

The Sextant



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



*...you will benefit from learning and developing and perfecting these **skill** sets.*

President's Message

I am writing this within days of hearing the words, "The Health Care Reform Bill has passed", and wondering how this will change not only the world of health insurance but also our country outside of that world. One thing that is certain is that there will be change and that is one reason why I think the insurance industry is an exciting, not boring one to be in.

By the time you receive this issue of *The Sextant*, most likely your spring break will be behind you and you will be looking forward toward either graduation or finishing another year of schooling. While this is an exciting and often fun time as you look forward to the change that summertime will bring, I encourage you to continue to focus on the things you have been doing prior to your spring break that have gotten you to be ahead of the game rather than behind it and trying to catch up.

In these tough economic times, although I am told we are coming out of them, it is going to be increasingly important to be at the top of the ladder of the best and the brightest and not in the middle or at the bottom. There are fewer job opportunities than in past years and you are going to want to make sure your resume is the one that gets noticed. Of course having a strong GPA will help with that resume but today, more and more companies are looking for confirmation of your other skill sets, leadership, communication, teamwork, team building and your overall ability to get along with others.

No other organization does a better job of providing you with life lessons in these areas than Gamma Iota Sigma. By becoming a member for life you take the first step. The next step is that of getting involved. Don't just go to meetings, volunteer to be on a committee or two and then when you are ready, become an officer. Make it your mission to make a difference and one way you will do that is help recruit new members and show them the way as someone did who got you involved. You can't do all this in the last quarter or semester of your senior year. The earlier in your college experience that you commit to becoming involved with Gamma Iota Sigma will give you the time to learn and develop and perfect these skill sets so you can be at your best your senior year. Regardless of your profession when you leave school, you will benefit from learning and developing and perfecting these skill sets.

The insurance industry is changing and the insurance companies that want to be a part of this incredible industry realize they must change also. No longer is it acceptable to have a strong GPA to get a good job. Because of the challenges many if not all companies face with the baby boomer generation, there is an expectation of someone coming into their first job with the above mentioned skill sets developed rather than allowing someone a few years on the job to develop them.

I wanted to let you know that your Grand Chapter

continued on page 2



Alumni Spotlight

Mitchell A. Wilson

Past treasurer of the Alpha Chapter at the Ohio State University, Mitch is the Vice President of Public Information and Education for the Ohio Insurance Institute (OII). Prior to being appointed VP, he served as the Director of Public Information and Education since September 1985. His main responsibilities include the development and distribution of insurance information for reporters, consumers, insurers, teachers and students.

The Ohio Insurance Institute is a trade association representing insurance companies and agent groups for the property/casualty insurance industry. A main objective is to help Ohioans achieve a better understanding of insurance and related safety issues.

Prior to joining the OII, he served in a variety of underwriting and training positions with Motorists Insurance Companies in Columbus.

A 1980 graduate of The Ohio State University, Mitch's major was insurance and risk management. He is currently serving on boards of the Insurance Consumer Affairs Exchange (an international organization of insurer and regulator consumer affairs and compliance professionals), Central Ohio's Insurance Education Day Committee and the Ohio Council on Economic Education. ■

President's Message (continued)

continues to work hard to promote and help each of you at the local chapter have as many tools as possible to promote Gamma Iota Sigma and help your members in developing themselves and ultimately finding a job. We are continuing to develop a stronger national relationship with RIMS, NAPSLO and CPCU to name a few.

Please do not hesitate to reach out to us when you need help. Even though you are coming into the home stretch of this scholastic year, I encourage you to be looking past summer and the beginning of the next one. The President's Conference will be held August 13-15, 2010 so the Presidents will want to be prepared for this in order to be able to hit the ground running as soon after the President's Conference as possible.

I would like to close with a quote by Theodore Isaac Rubin that I saw this morning and thought was appropriate anytime but especially now with all that is going on in the news about verbal threats and attacks to our national leaders over the passing of the Health Care Reform Bill, "Kindness is more important than Wisdom, and the recognition of this is the beginning of wisdom."

Fraternally Yours,
Alan F. Hoffmann
Grand Chapter President

Haiti Relief

A devastating earthquake hit Haiti on Tuesday, January 13, 2010. Haitian officials estimate that tens of thousands of people have died and describe the damage as catastrophic. Just a couple of days after the earthquake, Gamma Iota Sigma were eager to join the relief efforts. International Student Representative, Saquib Cheema, contacted all chapters to organize a fraternity-wide relief effort. The response from chapters was tremendous and it was decided that each chapter would raise money and the total amount raised would be donated to the American Red Cross!

