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International Collegiate Insurance Society



# THE SEXTANT

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## President's Message



*"Success doesn't come to you—  
you go to it." ...Marva Collins*

I normally end the President's message with a famous quote but after reading this powerful quote from Marva Collins, I thought it made sense to put it at the beginning of my message for a change.

Regardless if you are a senior getting ready to go out and tackle the world or a freshman trying to figure

out who you want to be when you grow up, you need to learn to go to success and not wait for it to come to you. Wake up each day and prepare yourself for the challenge of the day and be prepared to make the most of it.

Gamma Iota Sigma helps prepare you for going to success by providing you with the opportunity to learn about leadership, working together and completing projects. When you join Gamma Iota Sigma, you make the commitment to be the best you can be as a member. It doesn't matter if you don't become an officer, you are still given the opportunity to lead.

You can become a committee chair or just be involved with a committee and work as a group to complete a project or task that will allow your chapter to grow. Help recruit others who don't see the way and lead them toward success along the way.

For many of you, the school year is winding down and you are looking forward to summer to relax or work at your internship or just work. While Gamma Iota Sigma may not be in the forefront of your plans, I encourage everyone to spend some time preparing for the fall and getting your chapter ramped up.

Summer is a great time to put together a planning retreat for your officers and/or members to decide what successes you want to go for come fall. It has been said by more than one person, you don't plan to fail, you just fail to plan.

By taking the time this summer to put down your goals in writing and agree as a group on what you want to accomplish, you will be able to hit the ground running and be in control of your destiny.

Congratulations to all of our graduating seniors. Best of luck to you as you venture on to your new career. I know it will be a good one. Don't forget about Gamma Iota Sigma as we won't

forget about you. By staying in touch as an alumnus, you can continue to provide yourself with networking and leadership opportunities AND help someone who is trying to find the way by showing them how to go to success and become a member of Gamma Iota Sigma.

Fraternally Yours,

*Alan F. Hoffmann, Grand Chapter President*

## Welcome to Beta Gamma, our newest chapter



On February 8, 2008 Gamma Iota Sigma welcomed their newest member to the professional fraternity. The newest member, California State University-Fullerton, is the Beta Gamma Chapter which is the 51st chapter.

Gamma Iota Sigma is a professional fraternity that helps men and women pursuing careers in Risk Management, Insurance, and Actuarial Science. This was a great honor for California State University-Fullerton since it will help all the students that are enrolled in the Insurance Study Program.

The Chartering Ceremony was held on February 8, 2008 in the Titan Student Union. The ceremony consisted of many visitors from insurance companies, students, professors, and also members of Gamma Iota Sigma from Temple University.

*(Continued on page 4)*



## Alumni Spotlight

**Stephen M. Fino, CPCU, CLU**



Steve is a current board member and manages Gamma Iota Sigma's state filings. He was President of the organization from 1984-87 and was active in the Alpha Chapter

while majoring in insurance and risk management at The Ohio State University.

He has spent 31 years with Nationwide Insurance and presently manages two large statewide accounts. He's had many different jobs at Nationwide and appreciates the opportunities of a larger company. He's also proud of Nationwide's long standing record of community involvement and industry support.

Having been involved with Gamma Iota Sigma for most of the past 33 years, he has a good perspective on how much the organization has changed. Many things are easier today because of technology but Gamma Iota Sigma is much larger so the logistics of everything are more complex. Management conferences remain an extremely valuable experience for students but they cost a lot more than they did before!

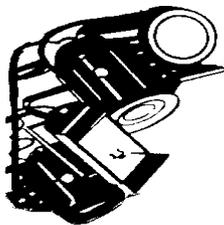
As much as Gamma Iota Sigma has changed, fortunately, many important things remain the same: Students continue to see value in the organization as do employers so Gamma Iota Sigma remains a vital link between students and the insurance industry.

Numerous leadership opportunities exist. Students should take advantage of these in their local chapters and by serving on the Grand Chapter or the board as they begin their careers. This type of personal development opportunity improves self confi-

dence and helps prepare people for whatever they do in life. Many will argue, with valid reasons, that they do not have time...but the real question they should ask is can they afford to pass up such a valuable opportunity?

Networking is as important today as it was a generation ago and Gamma Iota Sigma offers many opportunities to network locally, with other chapters nearby and nationally at the management conference.

People are the heart of Gamma Iota Sigma and Steve has met many wonderful people through the organization. Working with volunteers is always challenging because most everyone has a paying job too and that must come first. But what makes Gamma Iota Sigma different is that the chapter advisors, chapter officers, Grand Chapter executive committee members and board members all believe in helping others. That usually involves personal sacrifice of time away from family and job, but it's important to give back *(Continued on page 4)*



## Chapter Advisor Spotlight

**Cyndi Hornby, CIP**



Cyndi is the advisor for the Alpha Rho Chapter of Gamma Iota Sigma and the coordinator of the Business-Insurance program at Fanshawe College in London, Ontario, Canada. The insurance program at Fanshawe is a two year applied college

diploma with its focus on the property & casualty insurance industry in Canada. There are only four such programs offered in Ontario.

