

**SELECT
UPCOMING
EVENTS:**

4/3/13 -
Hank Watkins
President
Lloyd's North America

4/10/13 -
Bonnie Boone
Senior Vice
President
Alliant Insurance
Services

Join us every
Wednesday in
Alter Hall A031
from 12-12:50PM!

**IMPORTANT
DATES**

- 3/25 Committee Meetings
- 3/27 Date Auction
- 3/29 Bake Sale
- 3/29 AS: How Do We Define a Credit Rating Workshop
- 3/29 RMI: Young Alumni Panel

Send your feedback
concerning Risky Business to:
tim.cornish@temple.edu

Risky Business

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MARCH 25, 2013

The H. Wayne Snider Distinguished Guest Lecturer Series presents:

Kevin Westrope

President

Westrope

Wednesday, March 27, 2013, Alter Hall 031 - 12-12:50PM



Kevin Westrope began his insurance career in 1982 as a property underwriting trainee in Los Angeles, CA. He then transferred to New York City as the Property Underwriting Manager for Allianz Underwriters Insurance Company. In 1985, he was recruited by McAlear & Associates, a wholesale broker based in Grand Rapids, MI, to open a property operation for a branch office in Kansas City, Kevin's home town.

McAlear & Associates, led by Charles A. McAlear, was the founding organization for the National Association of Professional Surplus Lines Offices (NAPSLO). Six and half years later, Kevin left McAlear to form Westrope. Over the next 20 years, Kevin grew Westrope from an initial 8 employees in Kansas City into the fifth largest wholesale operation in the country. Westrope has been built organically from the ground-up. Today, Westrope's premium volume is approaching \$600 million with over 180 employees spread over three companies and 8 offices.

Westrope has been recognized throughout the industry as a "Best of Class" operation. Westrope's unique culture, cultivated by Kevin over many years, is defined by a focus on excellence, a fiercely competitive sales force, and a highly ethical business philosophy.

Gamma Iota Sigma Charity Date Auction

Wednesday, March 27, 2013 - 6-9PM - Draught Horse

The Sigma Chapter will hold its Annual Charity Date Auction at The Draught Horse Pub in Philadelphia this coming Wednesday, March 27, 2013. In the name of charity and good fun, many officers, members, alumni and faculty volunteered to have themselves 'auctioned off'. Don't miss this exclusive opportunity to be taken out to dinner by Dr. Drennan! All proceeds from this event will benefit the Sigma Chapter's 2013-2013 Charity of Choice, ESF Dream Camp.

How Do We Define a Credit Rating?

Friday, March 29, 2013 - 12-12:50PM
Actuarial Science - Speakman 114

Stephanie McElroy from AM Best will be joining us to discuss the criteria rating agencies look for when assigning credit ratings to insurance companies. This presentation has been given to a variety of audiences including The Federal Reserve. This is not a workshop to be missed!



RMI Young Alumni Panel

Friday, March 29, 2013 - 12-12:50PM - RMI - Speakman 112

Young alumni of the Sigma Chapter will be present to answer members' questions about what to expect as one enters the insurance industry. Topics covered will include how to obtain employment, early career changes, managing the work-life balance, mentorship relationships and many others. This workshop will help students prepare for internships and new careers so that they can avoid others' mistakes. Students should come prepared with questions as the workshop will be highly interactive.



Easter Bake Sale

Friday, March 29, 2013 - 9am-3pm - Alter Hall Lobby

Make sure to stop by the Easter themed Gamma Iota Sigma bake sale table to hunt for hidden eggs and pick up a baked treat! Committee penny wars bins will be present at the bake sale table, so bring any spare change you have been saving. All proceeds go to our Charity of Choice, ESF Dream Camp.



2			1		
6			8	7	
	4	5			7
1	2	2	4	8	9
			7	6	
4				7	1
	9	5			
	4	9			
		8		2	

RBD 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!!