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"STORMING THE CAPITOL... A COUP de TAU"

36th Annual International Management Conference
Hosted by Tau Chapter, Howard University
Washington, D.C.
October 11-13, 2007

**By Dominique Hollins, Vice President, Tau Chapter, and
Melinda Vance, Grand Chapter Executive Director**

The weekend of October 11-13, 2007 proved to be a great success for Gamma Iota Sigma and specifically for Tau Chapter of Howard University. This was Tau Chapter's second time hosting the conference and the advisors, Executive Board, and general members are pleased to say that things went exceptionally well.

This sentiment was also shared by the attendees from other schools, as stated by Jeff Elrod, Eta Chapter, University of Georgia, who commented, "You guys did a great job!" as he walked through the lobby on the last evening of the conference.

A great deal of planning went into the creation of the 36th Annual International Management Conference, but its success could not "be" if it were not for the attendance of the sponsoring corporations, alumni, and current members of Gamma Iota Sigma.

Thus far, this year's conference was granted the reputation of being the largest with over 300 in attendance. Twenty four chapters were present, representing their respective colleges.

Numbers per chapter ranged from one to more than thirty members, each of whom was provided the opportunity to present themselves in numerous ways

Tau Chapter members take a moment from their host chapter duties to have a picture taken with Barron H. Harvey, Dean of the Howard School of Business (above).

throughout the conference. Also, more than 75 corporate representatives were in attendance, including companies such as American International Group, the Titanium sponsor for this year's conference; MARSH, Travelers, ACE INA, Aon Corporation, and Colony Group.

The registration list continued to grow even during the last days before the conference as the enthusiasm was great among those who were interested in attending. The weekend was packed with events as the Holiday Inn Capitol was immersed in Gamma Iota Sigma representation from *(Continued...page 2)*





Pictured LtoR above: Tau Chapter Advisors Harold Gray Sr. and Joan Black, Grand Chapter President Alan Hoffmann, Barron H. Harvey, Dean of the Howard School of Business, and Dr. Paul Choi.

Above, Tau Chapter Advisors Harold Gray Sr. and Joan Black pose with the ice sculpture of the Gamma Iota Sigma emblem.

"Storming the Capitol...A Coup de Tau" (Continued from page 1)

both the collegiate and corporate levels. Associates of the fraternity transferred between rooms to attend various workshops and sessions conducted by corporate representatives, advisors, and special guests. A Career Fair was held to present scholarship, full time employment, and internship opportunities to attendees.

Keynote speakers, such as Lawrence Mirel, former Insurance Commissioner of DC; Ron Gebhardtsbauer, MAAA, FSA, FCA, EA, MSPA, American Academy of Actuaries; Desrene Edwards, Marsh; and Kevin Smith, Travelers, provided students with words of wisdom and professional advice.

Social gatherings included activities such as karaoke on the first evening to a tour of Washington DC (including the Howard campus) on Saturday, encouraging networking among members to foster relationship building.

From the professional learning experiences to the eventful interactions, the number of attendees proved to be key factors in this year's successful management conference.

During the Annual Awards Banquet (the most anticipated event) all chapters were represented well by receiving awards. Several chapters were granted awards in



Above: GIS members attend corporate presentations of Friday.

bership, Membership Development, Public Relations, Community Service, and Alumni Relations. Also given were the Black and Gold Awards and several individual member scholarships.

The Edison L. Bowers Award is the oldest and most coveted of the international awards conferred by the Grand Chapter of Gamma Iota Sigma. The Bowers Award was created to recognize the one chapter that demonstrates an exceptional, well-rounded and organized program for the past scholastic year.

The Bowers Award is the highest honor a collegiate chapter can receive from the Grand Chapter. This year, the Edison L.

Bowers Award was given to Sigma Chapter, Temple University.

Two chapters, Alpha Mu, Virginia Commonwealth University, and Alpha Rho, Fanshawe College, were given the Superior Chapter Award for outstanding chapter performance during the year.

Alpha Epsilon Chapter, Indiana State University, was named the most improved chapter and the Alpha Kappa Chapter, Illinois State University, was the Best Kept Secret of Gamma Iota Sigma.

Additionally, Khadine Adams, former president of Tau Chapter, was elected to be the International Student Repre-



sentative to the Gamma Iota Sigma Grand Chapter Executive Committee.

