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National Collegiate Insurance Society



THE SEXTANT

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FALL 2006

International Management Conference October 12-14

This year's International Management Conference, hosted by the Alpha Epsilon Chapter at Indiana State University, was held in Indianapolis from Thursday, October 12 through Saturday, October 14. The theme for this year's conference was "The Crossroads of GIS: Racing Toward Tomorrow."

This was fitting considering that this was our 35th Annual Management Conference. Approximately 150 students from fourteen chapters, as well as several faculty advisors, board members and corporate sponsors, were in attendance.

On Thursday evening, guests were welcomed to the conference held at the Indianapolis Marriott East hotel. After registering, industry members had an opportunity to mingle among themselves at the industry reception. Later they joined the students in the Liberty Room for an "Ice Breaker" session with refreshments and games including euchre, poker and racing simulators.

Industry Day began the following morning at 8:00 a.m. with breakfast and a greeting from members of the Alpha Epsilon chapter including a letter of welcome from Dr. Ron Green, Dean of the ISU College of Business, who was unable to attend.

Following breakfast, students heard from Kevin Kelley, Chairman and CEO of Lexington Insurance Co., who spoke of current industry trends and needs. He was followed by other AIG representatives who spoke about the numerous opportunities available with the global company. These presentations set the tone for the career fair that followed.

The career fair gave all of the students a great opportunity to meet with many companies spanning a broad range of areas in insurance, risk management, and actuarial science. Some students were fortunate enough to receive an interview during the career fair. Friday afternoon many of the companies held industry presentations allowing members to learn more about them and the career opportunities available.

Industry Day concluded with a tour and dinner at the Indianapolis Motor Speedway. Guests were treated to a tour of the Hall of



October 12-14, 2006

35th Annual International Management Conference

"The Crossroads of GIS: Racing Toward Tomorrow"
Hosted by Alpha Epsilon Chapter Indiana State University

Marriott Indianapolis East Hotel

Fame Museum and a bus ride around the entire 2.5 mile track followed by dinner at the Brickyard Crossing hotel.

During dinner, Mark Williamson from ONB Insurance Group spoke about the complexities of risk management in the motorsports field. Following dinner, guests had the opportunity to explore the night life in downtown Indianapolis.

Saturday began with breakfast and a presentation from Grand Chapter President Alan Hoffmann. The chapter roll call featured several entertaining skits, including St. John's University's "Super Actuary" which won the roll call award.

The winners of the Black and Gold awards were recognized and Doug Rogers was introduced as the next International Student Representative.

Throughout the rest of the day, members attended several workshops intended to meet the needs of chapter officers and members. These included topics such as Alumni & Industry Relations and Recruiting Members.

Saturday evening the conference concluded with the International Awards Dinner, a presentation from the keynote speaker, Greg Toczydlaski, Travelers, and a presentation calling members to attend next year's conference.

The Alpha Epsilon chapter would like to thank all of the chapters who were able to attend as well as the board members, grand chapter of

officers, and industry sponsors who made the weekend possible.

The 2007 International Management Conference will be hosted by the Tau chapter at Howard University in Washington, D.C., on October 11-13, 2007.

Special Thanks to our Sponsors

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Gamma Iota Sigma 2005-2006 Awards

• Public Relations Award

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

• Membership Development Award

Alpha Alpha Chapter
Nu Chapter
Alpha Rho Chapter
Eta Chapter
Alpha Mu Chapter
Sigma Chapter
Phi Chapter

• Chapter Management Award

Alpha Alpha Chapter
Nu Chapter
Tau Chapter
Alpha Rho Chapter
Sigma Chapter
Phi Chapter
Sigma Chapter

• Alumni Relations Award

Alpha Alpha Chapter
Nu Chapter
Tau Chapter
Omega Chapter
Sigma Chapter



About the Photos (LtoR):

Far left: Dr. Alan C. Williams presented Doug Rogers (left) Alpha Mu Chapter at Virginia Commonwealth University, with the Alan C. Williams Leadership Award for his involvement with Gamma Iota Sigma on both the Local and International level.

Left: Gary Toczydlowski, Senior Vice President-PL Product Management for Travelers Property Casualty Co., presented the keynote speech for the Awards Dinner.



Far left: President Ben Faust and Executive Vice President Erin Vacarro Sigma Chapter, Temple University, accepts the Edison L. Bowers Award trophy and plaque.

