

RISKY BUSINESS

TEMPLE UNIVERSITY, FOX SCHOOL OF BUSINESS, DEPARTMENT OF RISK, INSURANCE AND HEALTHCARE MANAGEMENT

H. WAYNE SNIDER DISTINGUISHED GUEST LECTURER SERIES

WEDNESDAY, OCTOBER 14TH 2009
ALTER HALL AUDITORIUM
12:00PM - 12:50PM

DAVE RUCKER
SENIOR VICE PRESIDENT - SE OPERATIONS
ALL RISKS, LTD.
FORT LAUDERDALE, FL



David Rucker is a Senior Vice President, SE Operations at All Risks, Ltd., a national independent insurance wholesaler specializing in all lines of commercial insurance. David is responsible for six offices located in Florida, Georgia and Texas, specializing in property/casualty business in both binding authority and brokerage disciplines.

Since joining All Risks, Ltd. in late 2003, Dave has increased the size of the Southeast operation by 250% by adding 34 producers throughout the region, opening two new offices in Tampa and Orlando, adding 30+ insurance company markets and creating two nationwide Lloyd's of London facilities exclusive to All Risks Ltd. He has been instrumental in creating sales management/quality control measures across the SE.

Prior to joining All Risks, Ltd., Dave held senior leadership positions at Fireman's Fund Interstate, Royal & Sun Alliance, Orion Specialty and Austin Surplus Lines Agency.

Mr. Rucker has had many achievements in the insurance industry. He is an Approved Underwriter for Lloyd's of London. He is also a member of the following wholesale trade associations: American Association of Managing General Agents, National Associa-

tion of Professional Surplus Lines Offices, Texas Surplus Lines Association, Florida Surplus Lines Association. Dave is the former Secretary/Treasure and Board of Directors member for Texas Surplus Lines Association and received the President's Award in 1994. He also served on the Agent's Advisory Council for Guaranty National Insurance Companies, 1995 to 1997.

Dave is the author of four articles on agency management and excess and surplus lines published in Rough Notes, Texas Insurer and Insurance Journal of Texas. He is also an instructor for the Certified Insurance Counselor (CIC) program on Excess & Surplus Lines and Farm and Ranch and authored continuing education class approved by Texas Department of Insurance on excess and surplus lines.

David holds a Bachelor's degree in Science (Biology and Chemistry) from the Eastern New Mexico University and a Certified Insurance Counselor Designation (CIC).



Thank You!

Thank you to everyone who participated in our **Platinum Charity Day**, Wednesday, October 7th 2009, especially Joey Gaspero! Your donations helped us raise \$300 in less than fifteen minutes for the **Arnesha Mack-Walker Memorial Fund**,



the Sigma Chapter's charity of choice for the 2009 - 2010 school year.

Thank you all! Every dollar donated is helping us reach our goal of five thousand dollars!

Going to the Graduating Seniors Career Reception?

Check out the companies that will be there too! (List as of 10/9/2009)

ACE
Aetna
Allstate New Jersey
Arthur J Gallagher
Chartis
Cigna
Conner Strong
GEICO Insurance
Indemnity Insurance Corp of DC
Independence Blue Cross
Marsh
Mercer
Milliman
Munich Re
New York Life Insurance Company
Northwestern Mutual
Odell Studner
Penn Mutual Life Insurance Company
Philadelphia Insurance Companies

Pricewaterhouse Coopers
RLI Insurance
Selective Insurance
State Farm
Sun Life Financial
Towers Perrin
Travelers
Zurich



**Graduating Seniors Workshop:
Wine Etiquette**

Friday, October 16th 2009
Speakman 114
12:00PM - 12:50PM

A key aspect of any career, entertaining opportunities will occur where you are either at an interview, client dinner or even socializing with friends. Interested in learning the 101 of Fine Wine Dining, so you don't look like a fool in front of that VIP? Learn which choice goes with the fine meals as well as the proper ways to entertain. Contact Luba Sakalova at lubas@temple.edu

**Professional Designation Workshop:
Certified Employee Benefits Specialist**

Friday, October 16th 2009
Speakman 112
12:00PM - 12:50PM

The **Certified Employee Benefits Specialist** designation is granted jointly by the International Foundation of Employee Benefit Plans and the Wharton Scholl of the University of Pennsylvania to individuals who complete eight college level courses and examinations in the areas of design and operation of employee benefit plans and who pledge to a code of ethical standards and continuing education.

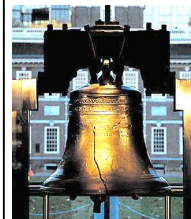
Contact Luba Sakalova at lubas@temple.edu

Intern Interview Workshop

Tuesday, October 13th 2009
Alter 744
4:30PM - 7:30PM

This workshop will teach you the critical information necessary for interviewing. It is **required** for all **BA 2101** students to attend one Intern Interview Workshop and is also a step in the road to the **Resume Book**. Students who want to attend the Intern Reception must attend an Intern Interview Workshop. **This is the last one with available seats!**

Contact Erica Schreiber at Erica.schreiber@temple.edu



**Intern Presentation Workshop
Actuarial Science Majors**

Friday, October 16th 2009
Speakman 115
12:00PM - 12:50PM

The **"Intern Presentations"** features your fellow students as they present their experiences to you on their summer internships. It is important to get the facts from a third party in addition to the company's information when considering an offer. Students will discuss their responsibilities as interns, the perks and drawbacks of their programs, and how they got their internships followed by an evaluation of their overall experience.

Contact Luba Sakalova at lubas@temple.edu

Greater Philadelphia Cares
Saturday, October 17th 2009
9:00AM - 12:00PM

Greater Philadelphia Cares supports the creation of vibrant communities by motivating people to volunteer their time, talents, and resources. We provide a clear path to service for all, enhancing the impact of non-profit agencies throughout the Greater Philadelphia region. This is a community service event that will count towards your **RMI 3682 credit**. Sign up by the Gamma office.

Contact Pratty Nalawade at prathamesh.nalawade@temple.edu

Risky Behavior Based on Birth Order?

Does someone's birthday order determine someone's willingness to make risky economic decisions? An economist and graduate student at The Darla Moore School of Business at the University of South Carolina think so and have gathered data to prove it.

These two researchers found that first-born students tend to be much more risk averse than their younger siblings and are very patient in making monetary decisions. Last-born siblings, on the other hand, tend to be bigger risk takers with less patience and more willingness to gamble for a higher payoff.

To test the hypothesis, different scenarios were devised, which offered participants the possibility of larger payoffs with higher risk, smaller payoffs with lower risk, larger payoffs with a longer time delay and smaller payoff with a shorter time delay. The kicker: They used real money, provided through a National Science Foundation grant.

Almost 400 participants were involved in this experiment and the results bore out the hypothesis. First-born siblings required more compensation to make higher risk decisions, while last-born siblings had to be offered a higher rate of return in order to wait longer for a payout.

Gender and race, which have been thought to affect risk aversion, proved not to be as strong an indicator as birth order.

Birth order does not just affect risk aversion in economic situations, though. If birth order differences in risk and time preference matter, then it would also be expected that younger siblings initiate in risky behavior at earlier ages than their older siblings. Last-born siblings have been found to also start smoking, drinking, and using marijuana at earlier ages than their older siblings.

Adapted from The Insurance Journal

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2		3		
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3	8	4		6