Attending events such as these will help develop a chapter's membership as students will be enticed by the prestige of the fraternity. As the only active African American chapter, Tau Chapter works diligently to ensure the success and growth of its chapter each year and these efforts have been exemplified through the achievement of the 2007 Annual International Management Conference.

National Awards

Alumni Relations Award

- Omega • Alpha Alpha • Sigma • Nu
- Alpha Mu • Alpha Rho • Tau

Chapter Management Award

- Alpha Mu • Sigma • Nu • Alpha Alpha
- Phi • Omega • Alpha Rho • Tau

Public Relations Award

- Alpha Mu • Sigma • Nu • Alpha Alpha
- Phi • Omega • Alpha Rho • Tau

Membership Development Award

- Phi • Sigma • Nu • Alpha Alpha
- Alpha Mu • Alpha Rho • Tau

Community Service Award

- Alpha Alpha • Sigma • Alpha Rho

Black and Gold Winners

- Alpha Alpha Internship Tracking
- Alpha Alpha Special Task Force
- Alpha Alpha Legacy Project
- Alpha Alpha Officer and member Evaluation
- Alpha Kappa The Real World Explanation of Corporate Benefits
- Alpha Kappa Insurance Applications for Sixth Graders
- Alpha Kappa Katie School Leadership Program
- Alpha Rho Ways Family Christmas
- Sigma Revamping the Website
- Sigma How to run a poker Tournament
- Sigma Creating a Wikipedia article about Gamma Iota Sigma
- Tau Actuarial Exam Booklet
- Tau Sodoku
- Tau ACI Designations



Above: GIS members pick up their registration materials.
Below: Attendees enjoying a wonderful luncheon on Friday.



Scholarship Winners:

Warren L. Weeks

- Khadine Adams, Tau Chapter, Howard University

Anita Benedetti Award

- Lindsey Weaver, Alpha Alpha Chapter, Olivet College

Elizabeth Lange/Microsoft Scholarship

- Paula Williams, Sigma Chapter, Temple University

Alan C. Williams Leadership Award

- Craig Carpenter, Alpha Alpha Chapter, Olivet College

Other Awards:

Most Improved Chapter Award

- Alpha Epsilon Chapter, Indiana State University

Best Kept Secret Award

- Alpha Kappa Chapter, Illinois State University

Edison L. Bowers Award Winner

- Sigma Chapter, Temple University

Superior Chapter Award

- Alpha Mu Chapter, Virginia Commonwealth University
- Alpha Rho Chapter, Fanshawe College



A Pictorial Tour of the 2007 Conference

Right, Tau Chapter President Marcel Williams presents flowers to Chapter Advisor Joan Black for all of the work she did in planning the Conference.



Right: Attendees listen and take notes during a session on career development.



Below: Attendees listen as GIS alumni share some of their experiences.



*Top right: Sigma Chapter, Temple University, was presented the Edison L. Bowers Award.
Next: Recipients of the Membership Development Award.
Next: Members of the Alpha Rho Chapter, Fanshawe College, pose for a group photo.
Bottom: Sigma Chapter members take a moment to visit with Company reps from Colony Insurance.*



GAMMA IOTA SIGMA

**36th Annual Management Conference
"Storming the Capitol...A Coup de Tau"**

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Ability to make decisions is vital part of leading

The characteristic or quality needed above all others in decision-makers is courage—moral courage—the kind that enables a man or woman to face up to responsibilities and take a stand when the situation requires it.

Lack of courage of this type excludes many otherwise qualified men and women from executive roles. According to a study of unsuccessful executives in more than 200 firms, conducted by the Laboratory of Psychological Studies of the Stevens Institute of Technology, inability to make decisions is one of the principal reasons executives fail. It is much more common reason than lack of specific knowledge or technical know-how.

Human beings hate to make decisions. Indecision is generally more comfortable. All of us are conscious of this wish to put off deciding. Few of us are fully aware of the degree to which habitual inability to make decisions interferes with the realization of our full potentials and the attainment of our goals. Psychiatrists have discovered that every one of us indulges in all kinds of unconscious devices to cover up our indecisiveness.

