

RISKY BUSINESS

TEMPLE UNIVERSITY, FOX SCHOOL OF BUSINESS, DEPARTMENT OF RISK MANAGEMENT, INSURANCE AND HEALTHCARE MANAGEMENT

20th Annual Awards for Excellence Luncheon

Each spring, the Department of Risk, Insurance and Healthcare Management hosts our Annual Awards for Excellence Luncheon. This annual event is widely anticipated by the risk management, insurance and actuarial science community and is attended by a large number of individuals, students and alumni of our program. During the luncheon, we recognize top students in our program and also hear an address from a leader in the field. **This year, the luncheon will take place on Tuesday, April 22, 2008 from 11:30am to 2:00pm.**

In previous years, this event has been attended by more than 600 guests, including industry professionals, alumni, and students. The Luncheon provides a great opportunity to meet industry peers, Temple's outstanding Risk, Insurance, and Healthcare Management faculty and graduating students and to listen to outstanding individuals speak on current topics.

For this year's keynote speaker, we have secured the services of the **President and Chief Executive Officer of American International Group (AIG), Martin J. Sullivan.** Mr. Sullivan served as Vice Chairman and Co-Chief Operating Officer from May 2002 until March 2005, when he was elected to his current position. He also serves on the AIG Board of Directors.

Mr. Sullivan joined the company in the Finance Department of American International Underwriters (AIU), AIG's non-life insurance company in the United Kingdom, in 1971. In 1974, he joined the Property Department and held a succession of underwriting and management assignments in the UK and Ireland. In 1983, Mr. Sullivan was appointed Property Manager for the UK and later Regional Property Manager for the UK/Ireland Division.

In 1988, Mr. Sullivan was named Manager of AIU's London office and Regional Marketing Manager for UK/Ireland. He was later appointed Assistant Managing Director of AIG Europe (UK) Ltd. in 1989 and Chief Operating Officer in 1991. In 1993, he was named President of AIU's UK/Ireland Division and Managing Director of AIG Europe (UK) Ltd.

Mr. Sullivan was elected Senior Vice President, Foreign General Insurance in 1996 and Executive Vice President, Foreign General in 1998. In



1996, he was appointed Chief Operating Officer of AIU in New York and named President in 1997.

Mr. Sullivan is Chairman of the US-ASEAN Business Council, an Associate Member of the Chartered Insurance Institute, a Fellow of the Institute of Leadership & Management and a Member of the Chartered Management Institute. He also serves in the following capacities: a Director of the Geneva Association; a member of the Business Advisory Committees of the St. George's Society and The British Memorial Garden Trust; a member of the American Advisory Council of the London Symphony Orchestra; a member of the International Advisory Council of Guanghua School of Management at Peking University; a member of the Board of Trustees of the American Associates of the Royal Academy Trust; a member of the Board of Overseers – School of Risk Management, St. John's University; and a member of the Board of Directors of the Inner City Scholarship Fund. He was also formerly the President of British American Business Inc.

Mr. Sullivan was made a member of the Order of the British Empire in the 2007 Queen's Birthday Honors list.

He is married and has two daughters and a son.

H. WAYNE SNIDER DISTINGUISHED LECTURER SERIES



Michael M. Dieterle
Vice President of Field Marketing
and Underwriting

Amerisure Mutual Insurance
Farmington Hills, Michigan

DATE: Wednesday, April 16, 2008

TIME: 11:40AM- 12:30PM

PLACE: Walk Auditorium

Michael M. Dieterle is Vice President of Field Marketing and Underwriting with Amerisure Mutual Insurance Company, headquartered in Farmington Hills, Michigan. Although a native Floridian, Mike graduated from Olivet College, located in south central Michigan.

Mike began his career with Amerisure, then known as Michigan Mutual Insurance Company, as a management trainee. His first management assignment was in Memphis, Tennessee. He was promoted to

Regional Vice President of the Dallas, Texas office, and within a short period of time became Regional Vice President of Florida, a role which also included the mid-Atlantic states. Mike's understanding of marketing, and his abilities as a strong leader provided the impetus for his successful career. Through the years, he advanced to his current position, where he is responsible for the entire Field Marketing and Underwriting organization, large accounts and corporate marketing and advertising – a field of over 200 employees. Mike was instrumental in the development and implementation of Amerisure's Partners for Success® corporate marketing strategy and the creation of a training program for Developmental Marketing Underwriters, while building respect for the products and services that are offered to the marketplace. Mike is a strong proponent of Amerisure's Guiding Principles which encourage a corporate culture where people are encouraged to grow, succeed and are recognized for exceptional results.