As coordinator and a professor of the insurance curriculum, Cyndi is responsible for marketing and recruiting students, industry relations, and is the liaison between the College and the Insurance Institute of Canada. The Institute grants the Chartered

Insurance Professional (CIP) designation and students at Fanshawe can achieve up to nine of the required ten credits while in school. She is a director with the Southeastern Ontario Chapter of the Insurance Institute of Ontario and a member of the CIP Society. Cyndi has also served as the Vice President of her local chapter of the Insurance Brokers Association of Ontario.

Cyndi is a graduate of the insurance program at Fanshawe College and holds her Chartered Insurance Professional designation. Prior to accepting the full time position with the College, she was a registered insurance broker for 18 years, holding positions as account manager, commercial lines producer and most recently as the Personal Lines Manager with a large firm in London, Ontario. She has also been an instructor for the Insurance Institute since 1993 and has taught part time at Fanshawe since 1996. Cyndi is currently working towards her Bachelor of Adult Education degree with Brock University.

Along with Deb Wilkin, Cyndi has been the advisor of the Alpha Rho chapter since its chartering in 2001. Professional fraternities are not as common in Canada as they are in the United States, and to date Fanshawe is still the only Canadian chapter of Gamma Iota Sigma, although we hope to change that in the near future.

Alpha Rho has flourished thanks to the tremendous support of the Grand Chapter, their sponsoring chapter Alpha Alpha from Olivet College in Michigan, and in large part because of the overwhelming support of the insurance industry in Ontario.

Participation with Gamma Iota Sigma has provided the members with a competitive advantage over other insurance students because of their focus on education, networking and leadership, the three cornerstones of the Alpha Rho Chapter. Members of the chapter are able to maximize their potential in so many ways not normally available in the classroom and emerge as better citizens and better employees. Members have distinguished themselves as ambassadors for the insurance industry, the college and the fraternity. *(Continued on page 4)*



## Report of the International Student Representative

### Khadine Adams

Flashback to October 2004. Just two months ago I was on the beach in my home twin-island nation of Trinidad and Tobago. Today, I was thousands of miles away at the Annual



Gamma Iota Sigma Management Conference in Ontario, Canada, as a member of the Tau contingency as the chapter Freshman Representative. So began my lifelong romance with the prestigious fraternity.

Having served on the Executive Board of my chapter every year that I have been at college, being elected as the International Student Representative in my senior year was an ultimate goal

of mine. There is always room for improvement and I hope to implement certain changes in the organization that will continue in years to come.

First, I would like to bring some form of transparency to the Student Rep position. Although most students know about the post, all the general student body seems to know is their name.

Second, as a relatively new professional fraternity, it is important to continue growing. As an international organization, I believe it to be beneficial to establish additional chapters outside of the US so that we are a global force in the field. As an international student, I know first-hand the talent and drive that exists even beyond the North American boundaries. With this in mind, I have already established contacts with students and administration overseas which will hopefully bring this goal to fruition. With that said, it is important not only to have additional chapters, but also to tend for some of our current chapters that are dwindling or totally inactive.

The face of the average insurance customer is changing and so are the businesses that serve the needs of this widening variety of customers. This means that more companies in the insurance industry are embracing diversity. As an insurance fraternity, I believe it is imperative that we do the same. This final goal of mine is one close to my heart as

a student of one of the couple HBCU's (Historically Black College University) with an active GIS chapter.

As my romantic affair with Gamma Iota Sigma continues now and even after my upcoming college graduation, it is my all-encompassing goal to share the love that I have for the organization with my peers. It is truly a wonderful group that has had tremendous impact on the past four years of my life, and if I can share just a fraction of the passion that I have for it with others, I would have succeeded as an International Student Representative.

#### Personal Profile:

Name: Khadine Adams

Majors: Insurance with a concentration in actuarial science

Graduation date: May 2008

Internships:

Summer 2005: Central Bank of Trinidad and Tobago; risk management role

Summer 2006: Towers Perrin; Actuarial Intern

Summer 2007: Mercer Consulting, Actuarial Intern

Hometown/Country: Trinidad and Tobago

Chapter: Tau Chapter, Howard University

## Welcome to Beta Beta Chapter

On November 28, 2007 Gamma Iota Sigma welcomed the Beta Beta Chapter from New Mexico State University in Las Cruces, NM. The Chartering Ceremony was held on campus.

The ceremony consisted of many visitors from insurance companies, students, and professors. Jeff Lamb, Gamma Iota Sigma Grand Chapter Vice President, Joe Curry, Sigma Chapter VP of Professional Development and Ari Berman, Sigma Chapter Director of Professional Development conducted the ceremony that welcomed 15 chartering members and advisor Dr. Tim Query.