Left: Dr. R.B. Drennan, advisor Sigma Chapter - Temple University, celebrates another Edison L. Bowers Award win.

Below: Winners of the Member Development Award.



• **Black and Gold**

<u>Chapter Name</u>	<u>Project Name</u>
Alpha Alpha	Grade your peers
Alpha Rho	Rent an Alpha Rho
Alpha Rho	Alpha Rho Alumni
Tau	SIS Sponsorship
Tau	Recognizing talent today/leaders of tomorrow
Tau	Marketing plan for chapter
Tau	How to pass your first actuarial exam booklet
Sigma	Alumni Luncheon
Sigma	Internship Board

Chapter Name

Sigma	How to run a lady luck lottery fundraiser
Sigma	Sigma Chapter 25th Anniversary Celebration
Sigma	How to Run a Beef N' Beverage Event
Sigma	How to Run a Corporate Trek

Scholarships

Warren Weeks	Dipti Natha
Elizabeth Lange	Kimberly Miguel
Alan C. Williams	Doug Rogers
Anita Benedetti	Dipti Natha



Above: Winners of the Public Relations Award.

Left: Winners of the Alumni Relations Award.

Below: Winners of the Chapter Management Award.

Congratulations, one and all!



A Pictorial View of the Management Conference



Above, the Annual Meeting of the Gamma Iota Sigma Board of Trustees.



Above, Saturday's Roll Call Skit presented by Sigma, Temple University.



Left, International Student Representative candidate Douglas Rogers, President, Alpha Mu Chapter, Virginia Commonwealth University (Douglas was elected).

Below, Host Chapter, Alpha Epsilon, take a group photo while touring the Museum at the Indianapolis Motor Speedway.



Left, "Super Actuary" by the Alpha Iota Chapter at St. John's University was the Chapter Roll Call Skit winner.

Below, the day included several workshops intended to meet the needs of chapter officers and members.



Missed this year's Conference? Start planning now to be at the 2007 International Management Conference hosted by Tau Chapter at Howard University, Washington, D.C., October 11-13, 2007.



Alumni Spotlight



Patrick Bethel

Alumnus of Alpha Delta chapter at LaSalle University, Philadelphia, PA, is a new member of the national board of trustees. He is the Product Team

Leader of the Commercial Liability team for United States Liability Insurance Group, and has been with the company since 2001.

Previously, Mr. Bethel was an underwriting manager at Professional Underwriters Corporation in Wayne, Pennsylvania. Before this assignment, he served as the managing director of the Social Service Unit at Reliance Insurance Company.

From 1991-1997, he was a senior underwriter at Professional Underwriters Corp. From 1987 to 1991, he was a senior underwriter at the American International Group. He began his insurance career at Wausau Insurance Company in 1985 as a senior casualty underwriter.

Mr. Bethel received his Bachelor of Science degree in Finance, Risk Management and Insurance from LaSalle University. His interests include coaching youth soccer, golf, and Irish history and culture.

International Student Representative Report



**By Douglas Rogers
AIS, ASLI
President, Alpha Mu
Chapter, Gamma Iota
Sigma, Virginia Common-
wealth University;
District Director, Zone 8
Chapter Conservation,
Grand Chapter-GIS**

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.

I have had the opportunity to meet many of you over the past two years and enjoyed making what I know will be lifelong friends. Gamma has been such an integral part of my life, and I trust that it has served to brighten all of your futures.

Over the course of the next few months, I'd like to offer my assistance to all of you in getting everything you can out of being a member of Gamma Iota Sigma.

I'll be providing you with some short articles in our monthly newsletters, contacting chapter presidents on the listserv, and monitoring the discussion boards on our newly created Facebook site.

A special thank you is owed to Gerald Smith of the Alpha Epsilon Chapter for getting our Facebook page started. Thanks, Gerald!

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 schools around the country.

We all need to lend a helping hand to each other and be conscious of chapters near your schools that you can aid in being successful in the future. Make sure you share your ideas, successes, and failures so we can strengthen the quality of our organization from coast to coast. That goes for our friends at Fanshawe too—I didn't forget 'aboot' you guys.

Once you get moving forward, I want to ensure you are all recognized for your hard work. Yes, I'm talking about Chapter Awards. This year we only received five to seven applications for each award and the last time I checked, we had almost fifty chapters.

