



Official Publication  
of  
Gamma Iota Sigma  
International Collegiate Insurance Society



# THE SEXTANT

SPONSORED BY the Warren L. Weeks and Dorothy T. Weeks Memorial Fund of the Griffith Foundation for Insurance Education

VOL. XXXVI, ISSUE 1

SPRING 2009

## Two new chapters welcomed to GIS in November 2008

### Beta Delta Chapter chartered



On November 13, 2008, the Beta Delta Chapter of Gamma Iota Sigma was chartered at Utica College, Utica, New York with Sigma chapter officers assisting in the ceremony. Key-note speaker was Utica College President Todd Hutton.

Alumni from the Risk Management and Insurance Program and representatives from Blue Cross/Blue Shield, and from Gilroy, Kernan, and Gilroy, an RMI Advisory Board member company, were also in attendance.

Advisor is Dr. P.R. Hurley. Beta Delta officers are: President Caitlin Kutas, Vice President Nikki Zeches, and Secretary/Treasurer Mark Bosco.

Attending the RIMS 2009 Conference? (April 19-23, in Orlando, Florida)?  
Be sure to visit the Gamma Iota Sigma booth #956.

### Beta Epsilon Chapter chartered



On November 22, 2008, Beta Epsilon chapter was chartered at the University of Central Oklahoma, Edmond, OK. The initiation ceremony was conducted by Grand Chapter President Alan Hoffman, assisted by members of the Sigma and Alpha Psi chapters. Welcome was given by Dean Michael Shirley of the College of Business Administration.

Also in attendance were Business College Associate Dean Tim Bridges, Dean Charlotte Simmons and Associate Dean Jessie Bryne of the College of Mathematics. Industry representatives from Federated Insurance, Prudential, MassMutual, Independent Insurance Agents of Oklahoma, and American Fidelity were also present.

A reception was held after the ceremony as Beta Epsilon charter members enjoyed networking with industry representatives and members of other chapters.

Allen Arnold is the chapter advisor. Officers are: Tiffany McCollum, President; Brian Alexander, Vice President; Mina Baghvardani, Secretary; Tawni Kofler, Senator; Brandon Fulmer and Diana Pakhlevanyan, Public Relations, and Nathaniel Hummel, Treasurer.

Reprint of Article published in the CPCU e-JOURNAL 2/08

## Letter to the Editor:

## Wanted: The Young, the Bold, and the Gamma Iota Sigma Member... FOR A Career IN INSURANCE!

By Karen Hunter, CPCU

Looking for outgoing innovators who are about to graduate and are already committed to the insurance industry? Look no further than [www.gammaiotasigma.org](http://www.gammaiotasigma.org), the web site for the premiere fraternity for college students: Gamma Iota Sigma, the international risk management, insurance, and actuarial science collegiate fraternity. Recognizing that the age of the average manager in insurance is 57, the industry is on the hunt to target recruits from Generations X and Y to fill the shoes of retiring Baby Boomer employees.

Wouldn't it be great to find these dedicated young professionals all in one place, at one time? Consider sponsoring a Career Fair seat for your company at the fraternity's Annual Management Conference. This year's three day conference, "It's Always Sunny in Philadelphia," will be hosted by Temple University's Sigma Chapter (Philadelphia, PA) October 1-3, 2009.

Last year's conference, hosted by Alpha Mu Chapter of the Virginia Commonwealth University, drew more than 200 attendees to Richmond, VA. Full details of these events are posted on the Gamma Iota Sigma web site.

Currently, 48 active chapters dot the map of North America, on college campuses from Canada to Florida, and California to Connecticut (click on Publications-Sextant link of the website and look for our active chapter listing.) With more than 13,000 alumni members and 1,000 plus collegiate members, this international fraternity offers a synergy of academic creativity beyond the boundaries of any individual university, and an involved network of industry professionals.

Originally under the umbrella of the Griffith Foundation for Insurance Education, the first chapter of Gamma Iota Sigma was chartered in 1966 at The Ohio State University. The purpose of the fraternity continues to be to promote, encourage, and sustain student interest in insurance, risk management, and actuarial science as professions, to encourage high moral and scholastic attainment, and to facilitate interaction of educational institutions and industry.

Our founder, Warren L. Weeks, a Columbus, Ohio insurance agent and instructor at The Ohio State University, strongly believed that student members of Gamma Iota Sigma should support professionalism in the industry. He encouraged students to make it a goal to obtain the CPCU designation.

The Grand Chapter or Executive Committee is comprised of insurance professionals and insurance educators, most of whom were collegiate members of Gamma Iota Sigma. The executive director can be reached at [grand@gammaiotasigma.org](mailto:grand@gammaiotasigma.org).

