

# Good Luck and Congratulations to Everyone Who Attended the RMI Intern Career Reception

## Helpful Tips for the Interview Process

### 1. RESEARCH! This should be your first step before

interviewing with any company. Look at the company's website and research them in the news so that when the interviewer asks the questions, "What do you know about our company?" or "Why do you want to work for us?" you can impress them with your knowledge.

2. Arrive on-time and on-time means fifteen minutes early. Allowing yourself this extra time will ensure you arrive when you are supposed to, but may also give you time to sit down and relax before you head into your interview.

3. Make eye-contact and smile! It seems so simple, but sometimes nerves can get the better of us so consciously remind yourself to do these things.

4. Bring a note pad - Remember an interview is not just about the company representative getting to know you, but also about you getting to know the company. You may want to jot down a few notes about why you would want to work there.

5. Prepare questions for the interviewer ahead of time. Insightful questions about the insurance industry or the specific company you are interviewing for can set you apart from your competition. Make sure your questions are relevant, intelligent, and interesting.

6. Send a hand-written Thank You whenever possible! You have probably been told to do this many times, but even still, most people opt for the e-mail Thank You. Sending a handwritten one can make you stand out.

*Good luck to everyone interviewing for internships!*

## A List of the Top Values Employers Look for in Employees

### Strong Work Ethic

Employers value employees who understand and possess a willingness to work hard. In addition to working hard it is also important to work smart. This means learning the most efficient way to complete tasks and finding ways to save time while completing daily assignments.

### Dependability and Responsibility

Employers value employees who come to work on time, are there when they are supposed to be, and are responsible for their actions and behavior. It's important to keep supervisors abreast of changes in your schedule or if you are going to be late for any reason. This also means keeping your supervisor informed on where you are on all projects you have been assigned.

### Possessing a Positive Attitude

It is the enthusiastic employee who creates an environment of good will and who provides a positive role model for others. A positive attitude is something that is most valued by supervisors and co-workers and that also makes the job more pleasant and fun to go to each day.

### Adaptability

Employers seek employees who are adaptable and maintain flexibility in completing tasks in an ever changing workplace. Being open to change and improvements provides an opportunity to complete work assignments in a more efficient manner while offering additional benefits to the corporation, the customer, and even the employee. Adaptability also means adapting to the personality and work habits of co-workers and supervisors. Each person possesses their own set of strengths and adapting personal behaviors to accommodate others is part of what it takes to work effectively as a team.



R&D Warning: Sudoku is not intended to treat, cure or reduce in-class boredom. Please see your professor for side-effects of in-class use.  
Use at your own risk!!

# Risky Business

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## UPCOMING SPEAKERS:

3/14 -

Ed O'Malley  
*Practice Leader*  
*Gallagher Benefit*  
*Services*

3/21 -

Tim Casey  
*VP & Chief*  
*Information Officer*  
Connor Strong

Join us every  
**Wednesday in**  
**Alter Hall A03 I**  
**from 12-12:50PM!**

## IMPORTANT DATES

- 2/27 Committee Meetings
- 2/29 H. Wayne Snider Distinguished Guest Lecturer Series
- 3/2 No Friday Workshops
- 3/5 Spring Break!
- 3/12 Return From Spring Break!
- 3/15 Gamma Quizzo

Send your feedback and suggestions concerning Risky Business to [bryan.ernst@temple.edu](mailto:bryan.ernst@temple.edu)

## H. Wayne Snider Distinguished Guest Lecturer Series Wednesday, February 29, 2012 Alter Hall - 12-12:50PM

### Henry Schramm, Chief Underwriting Officer, Ace Group



**Henry O. Schramm II** was named Chief Underwriting Officer for Insurance – North America, in February 2010. Based in Philadelphia, Mr. Schramm is responsible for all property and casualty underwriting activities conducted in the United States and Canada and will have broad authority over underwriting practices, procedures, and underwriting audits. He will also direct the reinsurance strategy for Insurance – North America's diverse product lines.

Previously, Mr. Schramm served as Senior Vice President, Foreign Casualty, as part of the ACE USA Global Underwriting Division, since January 2009, where he was responsible for leading the underwriting strategies for ACE USA's national account and middle market foreign casualty business, including Defense Base Act (DBA) Insurance, International Advantage® Package, Controlled Master Program and Cash flow products. He also held the position as Senior Vice President in ACE USA's Casualty Risk Division, responsible for middle market workers compensation business, including ACE Complete<sup>SM</sup>, a web-based underwriting facility that enables contracted brokers to conduct underwriting transactions—from entry to issuance—via the Internet.

With more than 31 years of diverse experience in the insurance arena, Mr. Schramm joined ACE USA in October 2006 from PMA Insurance Group, in Philadelphia, where he served as Senior Vice President and Chief Underwriting officer, with responsibility for directing the underwriting operations and products for its commercial lines business. Mr. Schramm previously spent 22 years with The Hartford Insurance Group in Hartford, CT, where he held a variety of casualty underwriting management roles, culminating with his appointment as Assistant Vice President and Managing Director, Major Accounts Segment.

Mr. Schramm earned a Bachelor of Arts degree in Political Science from George Washington University, in Washington, DC, and is a graduate of the Executive Education program of Duke University's Fuqua School of Business in Chapel Hill, NC. He serves on the Board of Directors of the California Workers' Compensation Institute (CWCI), The New York Compensation Insurance Rating Board, The California Worker Compensation Insurance Rating Board. Additional, Mr. Schramm serves as the Chairman of The Insurance Society of Philadelphia.

### Notice!

There are no Friday workshops this week due to Spring Break! From everyone here at Gamma, we hope you enjoy a risk free break!

