



# RISKY BUSINESS

MEMBER EDITION

A GAMMA IOTA SIGMA NEWSLETTER  
TEMPLE UNIVERSITY'S DEPARTMENT OF RISK, INSURANCE, AND  
HEALTHCARE MANAGEMENT



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## H. WAYNE SNIDER DISTINGUISHED GUEST LECTURER SERIES

**Jim Wenke**

**Principal and Market Business Leader  
Mercer Human Resource Consulting**

*Wednesday, November 1st, 2006  
11:40am-12:30pm, Walk Auditorium*

Jim Wenke is a Principal and Market Business Leader in the Philadelphia office of Mercer Human Resource Consulting. Jim is directly responsible for Mercer's Health & Benefits Practices in Philadelphia, Wilmington De., and Harrisburg, Pa. Jim also utilizes his background in managed care and absence management to work with employers in consulting and client relationship roles.

Jim has twenty-four years of experience with employee benefits and health care delivery systems. In July 1996, Jim joined Mercer as a Client Relationship Manager and for four years he had consulting and relationship management responsibilities for a select group of Philadelphia based employer clients. In July 2000 he began working full time in Mercer's Health and Benefits Practice holding several national leadership roles including Absence Management Practice Leader and National Medium Market Leader. Jim assumed his current role in 2005.

Prior to joining Mercer, Jim spent 14 years with Aetna's national managed care organization. From 1994 to 1996 he was Aetna's Director of Health Services for their 125,000 member New Jersey Health Plan. During his tenure, the Plan received NCQA accreditation. Prior to that, Jim was Vice President, National Account Sales in the organization's Philadelphia office, dealing with a broad array of life, disability, health care and other benefit issues for large public and private employers. In an earlier role, he directed Life, Health and Disability programs in partnership with the Connecticut Business and Industry Association covering 4,000 small businesses and 150,000 people. During his career Jim has lived and worked in several geographic markets including: South Florida, Metro Washington D.C., Central Pennsylvania, Connecticut, and since 1990, Philadelphia.

Jim is a graduate of Washington and Lee University and is a native of the Philadelphia region. He currently lives in Malvern, Pa., with his wife and two daughters.

## Property & Casualty Market Continues to Soften

The commercial property/casualty market continued to soften during the third quarter, with indications that some insurers are finding an appetite for business in which they previously were not interested, according to the latest commercial market index survey by The Council of Insurance Agents & Brokers.

As has been the case the entire year, however, coastal property and catastrophe-prone risks remain costly and hard to place, brokers responding to the survey said.

The Council represents the leading domestic and international commercial insurance brokers and agents who annually write more than 80 percent of the commercial property/casualty premiums in the United States and administer billions of dollars in benefits accounts.

Six out of 10 commercial insurance brokers and agents responding to the survey said their small accounts experienced decreases in renewal premiums during the third quarter, and three quarters of the brokers responding who handle large and medium-sized accounts reported that their customers had drops in premium rates. The majority of the decreases were in the 1-10 percent range for small, medium and large accounts, the brokers said. An analysis of The Council's survey results by Lehman Brothers showed that the average premium rates for all commercial accounts decreased 5.3 percent during the third quarter. The Lehman analysis showed the average small commercial account premium down 3.4 percent, the average medium account premium down 5.1 percent, and the average large account premium down 7.3 percent during the third quarter.

As premium prices fall and underwriters become hungry for new business, the agents and brokers said that insurers are starting to be more aggressive in pricing and more liberal in policy terms. Types of properties "normally considered unattractive" such as car dealers, restaurants, not-for-profit and habitational are being looked at with renewed interest, one respondent said.



**THE FOX SCHOOL**  
of Business and Management

TEMPLE UNIVERSITY

## Halloween Costume Party at the Draught Horse

Tuesday, October 31, 2006

6:00pm-9:00pm

Draught Horse, 1431 Cecil B. Moore Ave.

Get your costumes ready for a night of Halloween fun at everyone's favorite campus hangout. This party will feature free appetizers for all as well as drink specials for those over 21. The evening will be capped off with a Best Costume Competition in which the top three costumes will receive prizes. Email Daniel Suyetov if you have questions.