The Grand Chapter would like to recognize all the chapters that participated in the Haiti relief efforts. It is important to lend a hand to those that are in need.

Beta Alpha - Donation matched by Freeman Insurance Agency

- Sigma
- Alpha Iota
- Alpha Nu
- Alpha Omega
- Pi
- Alpha Kappa
- Alpha Mu

A total amount of \$1,295 was donated to the American Red Cross for Haiti Relief. ■



Inter Chapter Winter Classic a Success

By Rachel Penk

Vice President of Public Relations
Alpha Rho Chapter

On February 19-20, 2010, the Alpha Rho Chapter of Gamma Iota Sigma hosted the very first Inter-Chapter Winter Classic. The event was attended by seventy members representing seven chapters from the United States and here in London. Gamma Iota Sigma is an international, professional fraternity organized to promote, encourage and sustain student interest in insurance, risk

guished itself as a group dedicated to the promotion of Insurance as a career, the development of leaders for our industry and the enhancement of professionalism in our students.

The idea of an Inter Chapter Winter Classic first came to light when a number of our Alpha Rho Chapter members attended the Management Conference in Philadelphia, in October 2009 and began talking to other Chapters about their interest in coming to Canada. Although at first the task seemed daunting, perseverance and planning prevailed and the event came together without a hitch. Members of the Executive Board were instrumental in the development of this event, each taking on a specific activity and planning it from start to finish. "I was extremely impressed with how well the students embraced the challenge of planning this event. Their initiative and hard work was evident in how well it came together," states Chapter Advisor Cyndi Hornby.

The activities were planned to showcase our home town of London and provide our visiting members with an event that was both fun and educational. A tour of Labatt Brewery and an OHL hockey game at the John Labatt Center helped us kick off our festivities. Dinner on Friday night was hosted by the Young Broker's Council from the London Insurance Brokers Association and attended by six of their members, most of which were

continued on page 4



management and actuarial science as professionals. Alpha Rho Chapter, hosted by Fanshawe College of Applied Arts and Technology in London, Ontario, is the first and still the only Canadian Chapter of Gamma Iota Sigma. Alpha Rho was founded in October 2001 and quickly distin-





Inter-Chapter Winter Classic (continued)

alumni of Fanshawe and Alpha Rho. On the Saturday we began our morning with three Educational seminars including a case study that involved learning from both the Canadian and American insurance students side how automobile insurance would handle the provided case. Derrick Alcock, FCIP, CFEI who is the Auto/Fire Special Investigative Unit with State Farm Insurance Companies, spoke to us about careers in claims and his experiences while working in the Insurance field. H. Ross Totten, FCIP, CCIB, who is the President and CEO of Totten Insurance Group, spoke about Intermediary Niche Market Perspective. That afternoon, we began our pre-game Winter Classic, which involved picking twelve teams and having each team make a team sign and a cheer. Once each team had a chance to share their signs and cheer the winter classic games began. Each team participated in a number of relays including putting a puzzle together with winter mittens on, undoing a frozen t-shirt and shooting a puck on net. After each teams time had been tallied the two top teams' competed in finding flags and the first team who found the first six flags became the first champions of the Inter Chapter Winter Classic. The winning team was announced at dinner that evening and presented with medals and a trophy, which concluded our First Inter Chapter Winter Classic.

A special thanks to all our sponsors, your support of Gamma Iota Sigma is noted and appreciated always and to the Gamma Iota Sigma Chapters that joined us. Alpha Rho Chapter is hoping to make this an annual Inter-Chapter Winter Classic. ■





Saquib Cheema, *International Student Representative*

As the spring semester is coming to a close and seniors are counting down to graduation, it is really important for every chapter to continue their efforts to fulfill the purposes of Gamma Iota Sigma. Since being elected as International Student Representative, I have been hard at work trying to facilitate communication between chapters, helping struggling chapters and promoting two fraternity-wide community service events.

Also, I have attended the 1st Annual Winter Classic hosted by the Alpha Rho chapter and the 7th Annual Extreme Risk Takers Symposium hosted by the Alpha Alpha chapter of Gamma Iota Sigma. Both chapters did a wonderful job and I would like to thank them for their hospitality and their hard work.

