

The Sextant



Sponsored by the Warren L. Weeks and Dorothy T. Weeks Memorial Fund of the Griffith Foundation for Insurance Education



38th Annual International Management Conference “It’s Always Sunny in Philadelphia”

Hosted by Sigma Chapter
Temple University
October 1-3, 2009

More than 250 members representing 25 chapters of Gamma Iota Sigma flew and drove into Philadelphia, PA, the city of Brotherly Love, to attend this conference, which was themed *It’s Always Sunny in Philadelphia*. The conference began with a fantastic opening ceremony on Friday morning featuring a performance by the Temple ROTC Color Guard and the Temple University marching band, including the Sigma Chapter’s own Dominique Beadle. The band played the Canadian National Anthem, the United States’ National Anthem, and, of course, the Temple Fight Song.

Following the departure of the Color Guard and marching band, videos about Temple University, the Fox School of Business, Alter Hall, and the Sigma Chapter were played. The last of these included an amazing collaboration of Sigma Chapter members welcoming the members of other chapters to Philadelphia and Temple University in their native languages from all over the world. This video was created by Jessica Acker and Miguel Rilloraza, the officers of Sigma’s Public Relations team.

The introduction videos were followed by appearances by both the Provost of Temple University, Lisa Staiano-Coico, Ph.D., and the Dean of the Fox School of Business, M. Moshe Porat, Ph.D., CPCU, who each addressed the crowd and welcomed all visitors to Temple. The participants were also treated to speeches by Julie

Schaekelis, Executive Vice President and Chief Auditor of ACE Group and Edward G. Troy, Chairman of GAB Robins Group of Companies. It was an excellent way to kick off the conference.

After the opening ceremony and throughout the day on Friday, students attended industry workshops and a career fair with participants including Travelers, Towers Perrin, All Risks, Munich Re, and many more. Friday night’s main event was a cruise on the majestic Spirit of Philadelphia, where students from all over the country and Canada bonded on the dance floor by belting out songs from Journey’s *Don’t Stop Believin’* to Backstreet Boys’ *I Want it That Way*.

Saturday was a day of development for all the chapters of Gamma Iota Sigma as the students attended workshops to better their individual organizations and Gamma as a whole. Lunch on Saturday was themed “A Taste of Philly” and featured cheesesteaks, TastyKakes, and soft pretzels. The main event of the entire weekend, the annual **Awards Dinner**, was held at the Crowne Plaza in Philadelphia on Saturday evening. Featured speaker for the event was Doreen Spadoria, Executive Vice President and CEO Claim Services and Personal Insurance, Travelers Insurance Company.

All conference participants arrived to the Awards Dinner in class, ready for a night of celebration. Excitement was thick in the air from all corners of the banquet

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Alumni Spotlight

Michelle Chubinski Morling

Past president of Nu Chapter, Central Michigan University, Shelly is an Actuarial Associate in the Cleveland, Ohio office of Towers Perrin. Graduating Summa Cum Laude in 2005, with a BS degree in Actuarial Science, she majored in mathematics and statistics and minored in finance. A native of Battle Creek, Michigan, she accepted a position right after graduation in the retirement line of business of Towers Perrin, where she worked in the Detroit office for three years, prior to transferring to Cleveland with Towers Perrin. Currently working in a project management role, she assists clients with pension and post retirement benefit plans. Her responsibilities also include pension plan design, nondiscrimination testing of pension plans, and pricing evaluations.

During her freshman year at CMU, she was introduced to

Gamma Iota Sigma by Dr. Tom Miles, advisor/professor. Prior to becoming President of Nu Chapter, she held the positions of Secretary and President-Elect. A Warren L. Weeks award winner, Shelly fondly remembers the long road trips to the Management Conference, including a 13 hour drive to New York, getting lost somewhere along the way, and discovering New Jersey. Networking at the President's Conference, and being selected to present Executive Vice President Melinda Vance an honorary membership certificate were also highlights of her fraternity experience. Her student internship opportunity with Gabriel Roeder Smith and Company gave her valuable experience that she was able to carry over to her full time career.

She is currently working toward an Associate of the Society of Actuaries (ASA) designation and

continues to be involved with the Nu Chapter as a speaker at their Annual Spaghetti Dinner. She currently serves on the National Board of Directors of Gamma Iota Sigma.

Her advice to graduating seniors is to "always take risks and venture out of your comfort zone from time to time, you will be surprised what you can accomplish." For those who are interviewing, remember that you have a dual role of an interviewer of the company, don't be afraid to ask questions of the interviewer (even the same question to multiple people) and always remember to "be yourself" in the interview.

Shelly is married and she and her husband (and their cat) are the process of buying their first home. ■

Conference (continued)

hall in the Crowne Plaza as the awards were announced. Individual awards and scholarships were also distributed at the annual Awards Dinner.

