals and new business opportunities
- Work in a team environment and support account managers in generating new business and servicing clients
- Coordinate client renewals, including spreadsheet preparation and assist with preparation of RFP's
- Work in a team environment and support project managers in generating new business and servicing clients
- Gather and analyze data and prepare spreadsheets
- Assist with preparation of client presentations
- Develop tools to assist with data analysis

QUALIFICATIONS:

- Minimum GPA of 3.2
- Excellent oral and written communication skills
- Good organizational skills
- Strong sense of initiative and desire to get involved in all aspects of the business
- Must be a client-focused team player who can multi-task in a fast-paced environment
- Proficient using Microsoft Office with an expert skill level in Excel
- Strong analytical and technical skills required