

**SELECT
UPCOMING
EVENTS:**

10/9/13 -

Lester Morales
Chief Growth Officer,
Human Capital
Practice
Willis

10/16/13 -

Thomas Kunkel
President, Bond &
Financial Products
Travelers

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

**IMPORTANT
DATES**

**10/1 Graduating
Senior Interview
Skills Workshop**

**10/3- Sigma Chapter
Attends 42nd
10/5 Gamma Iota
Sigma
International
Management
Conference**



Send your feedback
concerning Risky Business to :

tim.cornish@temple.edu

Risky Business

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The H. Wayne Snider Distinguished Guest Lecturer Series presents:

John Sherlock

Senior Vice President, Marketing

Philadelphia Insurance Companies

Wednesday, October 2, 2013, Alter Hall 031 - 12-12:50PM



John Sherlock is Senior Vice President of Marketing for Philadelphia Insurance Companies in Bala Cynwyd, PA. (PHLY) Through his executive level relationships with Global Brokers, John develops and implements growth strategies for PHLY which have had an immediate positive impact on both the top and bottom line growth of the organization. In addition, he leads the efforts of Valley Forge Insurance Brokerage (VFIB), a P&C Wholesale operation and subsidiary of PHLY. John redirected the efforts of the staff and redesigned workflow resulting in a 44 percent increase in retained earnings and a 30% increase in top line revenue. He also leads the marketing effort to launch a new Excess & Surplus Lines company, Tokio Marine Specialty Insurance Company. In addition, he is working together with the Executive Team to uncover M&A opportunities which will position the firm for profitable growth using the PHLY platform.

Previously John served as the President of the Mid-Atlantic Region for Chartis Insurance responsible for the leadership of the Property and Casualty operations. John provided strategic and operational direction as well as support to all operating profit-centers in the region. He is responsible for \$1.5 billion in written premium and the P&L results in markets which encompass Philadelphia, Pittsburgh, Wilmington, DE, Southern New Jersey, Baltimore, Washington, DC and Richmond, VA. John's objective was to maximize an already formidable footprint by properly aligning products and services with a strong distribution system of national and regional insurance brokers. He led a team of profit center managers; John developed and implemented strategies which enhanced levels of service to policyholders and customers.

A Licensed Property and Casualty insurance broker in all 50 states and the District of Columbia, John has spent over 25 years in the insurance industry. He is active in the Philadelphia community, and has served on the Boards of Directors of the Greater Philadelphia Chamber of Commerce, the YMCA of Philadelphia, World Affairs Council and the Insurance Society of Philadelphia where he serves as Vice Chairman and Chair of the Annual Independence Gala and his leadership resulted in national recognition for the Insurance Society. John is also a member of the National Risk and Insurance Management Society (RIMS) as well as an associate member of the Delaware Valley Chapter of RIMS.

In addition to John's business interests, he spearheaded an AIG philanthropic relationship with the Starfinder Foundation, a dynamic Philadelphia youth organization utilizing soccer as a vehicle for inner-city children's personal growth and development through leadership, recreation and education. In addition, John works closely with the Philadelphia Children's Alliance, a not for profit organization which promotes healing and justice for victims of child sexual abuse.

John has 8 brothers and sisters, 37 nieces and nephews and lives in West Chester, PA with his wife of 22 years and their three children where is active in coaching basketball for Catholic Youth Organization. A native of Aldan, Pennsylvania (Delaware County), John attended Monsignor Bonner High School and The United States Naval Academy Prep School and holds a B.S. in Marketing and Finance from Drexel University.

24th Semi-Annual Gamma Games Recap



On Wednesday, September 18, 2013, the 24th Semi-Annual Gamma Games were held at Pearson Hall. Students endured events like: Shoe Jawn, Hula Hoop Pass, Dodge Ball and Tug of War. Fortunately, no one was seriously hurt. However, many walked away with bruised bodies and egos. The event was well attended by new and returning Sigma Chapter members, alumni, and faculty. For the first time members of the Alpha Delta Chapter of Gamma Iota Sigma from La Salle University were on the scene to take part in the games.



After the smoke cleared, Team Meowth emerged as the victors under the guidance of team leader, John Ramirez III. Among the team members were: Bart Stachurski, Jesse Cases-Villablanca, Mike Allen, Alyssa Montgomery, Rick Fields, Angela Atienza, Richard Henne, Joe Niezgoda, and Kiki Wang.

