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National Collegiate Insurance Society



# THE SEXTANT

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## President's Message

I am writing this after just returning from our 34th Annual Management Conference in beautiful Mackinac Island, Michigan. Wow! What an exciting and rewarding experience.

Thank you to all the members of Alpha Alpha Chapter at Olivet College for hosting an incredible conference. In addition to outstanding and informative speakers and workshop sessions, Alpha Alpha also managed to give us incredible weather for the weekend! Well done, Alpha Alpha!

I would also like to thank our corporate sponsors for helping us put on our conference again this year. It goes without saying that without the support of our corporate sponsors, we would not be able to bring all of our members together as we do for a weekend of leadership workshops, industry introductions, and just good networking.

This year we were blessed with a record number of sponsors and because of the support of these sponsors, we will be able to continue not only having future management conferences, but we will also be able to hold our President Conference next year!

A big thank you goes to Lockton Companies, St. Paul Travelers, ACE INA, All Risks, LLC, Amerisure Insurance, Marsh, Prudential Financial, Westfield Group, Accident Fund Insurance Company of America, Cigna, NAPSLO Educational Foundation, The Society of Actuaries, Towers Perrin, Arch Insurance Group, Chubb Insurance, J.M. Wilson Corporation, Scottsdale Insurance Company, Westrope, Assurex Global, GEICO Direct, Blues Cross Blue Shield of Michigan, Hastings Mutual Insurance Co., and Totten Insurance Group.

Congratulations to all those who were

involved with our 1st annual Gamma Iota Sigma Walk-A-Thon this past year. Because of everyone's efforts, we raised around \$2,000. This is truly a rewarding and fun event and it allows us to publicize the good work that Gamma Iota Sigma as an international organization does.

Mark your calendars for the 2nd annual Gamma Iota Sigma Walk-A-Thon. It will be held in April of 2006 and the funds will be donated to the United Way. Let's try to double the amount raised this year to \$4,000.

I wish everyone the best of luck this coming scholastic year. Our organization is only as strong as each of our members. Remember to check out our website often for updated information and contact information. You

can find us at:

[www.gammaiotasigma.com](http://www.gammaiotasigma.com)

You can find the administrative guide in the members only area. This is a great tool for everyone at your local chapter to use as it has contact information for the grand chapter and spells out in detail how to run your local chapter efficiently.

We look forward to hearing from you and want to help so feel free to contact myself or anyone on the board of trustees. Let's make this the best year ever for Gamma Iota Sigma.

Fraternally Yours,  
**Alan F. Hoffmann, CIC, LUTCF**  
Grand Chapter President

## Alpha Psi Chapter Chartered on October 8th

Grand Chapter, with the assistance of Sigma Collegiate Chapter and Alpha Alpha Collegiate Chapter, chartered Alpha Psi Collegiate Chapter on October 8, 2005. The very attractive Brewer-Hegeman Conference Center on the Conway, Arkansas, University of Central Arkansas campus was the setting for the chartering ceremony.

Following the presentation of the charter to the University of Central Arkansas and the initiation of the charter members, a delicious and impressive reception was held at the Conference Center.

A large number of business representatives, faculty and parents were in attendance. Bringing special Welcoming Remarks to the assembled initiates and guests was Provost and Dean of Faculty Dr. A. Gabriel Esteban, representing the University of Central Arkansas President Lu Hardin.

Alpha Psi Chapter was chartered with 43 charter members. Special guest speaker during the ceremony was Arkansas Insurance Commissioner, the Hon. Julie Bowman,

who provided an inspirational message. Grand Chapter President Alan F. Hoffmann offered the following challenge to the leadership of the new chapter:

"I encourage each charter member to work together as you have been given an opportunity no one else who becomes a Gamma Iota Sigma member here will ever get again, to create a strong foundation that will shape your chapter's future."

Officers for Alpha Psi Chapter are: Nicholas Zopolos, President; Amanda Clifton, Vice President; David Hill, Treasurer; Mark Johnson, Secretary; Jared Permenter, Director Public Relations.