**Daniel.Suyetov@temple.edu**

## 3 X 3 Basketball Tournament

Wednesday, November 1, 2006

6:00pm-9:00pm

Pearson Hall 100

Here is a chance for all of the "ballers" in GIS to show what you got on the court. This will be a bracket style tournament with the winners receiving a cash prize. The cost to enter the tournament will be \$15 per team.

Contact Chelsea Balerno if you have any questions.

**cbalerno@gmail.com**

## Laff House

Friday, November 3, 2006

8:00pm-10:00pm

221 South Street

The Laff House is Philadelphia's "Original Comedy Club". Located at 221 South Street: between 2nd and 3rd Streets, in Philadelphia's Olde City. The club is easily accessible and a wonderful place for the Sigma Chapter to have a comedy social. The Laff House is 18 to enter and 21 to drink with valid ID. Laff House also has a small food menu. The cost for this event will be \$12. Email Ana Maria if you have questions.

**araducan@temple.edu**

## How to Prepare for the Actuarial Intern Reception

Friday, November 3, 2006

11:40am-12:30pm

Student Center 217 C/D

The "How to Prepare for the Actuarial Science Internship Reception" workshop is designed to help both new and old members become acquainted with our GIS Actuarial Science Internship Receptions. Sometimes it is difficult to figure out how to approach and industry representative. This workshop will discuss this as well as some tips on before and after the reception procedures. Contact Nate Loughlin if you have questions regarding this workshop.

**nmloug@temple.edu**

## Fox School Food Drive

The Fox School of Business' student professional organizations sponsor their Fourth Annual Thanksgiving Food Drive. Students will be collecting canned goods and other non-perishable items to donate to Project H.O.M.E. This non-profit organization provides food and shelter for the homeless and underprivileged families in the North Philadelphia area. This year their goal is to collect 1,500 items so that more than 400 formerly homeless residents and about 300 families in the community receive a proper Thanksgiving meal. Gamma Iota Sigma would like to become a major contributor for this event. Bring your non-perishable food items to the Wednesday Meeting for donation.

## CEBS Designation Workshop

Friday, November 3, 2006

11:40am-12:30pm

Speakman Hall, 113

The Certified Employee Benefits Specialist (CEBS) designation is granted jointly by the International Foundation of Employee Benefit Plans and the Wharton School of the University of Pennsylvania to individuals who complete eight college level courses and examinations in the areas of design and operation of employee benefit plans and who pledge to a code of ethical standards. The CEBS program is strongly encouraged for Risk Management majors interested in the Employee Benefits track of the major, and successful completion of exams is rewarded with handsome monetary awards. Dennis Mahoney, a representative of the International Foundation of Employee Benefit Plans will be presenting. If you have any questions contact Nate Loughlin. **nmloughlin@temple.edu**

## Word Bank

ACE  
AETNA  
AIG  
AON  
BENFIELD  
BLUECROSS  
CIGNA  
GEICO  
MARSH  
MERCER  
NATIONWIDE  
SEI  
STATEFARM  
TOWERSPERRIN  
TRAVELERS  
TRION  
ZURICH

## Career Fair Word Search

X	B	T	N	S	L	T	X	T	J	B	Y	F	L	V
V	X	E	D	I	W	N	O	I	T	A	N	G	I	C
L	U	M	Q	K	R	T	E	F	C	B	I	Q	H	X
C	M	N	H	A	T	R	A	V	E	L	E	R	S	T
Y	O	X	K	H	O	M	E	N	C	U	S	T	R	C
Q	P	I	W	Z	C	S	F	P	A	E	T	N	A	W
C	G	M	B	C	I	I	P	T	S	C	A	M	M	C
B	Y	Z	A	G	E	S	R	Z	P	R	T	M	P	K
D	J	O	V	L	G	I	A	U	A	O	E	H	E	X
F	R	I	D	A	O	N	W	P	Z	S	F	W	M	H
S	E	C	J	N	R	Z	F	C	H	S	A	E	O	A
F	U	E	J	U	P	I	K	O	D	R	R	Z	D	T
L	S	E	V	V	J	V	I	E	X	C	M	O	B	K
J	B	J	L	V	J	I	C	M	E	T	N	R	J	O
H	J	T	J	Z	A	T	Q	R	L	W	F	E	N	G