The College of Business at NMSU has recently started an Insurance & Financial Services Specialty program as well as an Actuarial Science Specialty Program. These two Programs are in its infancy and the students at NMSU feel that having a Gamma Iota Sigma chapter on campus will help attract new students to the program and broaden the horizon for the students already in the program.

Mike McGonigle, Beta Beta Chapter President stated, "I have seen first hand how Gamma Iota Sigma operates and, having said that, I know that Gamma Iota Sigma and NMSU is a match made in heaven.



Plan ahead to attend the  
**Annual Presidents' Conference**  
**August 22-24, 2008**

Visit [www.gammaiotasigma.org](http://www.gammaiotasigma.org) for details.



## Calling all Chapters—Be a Mentor!

Now is the chance for you to help make Gamma Iota Sigma an even stronger, more influential and rewarding international fraternity for insurance, risk management and actuarial science students.

As membership in Gamma IOTA Sigma grows, it is important that we continue to share the wealth of expertise and success that current and past members have enjoyed. You can do this by mentoring a new or struggling chapter to become stronger and more involved. When each and every chapter becomes the best that it can be, we together will become an organization that continues to richly influence the lives and careers of so many young insurance professionals.

If your chapter executive, members and advisor is willing to participate, you will be

matched with a new chapter in need of direction and support. You will also receive the valuable support of a member of the Executive Committee to be part of your team.

The initial commitment involves six months of intensive contact with your mentee chapter members and advisor, offering encouragement and direction in such areas as planning meetings and events, preparing monthly reports, fundraising and membership recruiting and development.

Your executives will work hand in hand with the executive of your mentee chapter to help define and refine the key functions of their position.

Your advisor will also be available to assist the new advisor, answering questions and offering possible solutions to the many concerns that may arise.

After the first six months, we ask that you continue to participate with your mentee chapter as the need arises for at least another year. Whether this is a short term commitment or an enduring partnership is up to you. Participation will enhance the benefits of your lifelong membership in Gamma Iota Sigma.

If you are interested, or would like to get more information before committing, please contact the Grand Chapter by email or phone. There is a step by step process available that better outlines the duties of a mentoring chapter.

If you are a new or struggling chapter and would benefit from this type of relationship with another chapter, please contact us as well. You are the future of this organization and we are here to help.

## Welcome to Beta Gamma Chapter

*(Continued from page 1)*

The following attended the ceremony: John Meder (GIS Grand Chapter Immediate Vice President); Steve Marohn (GIS Grand Chapter Vice President); Kevin Johnson and Chris Lavelle (both GIS Sigma Chapter Officers from Temple University); Jason Shinabarger (Industry Rep from AIG); Joshua Wels (Account Executive from CalSurance); and Jeff Brzozowski (Travelers University Relations).

The professors from California State University-Fullerton that attended were: Dr. Weili Lu, Dr. Xoiaying Xie, and Prof. John Cross who is also an advisor for GIS. Dr. Lu and Jeff Brzozowski from Travelers were generous enough to donate money to GIS to make this event happen.

I know that California State University-Fullerton is honored and excited to be a part of GIS. The President of our chapter, Joshua Odaka had this to say: "The club will allow students the opportunity to interact more with the industry, helping them to learn more about the industry and the opportunities that are available."

## Alumni Spotlight

*(Continued from page 2)*

to an organization from which one has benefited. All of these things plus a noble mission and a strong sense of dedication make Gamma Iota Sigma successfully unique!

His advice to seniors is take full advantage of all Gamma Iota Sigma has to offer, introduce others to the organization, give back and stay involved!

Steve and his wife Toni have 3 grown children but as much as he tried, none work in the insurance industry!

## Advisor Spotlight

*(Continued from page 2)*

Cyndi has recently accepted an appointment to the Executive Committee with the Grand Chapter and in that capacity hopes to be able to further the growth of Gamma Iota Sigma in Canada and continue to develop a strong bond between its members and the insurance industry. Most recently Cyndi has been involved with the William H. McGannon Foundation for Advanced Risk Management, a partner of RIMS Canada, and hopes to continue to explore that avenue for her students.

Married to husband Ken and a mother of three very active teenagers, Cyndi loves to spend her down time camping and fishing with her family. She is a volunteer with the Royal Canadian (Air) Cadet program and spends much of her time traveling with her children when they compete as part of the Ontario Provincial and Canadian National Rifle Team.

### REMINDER...REMINDER

**37th Annual International Management Conference  
October 16-18, 2008**

**Hosted by Alpha Mu Chapter  
Virginia Commonwealth University, Richmond, VA**



## 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, IA
- Beta Beta Chapter, New Mexico State University, Las Cruces, NM
- Beta Gamma, California State University-Fullerton, Fullerton, CA