"We procrastinate," Dr. Karen Horney says, "and just don't get around to doing things. We allow ourselves to be swayed by chance, or leave decisions to someone else. We also becloud the issues at times to such a degree that we leave no basis upon which to make a decision,"

Why are decisions so painful that we sometimes go to ridiculous lengths just to avoid making them? One reason is that a decision, large or small, always involves the risk of being wrong. Another reason is that every decision involves judgments of goals and of values, with risk.

Unless, however, a man or woman has the courage to make choices and to take risks even when the stakes are high, he or she is not cut out for management or leadership responsibilities. But making difficult decisions is what executives and leaders are for. Take the risk-bearing function out of an officer's job and his importance would disappear overnight. There would no longer be any need for him.

—Harry A. Bullis, "Making Decisions"

On page 7, Tim Capel, President, Alpha Mu Chapter, Virginia Commonwealth University, invites you to Looking Ahead—The 37th Annual Management Conference, "A Little Risky History and Southern Hospitality."



Alumni Spotlight...Michael Holley



Michael Holley

is a two-term past President of the Alpha Xi chapter of Gamma Iota Sigma at Morgan State University.

Currently, he

holds the position of Central Operations Supervisor in the New York office of Maximus, a government consulting firm whose New York Project is responsible for educating Medicaid consumers in New York State about the ever-changing rules of Medicaid and Medicaid Managed Care in the state of New York.

Michael graduated from Morgan State University in the spring of 2001 with a degree in Business Administration. Upon graduation, he returned to New York where he took a position as an Enrollment Counselor with Maximus in July of 2001—two months before the tragic events of 9/11. In that position, he educated consumers in New York City about

managed care, which at the time was a new initiative that was being introduced by the State Department of Health.

A little more than a year later, in October of 2002, Michael was promoted to the position of Lead Enrollment Counselor, where he became responsible for a small group of 10 employees.

In that position, Michael began to work with other departments in the office including the Health Plan Affairs department, where he dealt directly with 17 different health plans, trying to assure that everyone was on the same page.

This position also afforded Michael the opportunity to be introduced to some important people in the New York State Department of Health.

Michael held that position until July of this year when he was promoted to his current position of Central Operations Supervisor. In addition to overseeing 33 employees, he is also the liaison between the supervisors and the Assistant Managers as well as the liaison between the company and the State Department of Health.

Michael's advice to upcoming graduates would be something he learned by riding the subways of New York City—there is more than one way to get to where you're going.

Don't be deterred by detours; instead, make the most of them and enjoy the new scenery.

Things happen for a reason, and the best lessons are learned through adversity.

Editor's Note...

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



Beta Alpha Chapter chartered at University of Iowa

On October 5, 2007, the newest chapter of Gamma Iota Sigma, Beta Alpha, was chartered at the University of Iowa, located in Iowa City, IA. The chartering ceremony was conducted by officers of the Sigma Chapter of Temple University.

Officers representing Sigma Chapter were Executive Vice President Tiffany Calhoun and Vice President of Student Affairs Chelsea Balerno. Jenna Brown, President of Alpha Beta Chapter, introduced the faculty and industry members at the ceremony. Thirteen members signed the charter.

A social reception was held after the chartering ceremony to allow members to network and provide support to the new chapter. Welcome, Alpha Beta!



Looking Ahead—The 37th Annual Management Conference "A Little Risky History and Southern Hospitality"

With record-breaking attendance by over 200 members and the awarding of the most chapter awards ever, the 36th Annual International Management Conference was truly a historic event for Gamma Iota Sigma.

I would like to thank the Grand Chapter and our many corporate sponsors for making the Conference possible, as well as the Tau Chapter for being such a wonderful host.

Those of you who were in attendance are no doubt hard at work putting forth the ideas that were generated and are energized to meet the challenges of the year ahead.

On that note, the 37th Annual Management Conference might be the furthest thing from your mind. Nevertheless, start counting the days because you already have a lot to look forward to!

The Alpha Mu Chapter at Virginia Commonwealth University (VCU) is excited to serve as host of the 2008 Management Conference October 16-18. Taking place in our own backyard of Richmond, VA, our theme for the Conference is "A Little Risky History and Southern Hospitality." We're well underway in the planning process, and I'd like to share with you some of the events we have tentatively lined up.