Faculty advisors for Alpha Psi Chapter are University of Central Arkansas Professor John Bratton and Associate Professor Victor Puleo.

Participating in the Alpha Psi Chapter chartering were Temple University Sigma

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## Alumni Spotlight



**Jason Wells  
ARM**

Past president of Alpha Alpha chapter, Olivet College, Jason is a client representative in the Detroit, Michigan Property Risk Management Department of Marsh USA, Inc.

His book of business includes Fortune 500 accounts, with daily contact with clients and underwriters around the world.

From domestic to multi-national clients, he provides risk management solutions for many different risk profiles. In the past six months, Jason has traveled to London for a three month training experience, accompanied clients on location tours to Turkey and Sweden, and was nam-

ed an Assistant Vice President of the firm.

Originally from Romulus, Michigan, Jason graduated in 2002 from Olivet College with a BBA degree, majoring in insurance and management. During his freshman year at Olivet, he was introduced to GIS, decided to attend the annual management conference, and became "hooked" on an insurance career.

Jason progressed through the positions of chapter community service representative, President-elect, and President in the next three years. He was also the recipient of the Warren L. Weeks scholarship in both his junior and senior year.

During his term as chapter President, Alpha Alpha chapter assisted with the chartering of two new chapters, had a member elected to the student representative position on the Grand Chapter, and hosted the annual management conference.

His internship experience during his college years included career development

positions at Progressive Insurance Company in the claims department and also the reinsurance underwriting program.

Currently, Jason serves as a Vice President of the Grand Chapter where he oversees alumni conservation, awards committee, and other duties.

Jason's advice to members is to fully utilize any internship or shadow experiences available to you as they will prove to be a valuable building block to a career in the insurance industry. Also, take advantage of the networking opportunities available through GIS.

"In my 3 year tenure with Marsh," Jason says, "I have encountered many opportunities to utilize my GIS background." Whether with my own firm or outside organizations, I continually find opportunities to make GIS connections with clients and underwriters."

"I encourage chapters to contact me if anyone wishes to discuss GIS questions or my own career experiences. Set your goals high, work hard, and good luck in your future endeavors."



## Faculty Advisor Spotlight



**Dr. Lisa  
Gardner**

The faculty advisor for Alpha Chi Chapter at Bradley University, Peoria, Illinois, she is an assistant professor of risk management

and insurance. She holds the Gerald D. Stephens Chair in Risk Management and Insurance (RMI) and is charged with developing and administering undergraduate majors in RMI and Actuarial Science-Business and conducting applied research. She teaches RMI and Quantitative Methods (QM) courses.

She serves on the Foster College of Business International Business Coordinating committee, Undergraduate Curriculum committee, and the Ad Hoc committee on Ethics. Dr. Gardner represents her department on the University Senate, Bradley University's Women's Studies committee, and is an advisor to the Study

Abroad Program.

She has published more than 2 dozen articles, monographs, and book reviews in publications such as the *Journal of Banking and Finance*, *CPCU eJournal*, and *Best's Review*. She serves as an assistant editor of the *CPCU eJournal*.

As principal investigator for grants totaling over \$775,000, she has led research efforts focusing on the federal crop insurance and national flood insurance programs.

Her current research focuses on auto insurance reform in North Carolina, disability income solutions for stay-at-home parents, and markets for environmental risks, including weather risks.

She began studying RMI at Drake University and developed an appreciation for the importance of alumni, employers, and influential friends, as well as student organizations in creating opportunities for students interested in a career in RMI. Lisa completed her doctorate at Georgia State University in 1992.

When two of her students, David Printz

and Chase Morgan, began a Gamma Iota Sigma chapter at Bradley, Dr. Gardner encouraged them, believing that student organizations are run by and for students.

"Seeing my students succeed is one of the greatest rewards of my job," Dr. Gardner states, "and having a professional insurance fraternity on Bradley's campus helps to ensure their success for some time to come."

## Alpha Psi Chapter Chartered

*Continued from page 1*

Chapter Executive Vice President Jonathon Backlund, and Director of Membership Development Jonathon Elder. Participating from Olivet College Alpha Alpha Chapter was Vice President of Recruiting Dan Bonnell.