Last but not least, I'm in the process of planning and organizing the Gamma Iota Sigma booth for the National RIMS conference in Boston, MA. The conference brings together risk managers as well as insurance professionals from all around the world and we are going trying to brand the Grand Chapter and highlight the accomplishments of each chapter. This year, we have decided to have a Wii tournament with a Wii game console as the grand prize. I look forward to working with all members that will be in attendance.

I would also like to take a minute and discuss what I would like to accomplish in the next couple of

months. I will continue to implore Presidents to continue to use the Gamma Iota Sigma facebook page to members and alumni, as this is an excellent way to increase communication between chapters and encourage alumni involvement. I will encourage and help each chapter to apply for chapter and black and gold awards for the upcoming Annual Gamma Iota Sigma Management Conference.

Congratulations to all of our graduating seniors, I hope you have a lot of success in the insurance industry. (Editor's note: please remember to register at our alumni registration site: www.gammaiotasigma.org) Please continue to stay involved in Gamma Iota Sigma and make our fraternity bigger and better. ■

SAVE THE DATE

JUNE 30, 2010

Submission deadline for ALL GIS Awards and Scholarships, including the Gerald Smith Alumni Scholarship Essay.

The 2010 topic for the essay is "Are insurance companies too big to fail? Is self enterprise risk management enough or does our government have the right solution?"

Visit www.gammaiotasigma.org for more information

"OLD OR NU, TAKE PLEASANT RISK AT CMU"

39th Annual International Management Conference

September 30 – October 2, 2010

Hosted by Nu Chapter

Central Michigan University
Mount Pleasant, MI

2010 PRESIDENT'S CONFERENCE

August 13 – 15, 2010

Columbus, OH



Diversity in Practice

by Rajiv Sagewan

Vice President (09/10) / President-Elect (10/11)

Alpha Iota Chapter, St. John's University

The Alpha Iota Chapter, at St. John's University has done well at hosting a plethora of extraordinary speakers as part of our "Lunch N' Learn" speaker series along with other alumni events. Among our distinguished guests were the (then) Executive Vice-President of Willis, Steven Regnault; Chad Sorrell, Senior Partner of Pinnacle Risk Solutions and Christopher Franks and Jessica Rasulo from Willis of New York. Through these fraternity events our speakers were successful in promoting the industry, presenting career advice and offering practical applications to our insurance theory. Consequently, attendees, students and members of our organization are now left to make their own deductions and choose how to use the advice for their own career development.

Needless to say, the Alpha Iota chapter- and by extension all chapters of Gamma Iota Sigma- serve to develop and maintain resources for students enrolled in an insurance education. Just as law students have the LEC program (Legal Education Certificate) and medical students have their medical rotations, Risk Management, Insurance and Actuarial Science students have Gamma Iota Sigma- a key factor in enhancing practical applications to insurance theory thereby producing highly qualified self-evaluated, career-driven graduates.

However, the point to note is that the extent to which we gain from these events is all dependent on our own understanding, self-critique and analysis. At this time I share with you my own interpretation. Through the course of these events, I noticed a common theme urged by all of our guest industry professionals. It began to make sense to me in the fall semester of 2009, when Alpha Iota hosted Mr. Steven Regnault of Willis. During his lecture he revealed to us, something that I often reflect upon: when asked in what business he was involved, he replied, "Well, I'm in everyone else's business." His state-

ment hinted at the diversity an insurance career can offer. Understanding the wide scope of what "everyone else's business" entails, brokers need to know about the business of their clients and underwriters must understand the risks of any operation they are assuming.

In my opinion, this is precisely what every insurance major should strive to attain – a diverse knowledge in an insurance career. In an alumni event hosted by the St. John's University, School of Risk Management I was fortunate to meet with the Senior Partner of Pinnacle Risk Solutions and alum of our school, Chad Sorrell. He spoke of his experiences after graduating from SRM and advised us to go out and learn about everything. Hinting that his reason for success was partly due to his eagerness to become acquainted with other fields, he told a story of an experience in his insurance career which called for an in depth knowledge of engineering and construction. The knowledge gained was beneficial in driving his career and while he made sure to emphasize that he is nowhere close to being a qualified engineer, he does believe that due to this experience, his grasp of the engineering/construction process is now stronger thus enabling him to better tend to the needs of some of his clients. Time and again we have learned that a career in insurance really opens a person's mind to a lot of different aspects, however, for insurance students, the opportunity presents itself to get ahead of the game and start from early- this might just be the recipe for success

Our most recent 'Lunch N' Learn' speaker event, on March 23rd 2010, featured two young and vibrant speakers, Christopher Franks and Jessica Rassulo, from Willis of New York. Mr. Franks delivered to Gamma Iota Sigma members that he owed his success in the insurance industry to his passion for business. It was his general

continued on page 7

business awareness as well as knowledge gained from his MBA at NYU that allowed him to see the “bigger picture” of which insurance is only a part of. Knowing how “accounting, information technology and management” all work together, makes an insurance professional able to really grasp an understanding of the final product- insurance.

