



RISKY BUSINESS

MEMBER EDITION



FOX
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CHAPTER

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DISTINGUISHED GUEST LECTURER

JAMES S. CAREY, CPCU
PRESIDENT & CEO

ADMIRAL INSURANCE COMPANY

WEDNESDAY, MARCH 20, 2002
TUTTLEMAN 101
11:40 A.M. - 12:30 P.M.

Admiral Insurance Company provides excess and surplus lines coverage to medium and large-size commercial risks that generally involve moderate to high degrees of hazard.

Admiral Insurance Company is a true surplus lines insurer with broad treaties operating as a licensed carrier in New Jersey and Delaware. We are an approved surplus lines carrier writing on a non-admitted basis in all other states plus Canada, Puerto Rico and the U.S. Virgin Islands.

Admiral Insurance Company is committed to the wholesale market and conducts business only with licensed, contracted Excess and Surplus brokers. We specialize in underwriting difficult-to-place moderate to high-risk classes that other carriers are unwilling or unable to consider. Our lines of business include commercial property, commercial casualty and professional liability.

RMI INTERNSHIP RECEPTION

Friday, March 22, 2002, the Sigma Chapter will hold our annual **Internship Reception for Risk Management and Insurance Students**. The reception will be held in the **Great Court of Mitten Hall** from **1:00 p.m. - 4:00 p.m.** Attendees as of Tuesday, March 12, 2002:

- Aon Consulting
- Commerce National Insurance Services
- Equity Risk Partners
- Guy Carpenter
- Independence Blue Cross
- International Foundation for Employee Benefit Plans
- Lyons Insurance
- Marsh USA, Inc.
- PMA Insurance Group
- State Farm Insurance
- Towers Perrin
- Travelers Insurance
- USI Mid-Atlantic
- William M. Mercer, Inc.
- Royal & Sun Alliance
- Reliance Standard Life Insurance Company
- The Council of Insurance Agents and Brokers
- City of Philadelphia, Risk Management Division

Do your research now!!!!!!

CAREER RECEPTION WORKSHOP FOLLOW-UP

Two weeks ago, on **Wednesday, March 6th, 2002**, the Sigma Chapter held its first ever **Internship Career Reception Workshop**. We hope that you found Sunny Cutler to be both informally informative and enlighteningly entertaining. Sunny has been on the 'other side' now for two years, and has a great vantage point in her role as recruiter. If you missed the meeting (shame on you), or are still trying to make sense of everything you heard, the following should help tie it all together...

The four keys to professional development are:

Knowledge ~ Using the information you learn in class to make intelligent inferences about the business world.

Experience ~ Pull from your juggling-act-of-a-school-and-work-life, and your interactions with industry members and alumni to set yourself apart.

Community ~ Never miss an opportunity to get to know someone or at least learn their name, the time well spent today may help you in the future.

Opportunity ~ The culmination of the last three, there are *always* opportunities for learning and meeting new people, take full advantage of them all.

(Continued on page 2)

CAREER RECEPTION WORKSHOP*(Continued from page 1)*

After building her 4-walled structure around professional development, Sunny continued to lay the bricks and mortar with some tried and true advice about the details. And as we all know, it's the little things that make the difference.

First and foremost, make the most of every opportunity that the Career Reception provides. Speak with, and meet, as many representatives as possible. Interviewing only gets easier with experience, and the knowledge gained from knowing what companies are looking for is priceless.

Look at the Career Reception as a process. The best way to approach the process is with preparation. The attending companies are listed on page 1, investigate the company as if you're hiring them to fulfill your internship requirements. Every sector of the industry will have a current 'hot-topic' that can make for good conversation material.

Always prepare for the most difficult interviews, to give yourself an edge, and always have a resume. Keep in mind a hierarchy of the companies that you would like to work for. Start with the lower-ranked companies and work your way up.

The closing and follow-up protocol, for maximum impact, includes the following:

Always thank the representatives for their time, not only is it courteous, but it emphasizes your interest in their company and what they had to say.

Take the company materials that they have to offer, even if you think you know all there is to know about Company X, you can throw them away later. Take any promotional novelties as well, after all, their free!

Lastly, take the representative's card for future reference, and know the company's timeline for interviewing. Ask when they plan to schedule their first-round, on-campus interviews so that you can plan accordingly. A quick email is an appropriate follow-up to this event, but after interviews remember to send formal letters promptly. **Good Luck!**

CAREER RECEPTION VOLUNTEERS

Attention Actuarial Science majors, and Sigma Chapter members!!

As you may know, the Intern Career Receptions do not manage themselves. Kirk and Leslie certainly did an excellent job of coordinating the Actuarial Science Internship Career Reception in February, but they could not have done it alone. Thanks to the Risk Management majors who helped making the event run smoothly!

If you have any free time on **Friday, March 22nd**, between **11:30 and 4:00**, please contact them at the addresses below:

Kirk Locker

Vice President of Industry Relations
<klocker@temple.edu>

Leslie Matelis

Director of Industry Relations
<lmatelis@temple.edu>

GOLF OUTING VOLUNTEERS

On **Monday, March 25th, 2002**, the Sigma Chapter is holding its **First Annual Golf Outing**. Noelle has been working hard to coordinate sponsors and players, but she will certainly need help in the home stretch this last week. If you would like to lend a hand to the operation, and expand your resume with committee experience, please contact:

Noelle Salamone

Vice President of Alumni Affairs/Finance
<nsalam01@temple.edu>

WELCOME NEW MEMBERS

HELENA KOZAK

KIRK LANDAU

XUE-XIANG LOK

ANGELA O'NEAL

Monday	Tuesday	Wednesday	Thursday	Friday
4	5	6	7	8
		James S. Carey, CPCU President & CEO Admiral Insurance Co. <u>Committee:</u> MIS		RMI Career Reception Great Court Mitten Hall 1:00 p.m. - 4:00 p.m.