While each award was presented, and the announcements of the Superior Chapter Award and the Edison L. Bowers Award were approaching, the excitement and anticipation in the Crowne Plaza grew. Both awards are of great importance because the Bowers Award designates the most outstanding chapter of Gamma Iota Sigma from the eyes of the Grand Chapter, while the Superior Chapter Award is a close runner-up. The Alpha Rho Chapter, the sole Canadian Chapter of Gamma Iota Sigma was awarded the Superior Chapter Award and accepted it to a thunderous applause from all participants. Finally, the

last award of the night, the Edison L. Bowers Award was presented to the Sigma Chapter for the tenth consecutive year. When the **Sigma Chapter** was announced as the Bowers Award winner, Amanda Dolan and Chelsea Balerno, the Sigma Chapter President and Vice President respectively, humbly walked to the front and accepted the award on behalf of their chapter.

The annual Awards Dinner closed the conference, which was a huge success. Surely the individual members of the participating chapters of Gamma Iota Sigma and the chapters as a whole were given a chance to grow professionally and socially. ■



Saquib Cheema, *International Student Representative*

Hello Gamma! I want to welcome you to a new year for our fraternity and thank you again for allowing me to be your next International Student Representative.

Gamma Iota Sigma is not just a Risk Management, Insurance and Actuarial Science fraternity to me, it's an experience. Since the two years I have been involved with Gamma Iota Sigma, I have gained a lot of knowledge from the senior officers at the Alpha Mu Chapter, I learned the many different aspects of the fraternity, and through all of you I have learned the importance of this fraternity in each of our college careers. For the past two years I have grown tremendously. And as the International Student Representative I want like to share my knowledge and experiences with all of you. Gamma Iota Sigma has had tremendous impact in my life and my goal for this year is to share my passion and love of it with you.

I have several areas I want to focus on with all of our chapters beginning with communication. I truly believe that through constant communication we will maintain and grow our current chapters and expand our numbers at new chapters around the country. I will begin my term by reaching out to all of the chapters, those that are active and inactive, and listening to what needs to get done and what concerns must be addressed. I will also facilitate inter-chapter communication through either a blog or a forum, enabling chapters to get new chapter management ideas and providing a source for constant discussion.

As the ISR, I will help in the planning and implementation of the "Ambassador Program" sponsored by the Griffith Insurance Education Foundation. I will serve as the contact for any questions or concerns that chapters have with the program and will try my best to answer the questions and address the concerns.

I will also present various fundraising and community service projects with the Presidents that can be implemented as fraternity-wide events. As of right now, I'm working on having a fraternity-wide blood drive in the month of February as well as bringing back the annual walk-a-ton.

Lastly, in our continued effort to grow as a fraternity, I will contact colleges and universities throughout the United States that do not have a Gamma Iota Sigma chapter, and educate them about the fraternity and the benefits of joining. I will also try my best to contact the GIS chapters that have become inactive and will put forth all my efforts to get them active again.

I want to leave you on quote by John Rain, "The challenge of leadership is to be strong, but not rude; be kind, but not weak; be bold, but not bully; be thoughtful, but not lazy; be humble, but not timid; be proud, but not arrogant; have humor, but without folly."

This quote has become on my mantra, I will honor it as the International Student Representative. It will be a pleasure to serve all of you and have your voices heard. ■

SAVE THE DATE

"OLD OR NU, TAKE PLEASANT RISK AT CMU"

39th Annual International Management Conference

Hosted by Nu Chapter

Central Michigan University
Mount Pleasant, MI

**September 30 –
October 2, 2010**

The Soaring Eagle Casino and resort provided decks of cards that were passed out at the 2009 conference with an invitation to your chapter to join in the activities of the 2010 conference. You will enjoy learning about Chippewa Native American culture with guests from the Chippewa nation reservation adjoining the campus of Central Michigan University in Mount Pleasant, MI. Plan now to attend the 39th Annual International Management Conference!

2010 PRESIDENT'S CONFERENCE

August 20 – 22, 2010

Columbus, OH



Universal Health Care vs. Single Payer System

This paper outlines why a Universal Health Care system would be more cost efficient for America than a single paper system. This paper is the winning entry for the GIS National Gerald Smith Alumni Scholarship Award

Essay by: Kanwar Bir S. Anand

Gamma Iota Sigma: Alpha Mu Chapter (Virginia Commonwealth University)

A recent publication by the World Health Organization shows that the United States spends nearly 15 % of its GDP on healthcare¹. This staggering number is the highest for the group of 20 countries (G-20) that even includes countries like Brazil, China, India, Indonesia and Saudi Arabia. This higher spending does not result in any better care for US residents. The same report goes to say that United States is lagging in Infant mortality rates, immunization coverage, health services coverage and other health care indicators from even some of the most underdeveloped countries. This report clearly highlights that the health care system with its current amount of expenditure is in desperate need of reform.