Just like the successful Mr. Franks we must open our minds to not just insurance, but the other business aspects; just like Mr. Sorrell we must be familiar with the mechanics behind the operations in other fields and just like Mr. Regnault, we must recognize the diversity of insurance since wherever there is a risk, there lies our business.

Many students have the idea that when they're in school, they only learn theory. In fact, even I once had that mentality, before I was presented with the opportunity to get involved with Gamma Iota Sigma. We must consider ourselves fortunate to be part of a fraternity that provides many resources in relation to what we are studying. The exposure through these many speaker events serve as grounds for our critical thinking and self analysis, however, the onus is on us to put this industry exposure to good use and develop ourselves to face the insurance world. It is my personal opinion that the key to a successful insurance career is striving for diversity in learning. In summation, as aspiring insurance professionals at the Alpha Iota chapter, we learn a great deal from these fraternity events; they are most beneficial and give great insight into the industry, its demands, the many opportunities and how to mold ourselves to be knowledgeable, well-rounded, desirable, Gamma Iota Sigma graduates. ■



Six Gamma Iota Sigma Chapters earn International Distinction for Actuarial Science Excellence

The Actuarial Science Program at six colleges and universities with active Gamma Iota Sigma chapters has been named out of 12 Centers of Actuarial Excellence in the United States and Canada by the Society of Actuaries, the industry's largest professional organization. Congratulations to the following chapters: Zeta (Georgia State), Xi (U of Connecticut), Sigma (Temple), Alpha Iota (St. John's), Alpha Kappa (Illinois State), and Beta Alpha (U of Iowa).

To earn the distinction from the Society of Actuaries (SOA), each college or university had to meet stringent requirements in degree curriculum, graduate count, faculty composition, graduate quality, integration, industry connections and research/scholarship.

“The universities that have been named Centers of Actuarial Excellence exemplify the highest standards in actuarial education, research and scholarship,” SOA President S. Michael McLaughlin said. “We are thrilled to recognize them for this accomplishment and look forward to building strong links between these universities and the profession.”

In addition to the six universities with Gamma chapters, universities named Centers of Actuarial Excellence in fall 2009 include: Universite Laval, University of Manitoba, University of Nebraska, University of Waterloo, Drake University and University of Wisconsin-Madison.

We would encourage all Gamma Iota Sigma chapters with Actuarial Science Programs to apply for this prestigious international distinction. Again, congratulations to the six Gamma Iota Sigma chapters and their universities. You make us proud! ■



Join the Club... Change a Life... Become an Ambassador!

Perhaps you can relate to the young kids who have identified their dream job as being a professional football player. Not only would it be totally cool, but it's also considered completely realistic and attainable when you're only 9. (Hey, did you see that *saa-weet* pass I just caught? I rock.)

Then comes middle school.

After that first season spent viewing the football field primarily from the bench, this dream job gets revised to sports announcer. Cool.

Or maybe you or a friend identified veterinarian as a dream job. (I love animals sooo much. I'm gonna take care of all of them!)

Then in middle school, reality dawns—gross, there's blood and guts with that job. Such the deal killer.

New goal: *Own* a dog, for sure, and get an awesome job as a retail merchandiser that includes the benefit of store discounts.

Then high school arrives.

Now the career choices have real implications. The qualifications for the perfect job become more complex. Ideally, it should play to an individual's talents and interests while capturing their attention and enthusiasm for a longer period than it takes to drive the paycheck to the bank.

Sounds simple enough, but in so many ways, it's incredibly hard to actually pinpoint that ultimate sweet spot when it comes time to choose a major and plan a career. Unfortunately, the insurance and risk

management field seldom makes it to kids' "short list," despite the incredible opportunities and variety of options available. (Do you think

"I'm-gonna-be-a-football-player" and "I'm-gonna-be-a-vet" ever played tetherball with "I'm-gonna-be-an-adjuster"? Doubtful.)

We're hoping to change that, but we need your help.