We want to see as many of you as possible

(Continued on page 5)



Chapter Advisor Spotlight



Deborah Shaner Little

Deborah is advisor for the Alpha Mu Chapter of Gamma Iota Sigma and the Director of the Risk and Insurance Studies Center at the Virginia Commonwealth Uni-

versity School of Business.

Her responsibilities include recruiting students into the program and fraternity, maintaining strong industry relations and involvement, the general administration of the RISC program, as well as the organization of career fairs and conferences.

Debbi is an active alumnus, receiving her BS degree in Finance with a concentration in Risk Management and Insurance in 1997.

While attending VCU, she was an ambitious worker; elected secretary and president of the Alpha Mu Chapter, chosen to be a member of the School of Business' Student Advisory Committee and the University's Student Health Advisory Committee.

She received numerous local and national scholarships and awards, some of which include: RIMS Students Involvement Program, National Association of Insurance Women, the Spencer Scholarship for both undergraduate and graduate, the VCU Distinguished Service

Award and the University Leadership Award.

Ms. Little's first job after graduating was with the Colony Group in research and corporate underwriting. She then joined Aon Risk Services as a claims manager and later became a senior account manager.

After seven years, she was offered the opportunity to return to VCU in the fall of 2004 to help build the School of Business' risk and insurance program. This position entailed the annual RISC Conference as well as advising and managing Gamma Iota Sigma.

Since joining the VCU faculty, Debbi has worked to expand opportunities through Alpha Mu Chapter's organization. She initiated an annual insurance and finance career fair that introduces students to over 20 local insurance and finance related companies and acquaints students with local insurance industry organizations and events such as Virginia I Day, Richmond Chapter CPCU, Virginia RIMS and the Insurance Women of Richmond.

She also received the VCU Student Organizations Advisor of the Year Award for 2005-2006.

Before moving to Richmond, Virginia from Maryland in 1992, Ms. Little was the office manager for a CPA firm, lived in Mexico for a short time, and learned the administrative ropes while working for a major general contractor.

Ms. Little is the mother of four children. She and her husband GB live on a farm east of Richmond where they are raising their two younger boys: Bo, age 7, and Connor, age 3. Debbi is also active with youth activities in the community.





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Successful leadership depends on expectations of followers

Successful leadership depends almost entirely on the perceptions and expectations of followers. Without followers, there can be no leaders.

But followers often expect different things from leaders. Some want an assertive leader; others want an individual who will allow open and relaxed discussion. Some want a leader who is also a friend; others want the leader to keep an appropriate social distance.

Some want the leader to set and communicate clear goals for the group; others want to participate in discussing and formulating the goals.

Thus, the leader must be perceptive to identify the needs of the group—and individuals—and to understand that no goals can be achieved unless a consensus exists that what the group is doing is necessary, good, and in the best interests of the constituency.

One thing is clear from all of this—it is no simple matter being or becoming a leader:

1) There are no absolute leaders. Leadership must always take into account the situation

which requires the task (or goal) to be completed and the group to be served.

2) Leadership style is a very individual matter, but all styles must include some balance between a focus on task behavior (getting the job done) and relationships (the group's need for interaction and personal growth).

3) Leaders must possess a variety of skills—human relations skills, technical skills, and administrative skills. It is deciding which of these skills to use—and in what does—that separates the successful leader from the one who will fail.

4) Since leaders are elected, appointed, or recognized by consensus, one will never be a leader by self-acclamation.

While a good leader may inspire people to have confidence in him or her, a great leader inspires them to have confidence in themselves. Any organization can function for a while without a leader, but it doesn't even exist without the rest of the people!

The Palm of Alpha Tau Omega

International Student Representative Report

(Continued from page 2)

on that stage next year, and let me tell you, it feels good to get there.

Our chapter just received its first award since being chartered, and it wasn't because we didn't qualify—it was because we didn't submit a single application in the past twelve years. If we can do it, so can you!

Lastly, I want to continue supporting global communities through our annual Walk-A-Thon. Remember that this is a simple event that you can each do on your own, and your efforts will help create a better life for someone in need.