America needs a system that builds upon the existing system that works for a majority of the system. The main challenge is to shorten the divide between rural and urban areas, rich and poor residents. In such a case, a government run health care system would prove to be beneficial as it could potentially help in solving the health care inequity problem in the United States by removing the gaps between individuals who have access to health care and the ones who don't. However, doing so might also lead to rationing of care. Such a system could potentially drive out private hospitals and would make the government be the sole creator, innovator and provider of health care.

America needs to build upon its superior research and health care system. A system that is competitive, ever evolving and delivers most of the new medical breakthroughs to the world. The primary focus of the reform process is not to dismantle the existing system that works for majority of the people but instead to solve the inequity problem that makes the system inaccessible for the

growing minority.

To discuss what the reform should entail, it would be important to look at how U.S. residents pay for their health care. Majority of the employees are covered through their Employers. Health Care through employers is an untaxed benefit in the country. The ones who do not have healthcare through their employers usually purchase it through the private markets, or get coverage through the government (Medicare, Medicaid etc.) or are uninsured.

The public policy challenge is how to get the growing uninsured population access to health insurance. With a dynamic shift in focus on primary care to emergency care for these individuals, the cost of health care has certainly gone up. Not only has this shift strained the health care system, it has also come to a stage where even people with adequate health care are unable to find treatment when they need the most. So, even the insured are suffering at the expense of uninsured. The comprehensive WHO report support this by showing that national wait times in the hospitals have gone up from 1.5 hours in 1999 to more than 2.2 hours. This public policy challenge could be solved if the government takes concrete steps in providing access to the healthcare to the uninsured.

The three biggest challenges right now are the rising health insurance premiums, health

insurance companies having to deploy limits/caps on the amount of coverage individuals can get and the concern about individuals precluded from getting health care due to preexisting conditions. The health insurance companies are not to be entirely blamed for this. Hospitals are required by federal and state laws to provide

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Universal Health Care vs. Single Payer System (continued)

emergency care to anyone regardless of their ability to pay. Hospitals often write off their treatment expenses for these uninsured as most of these individuals are poor and cannot pay the exorbitant costs. Their treatment costs get added up to the costs of people who have health insurance. This in effect raises the premiums and also puts the insurance companies in a position where they have to put caps and deny insurance coverage to individuals.

Free Markets are not always efficient. As we can see from the current state of the health care, over 47 million individuals are uninsured. Government should step in and set some ground rules on health insurance. I am impressed with the work that is being done by the Obama administration on trying to confront this challenge. Solving the health care crisis would be difficult and in no way an easy process. People are passionate about this issue and would express their emotions and opinions, and rightly so. The reform should build upon the existing system that has helped US in becoming competitive and the spear header in medical research. The reform should have the following features (as outlined by AMA² & Obama Administration³):

1) Requiring everyone to purchase health insurance: Doing so will increase the pool of people insurance companies can insure. This would drive up their revenue base and drive down their per capita outflows.

2) Government investments in encouraging more doctors and nurses to take on careers in primary care, which is economically unviable for them and to also get them to serve in rural areas where health coverage is scarce. Providing economic incentives would be one to do this.

3) Require insurance companies not to deny coverage to individuals with pre-existing conditions.

4) Require insurance companies not to put caps or limits on the amount of coverage people can get.

5) Require insurance companies to keep deductibles and co-insurance low. This would help in making primary care available for everyone by keeping costs low.

6) Have the government subsidize the cost of health care for those who still cannot afford to buy healthcare. This can be done with the help of a health insurance exchange, cooperatives or a public option.

7) Institute a tort reform, that helps in driving down the legal costs associated with medical malpractice lawsuits. This will help in driving down cost of health treatment by lowering the amount of money doctors and nurses pay in insuring these risks.

I would like to conclude by saying that with these recommendations, lives of people across this country will improve. The foundation of our economy would become stronger. Such a reform will also drive down the cost of health treatment for individuals, hospitals and our government. While I do not believe in a single payer system where government provides health care, I agree that government can be instrumental in fixing the shortcomings of the free-market system which has worked well for the majority of Americans, by instituting Universal Health Care Reform. And now is the time for extending it to all Americans by instituting meaningful reform.

Such a reform would indeed help in delivering health care for all at the lowest possible cost ■

¹ http://www.who.int/whosis/whostat/EN_WHS09_Full.pdf

² <http://www.ama-assn.org/ama/pub/health-system-reform/index.shtml>

³ <http://www.healthreform.gov/>

The essay topic for the 2010 Gerald L. Smith Jr. Alumni Scholarship Award will be announced in the upcoming Spring issue of *The Sextant*.