- The city of Richmond is certainly rich with history, but what's so risky about it? For starters, you will join us for a tour of Richmond's oldest church (dating back to 1741), St. John's Episcopal. On March 23, 1775, St. John's Church was the site of Patrick Henry's radical (and convincing) "Give Me Liberty, or give me Death!" speech to the Virginia House of Burgesses in support of the Revolutionary War. While there, we will view a moving reenactment of Henry's passionate speech.

- We'll take advantage of Central Virginia's moderate Fall weather and enjoy a barbecue picnic at Tredegar Iron Works. The iron foundry was established in 1833 and was one of the few Richmond industrial facilities to survive the Civil War. Its legacy is preserved at the American Civil War Center at Historic Tredegar. At this state-of-the-art museum, you will learn more about the influential events that shaped so much of the nation's history.

- Let's not forget the hospitality portion of the Conference festivities. The closing session and awards banquet will be held in the Grand Ballroom of Richmond's famous Jefferson Hotel.

As one of the few Mobil Five Star hotels of the United States, the Jefferson has been the preferred choice of numerous presidents, entertainers, and notable business people since its founding in 1895.

- Of course, we also cannot resist the opportunity to show off the brand new VCU School of Business, which opened in the Spring of 2007 and is located just a few blocks down from the Jefferson. In fact, the chapter management break-out sessions and career fair will take place in the School of Business. We'll have the new building all to ourselves as the Conference coincides with VCU's fall break.

- I haven't even mentioned the Richmond-based companies familiar to you that will no doubt be a part of next year's Conference, or the guest speakers we are working to bring in.

In other words, bring high expectations with you to the 37th Annual International Management Conference. It's a risk-free investment; the only uncertainty is just how far your expectations will be exceeded!

Tim Capel, President, Alpha Mu Chapter

Leadership Challenges

As a leader, you will not always make the most popular decisions. There will be times when you must take a stand for something that is right, even if it is unpopular. Because of the pressure, you may want to back down. This would be the easiest thing to do. However, that does not mean it is the correct thing to do.

As a leader, you cannot shirk your responsibilities whenever you want to or whenever it is convenient. The actions that occur and the decisions which are made will have consequences and ramifications, some of which cannot be foreseen.

As a leader, it is up to you to set the example. If you are not performing your duties adequately, those you lead will see that and over time they will lose respect for your leadership and authority. You cannot inspire or motivate those who do not believe in or look up to you. Why should they do their best if you will not do yours?

Leaders must also maintain the standards of the group or organization. I am not advocating a dictatorship where one makes up and enforces his own rules with an iron fist. However, there are situations where you will need to take a stand and uphold the previously set and determined standards. Once you have given in on one occasion, it will be hard to take a stand at a later time.

This is true for several reasons. First, your followers will know what they can do and get away with. Second, later decisions which go against the group will be hard to enforce because your followers will view you as someone who has selectively applied leadership, and they won't value your decision. Therefore, they won't adhere to it.

After all, if you backed down once from something you truly believed in or thought was right, how could you expect others to respect any of your decisions and authority? More important, how could you respect yourself? **Al Evon, Triangle Fraternity**



Warren L. Weeks, Founder of Gamma Iota Sigma

It is important for each of us to know the history of the fraternity, and we are pleased to present you with some facts about our founder, Warren L. Weeks, CPCU.

As an instructor of multiple line insurance classes in the early 1960's at Ohio State University, Warren presented the idea of a national insurance fraternity to the students of the OSU Insurance Society.

The idea was greeted enthusiastically,

and after the groundwork was completed, the Alpha Chapter was chartered in 1966.

As a principal in the Weeks-Finneran Insurance Agency of Columbus, Ohio, Warren was very active in the insurance community.

In addition to his teaching duties at OSU, he served on the board of directors of the Ohio Casualty and Surety Managers. He authored articles that appeared in industry publications.

He strongly believed that the student

members of Gamma Iota Sigma should continue to support professionalism in the insurance industry. He encouraged his students to make it a goal to obtain both the CPCU and CLU designations.

Until his death in 1973, Warren was a driving force behind Gamma Iota Sigma. The fraternity would not have become a reality without his extraordinary dedication and devotion to Gamma Iota Sigma in its formative years. We owe him a huge debt of gratitude.



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, Iowa