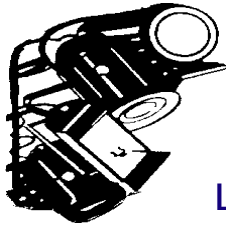
Gamma Iota Sigma members are among the top insurance industry recruits in the nation, having a proven track record of excellence. They are committed to the industry and knowledgeable about its programs, products, practices, and culture. Their initial "learning curve" in corporate training is very short. They are ready to "hit the ground running" as soon as they are hired.

They have internship experience, as well as regular networking opportunities, allowing them to interact with professionals at chapter events, workshops, and seminars. Many have completed one or more parts of a professional designation *before* they graduate. Their fraternity experience also provides them with a myriad of leadership development opportunities.

On a personal note, as I look around the room at the Annual Banquet of the Management Conference, I am so impressed with the diversity, and with the professional attitudes that I see and experience. Gamma members' scholastic achievements are exceptional, and their enthusiasm for the insurance industry is very visible. They are truly the "cream of the crop."

There is a chapter near you that would like to develop a mutually beneficial relationship with your company and/or chapter. Don't wait: contact your local Gamma Iota Sigma chapter today! Better yet, join us in Philadelphia, PA, for our 38th Annual Management Conference (October 1-3, 2009) and get to know us, while we get to know you!





## Alumni Spotlight

### Luke Charlton



Past president of Alpha Lambda Chapter 2002-2004, Luke began college at Missouri State University in 2000, then graduated from Southwest Missouri State University in 2004.

Working his first job after graduation as a loan officer, he also sold life insurance for New York Life. Moving on to Foremost Insurance Company (a division of Farmers Insurance Group) he worked as a claim representative in Modesto, CA. He continued to progress in this job becoming a senior claims representative and then promoted to special claims representative.

Applying for the field claims supervisor in Las Vegas, NV he was promoted to this position after only 18 months as a field representative. In his current position as supervisor, he has responsibility for Las Vegas, NV, northern AZ, western NM, Utah, and a small portion of California.

He currently lives in Kingman, AZ.

Luke is emphatic that a degree in insurance/RM and Gamma Iota Sigma did a wonderful job in preparing him for a career in insurance. "The experience and knowledge I obtained while a college student majoring in insurance/RM, and my involvement in the Alpha Lambda chapter, was crucial to my success," he stated.

He also said "I believe I would have been overlooked for the position as field claims representative if not for the degree in insurance/RM." "They wanted someone with three years experience, however since I had the degree I got the interview" "I excelled through the six weeks of training because of the knowledge I had from my degree." "Having the degree in insurance/RM has given me the edge needed to do my job and be successful."

Luke recently became a national board member from Gamma Iota Sigma, a position where he desires "to give back" to this great organization that has given him so much. His advice to chapter members is "Commit yourself and get involved in chapter activities." "The fraternity provides an excellent opportunity to network and get you ready to enter the workforce."

## Report of the International Student Representative

### By Chelsea Balerno. International Student Representative

The main thing I have been working on as Student Rep is planning the 2009 Management Conference which will be held in Philadelphia. The Grand Chapter's Conference Planning Committee has a conference call monthly to discuss details and make plans. I have been working hard at Temple to throw an incredible conference for all of the students who will be making the trek to Philadelphia.

Also, I have been working with the Alpha Alpha chapter at Olivet to promote the NAPSLO Symposium they are hosting. I have created a post on the GIS facebook page as well as sent a message to all members of the group. Also, I have contacted the presidents via the listserv and asked them to encourage their members to go.

Finally, I am in the process of working with the other chapters to create commercials for RIMS. RIMS has granted us a booth in their display hall, and we hope to have a TV or projector displaying an ongoing "commercial" for Gamma Iota Sigma.

This will encourage companies about Gamma Iota Sigma and its mission as well as letting them see what a large and diverse organization GIS is. Hopefully each chapter can film a brief commercial. We can focus on the larger scheme aspects of the grand chapter while also focusing on the individual benefits of each chapter.

As always, I continue to implore Presidents to continue promoting the Gamma Iota Sigma facebook page to our members as this is an excellent means of communication and alumni involvement.

I have also joined the Gamma Iota Sigma page on LinkedIn and will be sending an email blast over the Presidents' listserv and facebook page encouraging others to join.

## Interns are feeling the Economic Crunch

### By Chelsea Balerno

Every day the news is filled with stories about the economic crisis. Companies are performing mass layoffs and cutting back, many on their internship programs. Many schools and interns noticed a decrease in recruitment last summer, and the trend has continued this year.

