

**SELECT
UPCOMING
EVENTS:**

10/16/13 -
Thomas Kunkel
President, Bond &
Financial Products
Travelers

10/23/13 -
Betty Coulter
President

PRIMA
Director of Risk
Management &
Insurance
UNC Charlotte

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

**IMPORTANT
DATES**

- 10/7 Committee Meetings
- 10/8 Graduating Senior Interview Skills Workshop
- 10/11 How to Prepare for the Graduating Senior Career Reception
- 10/11 RMI Friday Workshop: Claims Handling
- 10/11 Actuarial Science Friday Workshop: Excel Skills
- 10/11 Bake Sale

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:

Lester Morales

Chief Growth Officer, Human Capital Practice

Willis

Wednesday, October 9, 2013, Alter Hall 031 - 12-12:50PM



Lester re-joined Willis in September 2012 as an Executive Vice President and Chief Growth Officer for the North American Human Capital Practice. In this role Lester will focus on assisting the field offices with key sales opportunities, client retention efforts, sales training, business development and recruiting. He will work closely with the Regional Growth Teams to ensure local delivery of our "Beyond Benefits" value proposition.

This is a homecoming for Lester as he was a part of the Willis family for 7 years. During this time he was a Top 5 Consultant within the Human Capital Practice and was a consistent qualifier for the Exceptional Producers Council. His track record as an extremely talented and successful sales professional, combined with his business acumen and deep understanding of the Human Capital and health management sector, makes him uniquely qualified to lead our overall growth efforts and drive transformational growth within the North American HCP operation.

In May of 2011 Lester joined Healthstat, a leading provider of on-site primary care, high health risk intervention and disease management services, as the National Vice President of Sales. At Healthstat, he and his team maintain a relentless pursuit of finding dynamic solutions in order to help employers better the health of their employee population while reducing cost and giving their employees a wonderful employee benefit.

Lester is a graduate of The Florida State University with a Bachelor's of Science in Risk Management and Insurance. He speaks frequently at industry events about on-site clinics, self-funding, wellness, pharmacy carve-outs and other cost mitigation initiatives. In his career Lester has received several industry and community accolades; Tampa Bay Business Journal's "30 under 30," Tampa Bay Times "Rising Stars," Business Buddies "Best in Business- Young Professional of the Year Nomination".

Sigma Chapter Attends 42nd Annual Gamma Iota Sigma Management Conference



The 42nd Annual Gamma Iota Sigma International Management Conference was held in Charlotte, North Carolina from October 3-5, 2013. Chapters from all over the United States and Canada were in attendance. The conference consisted of educational workshops, social events and a career fair.

The Sigma Chapter won Chapter Awards for Chapter Management, Public Relations, Alumni Relations, Community Service and Membership Development, adding up to Sigma Chapter earning the Superior Chapter Award. The Superior Chapter Award is bestowed onto chapters that excel beyond expectations in all of the awarded functional areas and provide an outstanding experience for its members. The Sigma Chapter was one of only two chapters of Gamma Iota Sigma to be awarded the Superior Chapter Award this year. Sigma Chapter also won eight Black & Gold Awards, which are granted to chapters for developing projects and programs considered creative, exceptional and possible only through extensive planning, organization and participation by a significant number of the chapter's members. This Year, the Sigma Chapter was recognized for the following activities: Alumni Golf Outing, Flip Books, Intern Testimonials, New Member Packets, Online Academic Distinction, Penny Wars, Shoebox Recycling, and Sigma Chapter Twitter.

Proud to be recognized for its achievements, the Sigma Chapter extends thanks to all of its members, faculty advisors and other supporters in the Fox School of Business and in the Risk Management, Insurance, and Actuarial Science industries.

Committee Meetings: Featured Guest Speakers Monday, October 7, 2013 - 12-12:50PM

RMI Career Development

Allan Fernandes - Vice President, Global Risk Control
Aramark

Act Sci Career Development

Colin Heydorn - Actuarial and Leadership
Development Program Participant - Travelers

Healthcare Career Development

Herb White - Assistant Vice President, Finance -
Temple University Health System

RMI Friday Workshop: Claims Handling

Friday, October 11, 2013 - 12-12:50PM - Speakman 112

The insurance mechanism would not be whole without the claims function, and this workshop will focus on the investigation, examination, and valuation of claims made by the insured. Students will leave this workshop understanding the basic claims function and possible issues that may arise in the claims process. This is not a workshop to be missed.

Actuarial Science Friday Workshop: Intern Presentations

Friday, October 11, 2013 - 12-12:50PM - Alter 035

At this workshop, a panel of summer interns will share their experiences with their peers. They will discuss their daily responsibilities, the culture of their hosting company, and any challenges they encountered during their program.

How to Prepare for the Graduating Senior Career Reception Friday, October 11, 2013 - 12-12:50PM - Alter 239

The "How to Prepare for the Graduating Senior Reception" will help Risk Management and Insurance and Actuarial Science majors choose the best strategy during their career reception. This workshop is **MANDATORY** for any student who plans to attend the Graduating Senior Career Reception, as it will discuss what they can expect at this reception. If this is your first time attending a reception, or even if it isn't, this is not a workshop to miss.

Homecoming Bake Sale

Friday, October 11, 2013 - 9AM-3PM - Alter Lobby

Make sure to stop by and show your support at the Gamma Homecoming bake sale table this Friday for a delicious baked good! All proceeds support our donation to our Charity of Choice, For Pete's Sake Cancer Respite Foundation.