We believe it's primarily a lack of awareness that's holding our industry back from being an oft-considered career. Beyond the GEICO caveman and the Aflac duck, too many kids have little, if any, awareness of the opportunities afforded by a career in insurance, risk management or actuarial science.

Your participation with Gamma Iota Sigma shows you already have an enthusiasm for our industry. But not long ago, you too were sitting in the same position as today's high school students—and that makes you particularly powerful when it comes to impacting the growth trajectory of our industry. You've got the voice that may make a high school student listen, take note and consider a career in our diverse field. And that's why Gamma Iota Sigma wants to turn you into an industry messenger through The Ambassador Program.

The Ambassador Program is designed to instill greater understanding of the impact insurance and risk management can have on personal financial security and also highlights the industry as offering interesting, long-term career choices. It places

current college students in front of younger students just as they're considering their own future possibilities.

Parents, school counselors and college recruiters are all delivering career advice to these students and it can become overwhelming—remember? *blah, blah, blah...*

It's hard enough for most high school students to clearly describe their own interests—at least as they pertain to a career choice—and even harder for them to recognize their own talents. Yet listening to and learning about interesting career options from someone who is their "near-peer" can truly be eye-opening. Face it, your input is way more interesting to them than most things said by someone who actually remembers the '80's. It's not overstating it to say that you actually have the ability to change someone's future.

But why should you care if more people enter the insurance industry? Because it's your future too.

Opportunities abound in industries bubbling with determined, passionate employees, while industries left scrambling for talent from a declining pool of candidates are left defeated, sidetracked from their growth goals and generally downright depressed. No, you definitely want to be in an industry that's going places, not simply stalling out.

While the Ambassador Program is a big project in terms of its impor-

continued on page 10

Here's what some Gamma Iota Sigma members who have participated in the pilot program have to say about the value of the Ambassador Program:

If they were more aware of how interesting this field truly is, more students would have a desired career path in insurance set earlier in their lives. I definitely wish someone spoke to my high school classroom and discussed all his/her college experiences regarding the field of insurance.

At that time, I had no idea there was a business fraternity that specialized in risk management and insurance which literally offered endless opportunities and chances to network with professionals. I would also have never guessed that many internships in this field offer excellent benefits to its interns, such as housing and a rental car in addition to a weekly salary!

This knowledge would have definitely made me think twice about what the insurance industry really is all about.

— Jeremy Gallico, President, Alpha Kappa Chapter at The Katie School of Insurance, Illinois State University

When a lot of people think of insurance, the main thing that comes to mind is an insurance agent, but there are so many other great career options. The younger the students are when they become interested in the field, the more chances for internships, shadow programs, and great experience.

It would have been great to have a college student come to my high school and share information and experiences about college. High school students usually look up to current college students and are willing to listen to them.

The Ambassador program would be a great way to get members of our Chapter involved with the community. Many students are not from the area around our college, so it would be a wonderful way to better get to know each other, and also members of the community. In addition, it would be very rewarding to mentor younger students and to spark interest in young people about our program and the opportunities it has to offer.

—Bess Butler, Pi Chapter at Mississippi State University

Insurance and risk management plays a role in everyone's life whether it is your profession or not. Having a broad and basic understanding of them both will be beneficial in an abundance of situations throughout a person's life. As a high school student, being introduced to the concepts of risk management and insurance early will not only be beneficial in everyday life, but could also attract bright new young talent to the insurance and risk management profession.

The transition from high school to college can be a daunting task, and any help you can get in making that transition easier would be beneficial. Getting advice from college students who have recently experienced the transition from high school to college, in my opinion, would be invaluable.

The opportunity to speak to graduating high school students about GIS and the insurance industry in general will help my chapter in recruiting. The Ambassadors program will give my chapter an invaluable opportunity to relay all of the benefits GIS has to offer a college student with an interest in the insurance and risk management field. Hopefully, in relaying these benefits my chapter will be able to attract bright young members who are excited about learning, getting involved, and making life long connections!

—Tyler Wing, President, Pi Chapter at Mississippi State University

tance, it isn't a big project in terms of the amount of work you need to do to prepare. We know you're not looking for extra work on the weekends and we understand setting the alarm for any earlier than necessary is taboo. So because we're looking for your help, we're also offering our own help in return. In fact, there are only a few steps to tackle during the process, and we have material developed to help you with each one.

Step One: Locate and contact a teacher. The idea is to find a teacher who needs to teach financial literacy as part of their curriculum—typical classes might include business, economics, family and consumer science (you might know them as home ec or life skills), math or social studies. Pick whichever was your favorite.

