

RISKY BUSINESS

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Some Employers are Offering Free Drugs

Employers are using different strategies to mitigate cost increases in their benefit plans

For years, employers have been pushing their workers to pay more for health care, raising premiums and out-of-pocket medical expenses in an effort to save money for the company and force workers to seek only the most necessary care. Now some employers are reversing course, convinced that their pennywise approach does not always reduce long-term costs. In the most radical of various

moves, a number of employers are now giving away drugs to help workers manage chronic conditions like diabetes, high blood pressure, asthma and depression. Major employers like Marriot International, Pitney Bowes, the carpet maker Mohawk Industries and Maine's state government have introduced free drug programs to avoid paying for more expensive treatments down the road. Companies

now recognize that "if you get people's obesity down, cholesterol down, asthma down, you save a lot of money," said Uwe E. Reinhardt, a health economist at Princeton University. Another motive for the business world could be to stave off a greater government involvement in health insurance, now that most presidential candidates and other politicians are promoting health care reform. Big drug makers like Pfizer and Merck, which could benefit politically and financially from the employer drug programs, are also supporting the effort. One clear motive is to help workers stay well, averting expensive emergency room care and hospital stays. As health coverage has grown more costly, many people have been skimping on care, and millions of Americans are going without health insurance altogether. Employers are reacting to a disturbing trend. As most employer-sponsored health plans have raised co-payments sharply for drugs in recent years, employer drug spending has slowed. But total health care spending by employers has nonetheless continued to rise: 7.7 percent last year, or more than double the general inflation rate, according to the Kaiser Family Foundation. The free drug programs are being adopted in hopes of countering the rising costs, taking their place alongside other steps by some employers that have included opening or expanding health clinics in their factories and offices, and offering checkups and medicines at no cost or for a modest co-payment. Given the millions of Americans who suffer from heart disease, depression, asthma or diabetes — about one in four working-age adults — the movement toward free drugs and preventive care has the potential to help many people, said Craig Dolezal, a health care specialist at Hewitt Associates, a health and welfare consulting firm.

H. WAYNE SNIDER DISTINGUISHED GUEST LECTURER SERIES

CHRISTOPHER SCHWYTER

CLASS OF 1989

SENIOR VICE PRESIDENT,
HILB, ROGAL, AND HOBBS, LLC
WEDNESDAY, FEBRUARY 28, 2007

11:40am— 12:30pm

WALK AUDITORIUM, TEMPLE UNIVERSITY

Christopher Schwyter is a Senior Vice President, Producer and Senior Client Executive at Hilb, Rogal & Hobbs of Philadelphia (HRH) and is responsible for the delivery and execution of all HRH resources to higher education clients. Chris coordinates with clients and the assigned service team to design,

select, implement and monitor the best risk management and insurance program to meet the institution's business objectives. Chris has 18 years of insurance brokerage experience, including the last 13 years serving as a client executive to middle-market sized commercial businesses. Since 1995, Chris has serviced the higher education industry, recently as the Philadelphia Operations Practice Leader and Northeast Regional Committee member for Marsh USA. Presently, Chris serves as a leader in HRH's Education Group for Higher Education. Past and present higher education clients include: Villanova University, Lehigh

University, University of the Arts, University of the Sciences, Community College of Philadelphia, Swarthmore College, Bryn Mawr College, Haverford College, Moravian College, Pennsylvania College of Podiatry, Delaware Valley College and Philadelphia College of Podiatric Medicine. Chris is a current and active member of United Educator's Broker Advisory Committee and is a member of leading professional higher education risk management & insurance associations including URMIA, NACUBO and EACUBO. Chris graduated *Magna Cum Laude* from Temple University's Risk Management and Insurance Program in 1989.

Mentor/Mentee Reception
Draught Horse
Wednesday, February 28, 2007
Draught Horse
5:00 pm-7:00 pm

This reception at the Draught Horse provides new comers with a chance to get to know their mentors and other Gamma Members in a social setting. Goals for this event are simply to meet new people, form a bond with your mentor, and have a good time. Appetizers will be served and the timing coincides with the Draught Horse's happy hour. For more information, please contact Nate Loughin at:

nmloug@temple.edu

Reminder

Intern Interview Workshop
Monday, February 26, 2007
Speakman 390 (CSPD)
4:30 pm-7:30 pm

Contact Kevin Johnson if you have any questions.

Kjohnson05@temple.edu

Relay for Life 50/50 Raffle

**CONGRATULATIONS TO
CHELSEA BALERNO AND
KATIE WEIERMAN**

Chelsea won last weeks 50/50 raffle. \$35 dollars will be donated to the **American Cancer Society, Relay for Life.** Katie Weierman won second prize, a \$15 iPod gift card courtesy of the Philadelphia chapter of the Chartered Property Casualty Underwriters (CPCU). Buy a ticket next week and help us reach our goal of donating \$500 to a great cause.



Poker Tournament Draught Horse

Thursday March 1, 2007
7:00pm-10:30pm

21+, Tickets \$20 in advance,
available in the Gamma Office or
\$30 at the door.

Top Prize: 2 days and 1 night at
any Harrah's Entertainment venue
plus dinner and a show.

2nd Place: Surround System

3rd Place: \$50 Visa Gift Card

Contact **Aaron Hill** if you have questions,
aaron.hill@temple.edu

Intern Spotlight Chris Mulvey Aon Risk Services Houston, Texas



During the summer of 2006, Christopher Mulvey interned at Aon Risk Services Inc. in Houston, Texas. He was happy to report that his transition and adaptation out of state was a smooth success. Aon provided housing for its interns that included full size, one bedroom apartments with all the comforts of home. During his two month stay with Aon, Christopher attended several client and underwriting meetings that enabled him to view the brokerage process that otherwise might have been a difficult task. Furthermore, Christopher was assigned projects in which he had to compile a client's entire insurance program in the fewest pages possible. Additionally, Christopher attended and took part in numerous internal meetings dealing with renewal strategies and business polices. This enabled Christopher to become acquainted with the internal structure of Aon and gave him a sense of accomplishment and involvement. Christopher felt that his involvement in the Risk Management and Insurance program at Temple fueled his comprehension of the Insurance market. He was able to decipher policies quicker and utilize his knowledge during challenging projects. In addition to his daily work assignments, Christopher was invited to several free lunches, happy hours, lunch and learns, Astro games, and business dinners to aid in his professional development. Christopher found Aon's work environment to be pleasant and accommodating. He noticed that Aon was able to establish a healthy work-life balance that promoted outside activities such as trips to Dallas, art museums, and barbecues. Christopher would recommend Aon to other students seeking an internship concerning the brokerage aspect of commercial insurance and risk.