Representing Grand Chapter were Executive Vice President Dr. Alan C. Williams and Grand Chapter Immediate Past International Student Representative Noelle L. Salamone.



## Don't step in the street fudge: lessons for your chapter and for life!

### 34th Gamma Iota Sigma Annual International Management Conference at Mackinac, Michigan

By Kristin Dickinson, V.P. of Public Relations, Alpha Alpha Chapter

The Alpha Alpha chapter of Gamma Iota Sigma hosted the 34th Annual International Management Conference at Macinac Island's Mission Point Resort.

There were fourteen chapters in attendance; approximately 175 students, faculty advisors, and industry professionals.

The focus of the weekend was "Don't step in the street fudge: lessons for your chapter and for life."

During the weekend, there were a variety of informative workshops and basics on how to run a successful chapter. Chapter management workshops included individual meetings for officers, internships and scholarships, and fund raising.

Another beneficial aspect of the weekend was the career fair that brought seventeen national and regional employers to Mackinac Island.

During a chilly breeze off the Straits of Mackinac, the conference kicked off Thursday, October 20th, with a meet-and-greet session that lasted late into the evening.

Friday was opened with a presentation by Laurie Hoskin of Lockton Companies. During lunch, the speakers from St. Paul Travelers spoke about the importance of dressing well and preparing for success.

The presentation was followed by the annual "Gamma Games," which was a competitive island scavenger hunt this year. The night was concluded with a Polynesian luau which included a limbo contest in which the new incoming international Student Representative, Gabe Pringle, won.

Saturday's focus was chapter management workshops through Gamma Iota Sigma, and culminated with the International Awards dinner that night. The speaker of the night was the President of Lockton Companies of Houston, Texas, Tim Kelly.

Each member left the conference enthused with making their chapter a more efficient group. The slogan, "Don't step in the street fudge: lessons for your chapter and for life",

was taken back to each chapter to remind ourselves to overlook negatives and to rise above the road apples.

The Alpha Alpha Chapter would like to thank all of the industry sponsors and representatives that made this weekend on Mackinac Island a memorable event. Without their financial support, this weekend in Northern Michigan would not have been possible.

The next opportunity to learn and network with many industry leaders and to better run your chapter will be the 2006 International Management Conference to be hosted in Indianapolis, Indiana, by the Alpha Epsilon Chapter at Indiana State University in early October, 2006.

#### Special thanks to our great corporate sponsors!

##### Platinum (\$10,000 and greater)

- Lockton Companies

##### Gold (\$5,000 to \$9,999)

- ACE INA
- All Risks Ltd.
- Amerisure Insurance
- Marsh
- Prudential Financial
- St. Paul Travelers
- Westfield Group

##### Silver (\$2,500 to \$4,999)

- Accident Fund Insurance Company of America
- Frankenmuth Mutual Insurance Co.
- NAPSLO Educational Foundation
- Markel Corporation
- The Society of Actuaries
- Towers Perrin

##### Bronze (\$1,000 to \$2,499)

- Arch Insurance Group
- Chubb Insurance
- J.M. Wilson Corporation
- Scottsdale Insurance Company
- Westrope

##### Friends of GIS (\$500 to \$999)

- Aon
- Assurex Global
- Blue Cross Blue Shield of Michigan
- GEICO Direct
- Hastings Mutual Insurance Company
- Totten Insurance Group

#### And thanks to our Exhibitors!

- Accident Fund Insurance Company of America
- ACE INA
- All Risks LLC
- American Insurance
- Frankenmuth Mutual Insurance Co.
- Hastings Mutual Insurance Co.
- J.M. Wilson Corporation
- Key Strategies, LLC
- Lockton Companies
- Marsh Inc.
- NAPSLO Educational Foundation
- Prudential Financial
- St. Paul Travelers
- Westfield Group

#### Editor's Note...

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



## A pictorial view of the 34th Management Conference...





## 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 The 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, Southwest 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