As a student at Temple University, I have seen many companies cutting back on the number of interns they hire or hiring none at all. For example, one large employer hired 80 interns country-wide two summers ago. Last summer, the num-

ber was cut to 40. Only time will tell if the numbers will continue.

The past two years I had accepted an internship by Thanksgiving. This year I still have yet to receive an offer. I have had many final rounds only to be told that companies were carefully restructuring their budget and that they would let me know. Many other students I have talked to are feeling the crunch.

For students an internship is the perfect opportunity to apply some of the skill sets you learned in school. It is also an opportunity to learn what you do and don't like about the working world as well as getting a feel

*(Continued on page 4)*



## Gamma Iota Sigma The Sextant Call for Articles

*The Sextant* is a publication of Gamma Iota Sigma, the professional fraternity for Risk Management, Insurance and Actuarial Science Students. The purpose of this fraternity is to promote, encourage, and sustain student interest in insurance, risk management, and actuarial science as professions; to encourage the high moral and scholastic attainments of its members; and to facilitate interaction of educational institutions and industry through networking and by fostering research activities, scholarship, and improved public relations.

*The Sextant* Editor is currently considering previously unpublished submissions from industry, alumni, graduate and professional students, faculty and practitioners involved with, or of interest to, insurance, risk management and actuary students for the Spring 2009 issue.

In addition to full-length articles, *The Sextant* seeks submissions for its *Notes and Comments* section. Notes detailing ongoing research serve to inform the learning community about projects and encourage collaboration.

Comments may respond to articles published in *The Sextant* or other publications, share observations and ephemera, or detail innovative programs or original research that does not demand exposition in a full-length article.

**Features** — in-depth articles of 3000 to 4500 words focusing on research, philosophy, partnerships, and other significant issues related to excellence in the insurance, risk management and actuarial science areas.

**Current Issues** — articles of 800 to 2500 words giving a brief overview of a timely issue related to insurance, risk management and actuarial science and learning; such an article puts the designated issue in perspective, offers insight, and may propose solutions.

**Viewpoints** — articles of 800 to 2500 words expressing an author's opinion on a subject related to insurance, risk management and actuarial science and learning, one about which there may be some controversy.

**Spotlights** — articles of 800 to 2500 words describing a technique, tool or event that has been successful and could be implemented by other chapters.

**Features** — in-depth articles of 3000 to 4500 words focusing on research, philosophy, partnerships, and other significant issues related to excellence in the insurance, risk management and actuarial science areas.

**Reviews** — articles of 800 to 1500 words reviewing a book, web site, software appli-

cation, or other resource that may be of interest to the insurance, risk management and actuarial science community.

We are also looking for reviews of items that are NOT recommended.

**Reader Response** — notes, letters of 1500 words or less commenting on an article previously published in *The Sextant*.

Submissions should include a photograph (digital, if possible) of the author and a brief biographical sketch and can be sent via email to Karen Hunter:

karen.hunter.aks4@statefarm.com

(Please also copy/paste the article from Word in the text of your e-mail as backup) or by mail. Any article accepted will be edited/proofed by the GIS editorial staff.

The Editor works cooperatively with authors to plan and develop each issue, so early notification of your interest in participating in an issue of *The Sextant* will help facilitate the process.

All submissions are peer-reviewed and deadlines have been set to insure ample time for discussion of revision and layout issues before final publication.

*The Sextant* is published twice a year in the spring and in the fall following our Annual Conference. Deadline for the Spring Issue is February 13, 2009. Deadline for the Fall issue is September 1, 2009.

## Interns are feeling the Economic Crunch *(Continued from page 3)*

specific companies. For companies an internship is a 8 to 10 week interview where they can see how well a student fits at the company. I understand that we are in economic hard times and that companies must be focused on the short term. However, cutting your internship program altogether completely eliminates a long term outlook.

Starting in 2008 and running through 2026, approximately 10,000 become eligi-

ble for Social Security benefits according to Plunkett's Insurance Industry Almanac 2008. These boomers will be retiring at an alarming rate, leaving a monstrous gap in the insurance industry.

About 1/3 of the workforce will be retiring in the next few years. Many of these boomers will be upper management which means lower employees in the company will need to be promoted to take over these positions. This leaves a large amount of en-

try level and lower management positions available and no one to fill them.

Now is the time for companies to be bolstering their recruitment process and internship program, not cutting them!

My only hope is that companies return to the long term outlook before it is too late. Five years from now is not the time for a mass recruiting effort when the work is already piled up.

The time is now!