"It's Always Sunny in Philadelphia"



Amanda Mozingo, Alpha Mu Chapter, Virginia Commonwealth University, receives the Anita Benedetti Memorial Award



Temple Band opens the Conference during the opening session



Members dance the night away on the *Spirit of Philadelphia*



Chelsea Balerno, Sigma Chapter, Temple University, receives the Alan C. Williams Leadership Award. Presented by Alan Hoffman (left) GIS National President and Jeff Lamb (right) GIS National Vice President



Alpha Iota Chapter, St. John's University, winners of the Chapter Roll Call Award



Alumni Relations Award Recipients



GIS National President Alan Hoffman talks to industry members during reception



Membership Development Award Recipients



Chelsea Balerno and Amanda Dolan accept the Edison L. Bowers Award on behalf of the Sigma Chapter, Temple University



Community Service Award Recipients



Chapter Management Award Recipients



Saquib Cheema, Alpha Mu Chapter, Virginia Commonwealth University, receives the Elizabeth Lange/Microsoft Scholarship Award



Attendees watch the Roll Call Skits during the Saturday General Session



Awards Dinner Keynote Speaker, Doreen Spadoria from Travelers



Terri Ketzner, Alpha Epsilon Chapter, Indiana State University, receives the Warren L. Weeks Scholarship



Sigma Chapter members man the registration desk during the conference



Superior Chapter Award presented to Alpha Rho Chapter, Fanshawe College



Public Relations Award Recipients

Gamma Iota Sigma Awards

National Awards

Alumni Relations Award

Omega Chapter
Alpha Alpha Chapter
Sigma Chapter
Nu Chapter
Alpha Mu Chapter
Alpha Rho Chapter

Chapter Management Award

Alpha Mu Chapter
Sigma Chapter
Nu Chapter
Alpha Alpha Chapter
Alpha Epsilon Chapter
Phi Chapter
Omega Chapter
Alpha Rho Chapter

Public Relations Award

Alpha Mu Chapter
Sigma Chapter
Alpha Alpha Chapter
Omega Chapter
Phi Chapter
Alpha Rho Chapter

Membership Development Award

Alpha Mu Chapter
Sigma Chapter
Nu Chapter
Alpha Alpha Chapter
Alpha Epsilon Chapter
Phi Chapter
Alpha Rho Chapter

Community Service Award

Alpha Alpha Chapter
Sigma Chapter
Alpha Rho Chapter

Black and Gold Awards

Chapter

Alpha Epsilon
Alpha Epsilon
Alpha Epsilon
Alpha Kappa
Sigma
Sigma
Sigma
Alpha Mu
Alpha Mu
Alpha Rho

Project Title

Hugs and Kisses
GIS Rush Week
Community Service Pairing with Industry
Happy Birthday Week
Alter Hall Ribbon Cutting
GIS on U-Tube
Take a seat
Blood Drive
Fortune Cookies
New Chapter Prospectus

Scholarship & Awards

Warren L. Weeks Scholarship

Terri Ketzner Alpha Epsilon Chapter

Anita Benedetti Award

Amanda Mozingo Alpha Mu Chapter

Elizabeth Lange/Microsoft Scholarship

Saqib Cheema Alpha Mu Chapter

Alan C. Williams Leadership Award

Chelsea Balerno Sigma Chapter

Thomas Miles Award

Jim O'hearn Sigma Chapter

Edison L. Bowers Award

Sigma Chapter, Temple University

Superior Chapter Award

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

Chapter Roll Call Award

Alpha Iota Chapter, St. Johns University

Thank you

to our 2009 Conference Sponsors and Career Fair Participants

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Travelers

PLATINUM

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Derek Hughes/NAPSLO Educational Foundation

Fox School of Business at Temple University

Munich Reinsurance America, Inc.

Risk and Insurance Management Society, Inc

SILVER

American Assoc. of Managing General Agents

Marsh

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CAREER FAIR PARTICIPANTS

American Institute for CPCU

Amerisure

Atlantic Specialty Lines, Inc

Colony/ARGO Pro/Argonaut Specialty

Intermediaries & Reinsurance Underwriters Association

Liberty Mutual Group

Towers Perrin

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 Mangers. 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 it's 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, IA
- Beta Beta Chapter, New Mexico State University, Las Cruces, NM
- Beta Gamma, California State University-Fullerton, Fullerton, CA
- Beta Delta, Utica College, Utica, NY
- Beta Epsilon, University of Central Oklahoma, Edmond OK



*Gamma Iota Sigma
is a member of the
Professional Fraternity
Association*