Gamma Iota Sigma Member of the Year: Samantha Solove

Samantha Solove is a graduating senior majoring in Risk Management & Insurance, International Business, and Spanish. While busy with three majors, she continued to be an active member of Gamma Iota Sigma as well as being a Gamma Ambassador. Throughout the 2006-2007 and 2007-2008 academic years she has attended numerous community service events on behalf of our organization and has been a great representative of what we stand for. Last semester she personally sold tickets for our 50/50 raffle every week of the semester to raise money for charity. In addition to her community service contributions, she has also attended every Wednesday speaker for the 2007-2008 academic year. She has also helped run numerous social events such as Gamma Games and she also volunteered to call over 100 members to help gather RSVPs for this dinner. In addition to that, she assisted several students during their resume reviews when they asked for advice regarding their job descriptions. On behalf of the entire organization, we are proud to announce Samantha Solove as the 2007-2008 Sigma Chapter Member of the Year.



Spring Fling

Tuesday, April 15, 2008
Business School Area
All Day

It's that time again—Spring Fling, everyone's favorite festival of merriment and various activities. In order to embody the paganistic rituals of the vernal equinox, Gamma Iota Sigma will be celebrating with hot dogs and various other meat products as well as the traditional mystical articles of clothing: bandanas and Gamma games t-shirts! Unfortunately, we won't have a Stonehenge to prance around in, but our fellow business school student professional organizations will all be set-up in the same area, which will have to suffice.

If you have any questions regarding this event, please contact Korey DeVaughn:
korey.d@temple.edu

Actuarial Science Intern Projects Walkthrough

Friday, April 18, 2008
Speakman 114
11:40am-12:30pm

The Intern Project workshop is meant to prepare members for summer internships by introducing them to the types of projects they will be asked to work on during the summer. **Niraj Rana (class of 2008)** and **Dan Callahan (class of 2009)** will take us through projects similar to those they did for CIGNA and Towers Perrin last summer. Free pizza and soda will be on hand for eating.

If you have any questions regarding this event, please contact Karen Gaudet:
k.gaudet@temple.edu

'American Institute for Chartered Property Casualty Underwriters Designation' Workshop

Friday, April 18, 2008
Speakman 113
11:40am-12:30pm

The American Institute of Chartered Property Casualty Underwriters (AICPCU) grants numerous designations to both professionals and students who take and pass a series of exams provided by the institute. Taking any of the CPCU or related exams is strongly encouraged for Risk Management majors focusing on Property & Liability; many current students have already passed at least one CPCU exam. James Sherlock from the CPCU will be on hand to discuss the institute. As usual, free soda and pizza will be provided for the eating.

If you have any questions regarding this event, please contact Karen Gaudet:
k.gaudet@temple.edu

Intern Testimonial: Kirill Palatnik

Kirill Palatnik is a senior graduating in May 2008 and majoring in Risk Management. In the summer of 2007, Kirill interned at Mercer in Norwalk, Connecticut. *Risky Business* sat down with Kirill to ask him about his experience there.



RB: How well did you handle the transition to Connecticut?

Living in Connecticut wasn't too difficult since I moved into a suburban location that was fairly similar to where I live now. Also, there were a number of other interns that lived in close proximity, which made up for the fact that was unable to visit home.

RB: What sort of tasks did you perform on a regular basis?

Many of my daily obligations included completing HMO [Health Maintenance Organization] and Medicare HMO renewals and formulating accrual rates. Since Mercer is a consulting firm which aids employers in the procurement of medical, dental, and vision insurance for their employees, the other interns, workers and I were divided into various teams for different clients. A senior-level consultant led each of the various groups and served as team leader.

RB: Did you feel that your RMI classes assisted you in your internship?

RMI 205 was particularly helpful over the course of the internship. I was the only intern that already understood the various concepts like HMOs, PPOs [Preferred Provider organization], ASOs [Administrative Services Only] and self-insurance. Quite a few of my co-workers were surprised that I

had exposure to these concepts in school and noted that I wouldn't be needing a crash course those topics, unlike the rest of the interns and new hires.

RB: Did you work on any special or long-term projects?

One project I worked on dealt with Medicare HMO renewals for a major Mercer client. I was responsible for contacting all HMO vendors and procuring proposals for the following year. Then, I organized the vendors' responses into an Access database for intra-company usage.

RB: Was there anything in particular you enjoyed about the experience?

One of the best things about the internship was the housing. Mercer provided a hotel suite directly across from the office. The accommodations were great and I also ended up enjoying a few team lunches, dinner cruises as well as a trip to an amusement park, all of which was sponsored by Mercer. In addition, I found the work environment at Mercer and my co-workers in general wonderful. I was pleased that I was able to earn a great degree of trust from his co-workers by the end of the summer. Overall, I immensely enjoyed the internship at Mercer and would recommend the company to anyone.