I look forward to seeing everyone at future conferences, and don't forget the foundation of our organization rests on these four values:

- Knowledge
- Fidelity
- Friendship and
- Integrity



48th Gamma Iota Sigma Chapter chartered in Philadelphia on October 3, 2006

Temple University's Sigma Chapter assisted Grand Chapter in chartering Alpha Omega Chapter at Saint Joseph's University in Philadelphia. The October 3rd ceremony and following reception were held in the Haub Executive Center in McShain Hall on the Saint Joseph's campus.

An impressive group of senior business executives were in attendance. Many were members of the Academy of Insurance and Risk Management—a SJU advisory group. Dr. Joseph A. DiAngelo, Jr., Dean of the Erivan K. Haub School of Business, provided cordial words of welcome to the assembly and was present for the entire event.

Representing Grand Chapter were Dr. Alan C. Williams, CPCU, CLU, Executive Vice President; and Professor R. B. Drennan, Ph.D., Chairman of the Department of Risk, Insurance and Healthcare Management, The Fox

School of Business and Management, Temple University, who serves on the Grand Chapter Executive Committee as the collegiate chapter Faculty Advisors' elected representative.

Forty-six SJU students signed the charter as charter members of the Alpha Omega collegiate chapter.

Officers for the Alpha Omega Chapter are: Christina M. Mascio, President; Thomas J. Albanese, Vice President; Joseph D. Thomasey, Secretary; Matthew J. McGraw, Treasurer; Brett Cavanaugh, Member Relations; William P. Skene, Member Relations.

Accepting the charter on behalf of Saint Joseph's University was President Mascio. Advisors for Alpha Omega are Professor Karen M. Hogan, Ph.D., Chair, Department of Finance; and Sam Cupp, Executive in Residence.

Sigma Chapter officers impressively conducted the initiation ceremony for the charter members

of Alpha Omega were:

Ben Faust, President; Erin Vaccaro, Executive Vice President; Tiffany Calhoun, VP of Community Affairs; Matt Hansen, VP of Alumni Affairs; Matt Menequale, Director of Public Affairs; and Amy Vanderhei, Assistant Secretary.

Following her formal initiation into Gamma Iota Sigma, Alpha Omega President Christina Mascio approached the podium and presented certificates of Honoray Membership in Alpha Omega Chapter to Academy of Insurance and Risk Management members.

Academy members expressed a desire for an energetic RMI program at Saint Joseph's University.

At the reception, Professor Hogan introduced the three Gamma Iota Sigma members named 2006/2007 recipients of Philadelphia Insurance Company \$1,000 Scholarships.

Leadership Challenges

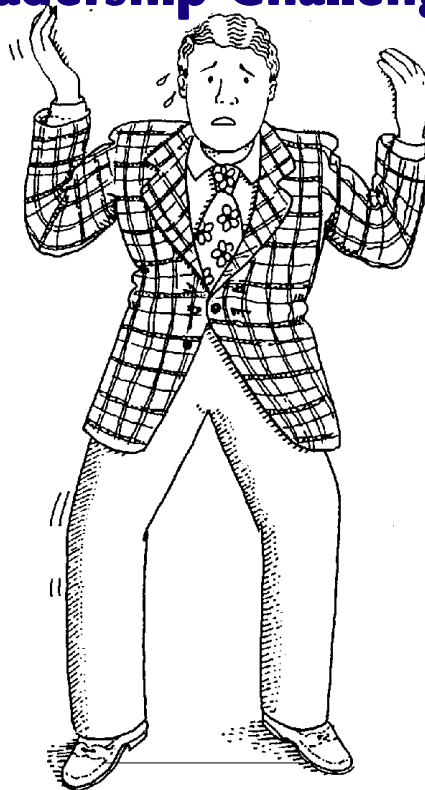
By Al Evon, Triangle Fraternity

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

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

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

Leaders must also maintain the standards of the group or organization. I am not advocating a dictatorship where one makes up and



enforces his own rules with an iron fist. However, there are situations where you will need to take a stand and uphold the previously set and determined standards. Once you have given in on one occasion, it will be hard to take a stand at a later time.

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

After all, if you backed down once from something you truly believed in or thought was right, how could you expect others to respect any of your decisions and authority?

More important, how could you respect yourself?

Editor's Note...

Letters to the Editor or other comments may be directed to:

Karen Hunter, CPCU, Editor
1440 Granville Road, Newark OH 43055



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