## Reminders

**June 5, 2009**

Board of Trustees Retreat  
Columbus, Ohio

**June 30, 2009**

Awards & Scholarship  
Submission Deadline

**July 24, 2009**

Registration Deadline for  
Presidents' Conference

**August 21-23, 2009**

10th Annual President's Conference  
Columbus, Ohio

**September 14, 2009**

Registration Deadline for  
Management Conference

**October 1-3, 2009**

38th Annual International  
Management Conference  
Philadelphia, PA

**October 3, 2009**

Annual Meeting of the  
Board of Trustees  
Philadelphia, PA



## Good news for Student Members of RIMS

Based on recommendations from the Outreach Task Force, the RIMS Board of Directors has approved two proposals:

1. RIMS will waive society dues for students who meet student membership criteria (full time, major in risk management, insurance or business, finance, or management with an emphasis in risk management and/or insurance) and eliminate the delivery of the hard copy of RM magazine to them.
2. RIMS will permit student members to continue their student membership, waiving society dues for a period of up to one year following their graduation. They will remain classified as "student" members during this time extension and will have the privileges and restrictions that apply to student membership.
3. The Task Force encourages chapters that charge for student dues to consider waiving those dues under the same criteria.
4. Students may apply on line at [www.RIMS.org/jointoday](http://www.RIMS.org/jointoday) (they must send RIMS a current transcript for the application to be processed) or may download a hard copy application at:  
[http://cf.rims.org/download/membershipapp/2009/2009individual\\_member\\_app.pdf](http://cf.rims.org/download/membershipapp/2009/2009individual_member_app.pdf)

### Editor's Note...

Letters to the Editor or other comments may be directed to:  
**Karen Hunter, CPCU Editor,**  
1440 Granville Road, Newark OH 43055.



## Gamma Iota Sigma Active Chapter Listing

- Alpha, The Ohio State University, Columbus, OH
- Epsilon, University of Alabama, Tuscaloosa, AL
- Zeta, Georgia State University, Atlanta, GA
- Eta, University of Georgia, Athens, GA
- Theta, Louisiana State University, Baton Rouge, LA
- Iota, Florida State University, Tallahassee, FL
- Lambda, University of South Carolina, Columbia, SC
- Mu, University of Mississippi, University, MS
- Nu, Central Michigan University, Mt. Pleasant, MI
- Xi, University of Connecticut, Storrs, CT
- Omicron, Arkansas State University, State University, AR
- Pi, Mississippi State University, Starkville, MS
- Rho, Appalachian State University, Boone, NC
- Sigma, Temple University, Philadelphia, PA
- Tau, Howard University, Washington, DC
- Upsilon, Ferris State University, Big Rapids, MI
- Phi, Ball State University, Muncie, IN
- Psi, Eastern Kentucky University, Richmond, KY
- Omega, Middle Tennessee State University, Murfreesboro, TN
- Alpha Alpha, Olivet College, Olivet, MI
- Alpha Beta, Pennsylvania State University, University Park, PA
- Alpha Gamma, University of Pennsylvania, Philadelphia, PA
- Alpha Delta, LaSalle University, Philadelphia, PA
- Alpha Epsilon, Indiana State University, Terre Haute, IN
- Alpha Zeta, University of Memphis, Memphis, TN
- Alpha Eta, California State University, Sacramento, CA
- Alpha Theta, St. Cloud State University, St. Cloud, MN
- Alpha Iota, St. John's University, New York, NY
- Alpha Kappa, Illinois State University, Normal, IL
- Alpha Lambda, Missouri State University, Springfield, MO
- Alpha Mu, Virginia Commonwealth University, Richmond, VA
- Alpha Nu, Ohio University, Athens, OH
- Alpha Xi, Morgan State University, Baltimore, MD
- Alpha Omicron, The University of Hartford, CT
- Alpha Pi, Baylor University, Waco, TX
- Alpha Rho, Fanshawe College, London, Ontario, Canada
- Alpha Sigma, University of Louisiana at Monroe, Monroe, LA
- Alpha Tau, University of North Carolina at Charlotte, Charlotte, NC
- Alpha Upsilon, University of Houston, Houston, TX
- Alpha Phi, Old Dominion University, Norfolk, VA
- Alpha Chi, Bradley University, Peoria, IL
- Alpha Psi, University of Central Arkansas, Conway, AR
- Alpha Omega, St. Joseph's University, Philadelphia, PA
- Beta Alpha Chapter, University of Iowa, Iowa City, IA
- Beta Beta Chapter, New Mexico State University, Las Cruces, NM
- Beta Gamma, California State University-Fullerton, Fullerton, CA
- Beta Delta, Utica College, Utica, NY
- Beta Epsilon, University of Central Oklahoma, Edmond OK