Teachers are ever grateful for any additional help they receive (remember all those room parents and student-teachers during your school years?), so this part should be easy. We've even prepared a "Letter-of-Introduction" for you to use—just cut and paste and take full credit!

You can approach the local schools near your college or university, or you can take the idea back to your old alma mater. Depending on the tenor of your own high school experience, it's a chance to happily visit your old stomping grounds--or to return triumphant showing them how far you've come without them.

Once you've met with the teacher, shared your presentation, and wowed them with your brilliance, you're ready to meet with the students. This is the fun part. Before you even open your mouth, you'll be their hero for the day, because

you've saved them from the same-old, same-old. Even the kid slouching in the back row will be happy to see you, not that he'll ever admit it. We've got a fully prepared presentation outline—again to make your life easier—but you're encouraged to layer in your own personal experiences and background to make it more interesting. We even have a professionally produced video that serves as a discussion starter, so the students become engaged, and you can relax knowing all the talk isn't left to you.

The final step is to gain some publicity—for you and for the teacher and school. Some say any press is good press, but we believe positive press is the best—particularly when it may catch the attention of a local business or agency which might be a future employer or internship possibility. Why not send it home once it's printed, and get kudos from the parents too? Again, we have a press release already written for you, so all you have to do is fill in the blanks and send it off.

Ready to be an Ambassador? Ready to possibly change someone's life and help ensure the health of the industry where you hope to make your career? Ready to have another bullet point to add to your resume? (Hey, it never hurts). We're ready when you are! ■

To get started with your own Ambassador Program, contact:

Jason Terrell
The Griffith Insurance
Education Foundation
jterrell@griffithfoundation.org
(614) 880-9870

GIS Bleeds Black and Gold

During the months of February and March, Gamma Iota Sigma chapters throughout the United States and Canada participated in the 1st Annual Gamma Iota Sigma Bleeds Black and Gold Blood Drive. The purpose for this fraternity-wide community service event was to build a sense of community among chapters. It also gave chapters the opportunity to give back to their respective communities, as well as, building a sense of community within their own chapter. The Annual Gamma Iota Sigma community service award is a clear indicator that community service is a weak point for a majority of chapters. The reason for the lack of community service is unclear, perhaps it is the lack of resources on campus or the inability to effectively plan and execute a service project. In any regard, the blood drive was a signature event that every chapter will relate too during the course of the year.

I would like to thank all the chapters that participated in the 1st Annual Gamma Iota Sigma Bleeds Black and Gold Blood Drive. ■

Beta Alpha
Sigma
Alpha Iota
Alpha Alpha
Alpha Omega
Alpha Kappa
Tau
Alpha Mu





Gammaiotasigma.org gets a new look

After lengthy discussions between the members of the GIS Executive Committee, the current Gamma Iota Sigma website was deemed outdated and in need of a new look. Therefore, a complete re-design of the GIS website has been underway for approximately a month. Although the site has been under construction during this time, our members and the general public still have access to the old site prior to the introduction of the new site. The current timeline shows that we should have everything up and running by mid April.

Along with ample information about chapter management and membership benefits, the new website will offer components that will further benefit the members and the association.

A Dynamic Website — this means that the website will be controlled directly by the Gamma Iota Sigma office in Columbus, OH. This is important to associations because if information needs to get to the membership fast, the most cost-effective way of doing so is through the association website. As a member, you are encouraged to check the information on the website on a regular basis. Rest assured that it will be updated frequently. This also includes a calendar of events that you as chapters

can update and add your own local events so all of our members, alumni and industry members will know what your chapter is doing.

A Secure Website — Gamma Iota Sigma is very excited about this change. With this addition, registrations for the Presidents Conference and the Management Conference will be placed on the GIS website. Members and nonmembers will have the ability to view the entire schedule of events, register and pay for the event with just a few clicks of the mouse. The use of this portion of the website is 100% secure which means that your credit card information is kept totally confidential.

Members Only Section — this portion of the website will be used by the Executive Committee, board of trustees, and the GIS office to communicate items of interest to the members of Gamma Iota Sigma. With the use of a username and password, all current members will receive access to this portion of the site which will include information that pertains to the members only.

GIS Merchandise — GIS has partnered with greek-gear.com to offer our members all kinds of Gamma Iota Sigma related merchandise. Everything is available from simple window clings to a Neon Sign. ■

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 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
- 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*