

RISKY BUSINESS

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

RISK MANAGEMENT INTERNSHIP RECEPTION

Monday, March 3, 2008

1:00-6:00pm

Mitten Hall



COMPANIES ATTENDING THE INTERNSHIP RECEPTION

ACE	Independence Blue Cross
Aetna	Marsh
All Risks, Ltd.	Mercer
Allstate New Jersey	Munich Reinsurance America
Amerisure Mutual Insurance	Philadelphia Insurance Companies
Benfield	Resource Pro
Brown & Brown Metro, Inc.	Selective Insurance
CIGNA	The Graham Company
Commerce Insurance Services	Towers Perrin
Community Association Underwriters of America	Travelers
Delaware Valley RIMS	Trion
ECBM	Westrope
Hewitt Associates	Willis

H. WAYNE SNIDER DISTINGUISHED LECTURER SERIES



John Lupica, CPCU
President and Chief Executive Officer
ACE USA

DATE: Wednesday, March 5, 2008

TIME: 11:40AM- 12:30PM

PLACE: Walk Auditorium

John Lupica joined ACE USA as Executive Vice President of ACE USA Professional Risk in December 2000. In December 2001, he was appointed President of the Professional Risk Group. In May 2002, Mr. Lupica was appointed President of Diversified Risk, now called ACE Professional Risk. His responsibilities included over-seeing overall operational aspects of the Directors & Officers, Errors & Omissions, Surety, Fidelity, Medical Risk, and Professional Risk programs; ACE Canada operations; driving distribution strategies with brokers on a national and regional basis; and expanding product and marketing approach to local distribution sources.

In April 2004, Mr. Lupica was appointed to the additional position of President of ACE USA Regional Operations. He was then appointed President and Chief Operating Officer of ACE USA. From May 2006 until present, Mr. Lupica has been serving as the Chief Executive Officer of ACE USA.

John Lupica began his career in 1987 at AIG. From 1995-1996, Mr. Lupica served as Regional Manager for AIG Risk Management's Mid-Atlantic Division. He served as Division Vice President for the National Union's Management Liability Division from 1996-1997. From 1997-2000, Mr. Lupica served as the Senior Vice President for Munich-American Risk Partners, Inc. and was responsible for underwriting, client management, and production for the Professional Liability Practice.

Mr. Lupica has is B.A. in Economics from Hobart and William Smith Colleges and is a Chartered Property and Casualty Underwriter (CPCU).

Committee Meetings

Monday, March 3, 2008

Various rooms

11:40am-12:30pm

If you are in RMI 3682 or BA 2101, please continue to acknowledge your existence in our program by keeping up your attendance in your respective committees. You keep our organization running, and you are all the more *awesome* for it, and I mean that in the classical sense of awe-inspiring

If you are having trouble remembering your corresponding room, go to our website:

<http://www.sigmachapter.org>.

Cultural Dinner (New Delhi)

Tuesday, March 4, 2008

New Delhi (4004 Chestnut Street)

7:00-9:00pm

Have you ever been to New Delhi? No, neither have I. Unfortunately, we won't be going there either. However, we will be going to the local restaurant New Delhi for a fine sampling of Indian cuisine! **Tickets cost a meager \$15** for what is promised to be a veritably fulfilling feast, so feel free to invite anyone and everyone! They will be on sale before and after Wednesday meetings, as well as at the Gamma office (4th floor of Ritter).

If you have any questions regarding this event, please contact Jim O' Hearn:

ohearn@temple.edu

Beef n' Beverage

Saturday, March 29, 2008

Finnigan's Wake (3rd and Spring Garden)

4:00pm-7:00pm

Beef! Beverages! (Discounting vegetarians) If that does not satisfy all of your cravings, I submit that very few things will perform that hallowed task. Come to this Beef 'n' Beverage to socialize with all of your friends and of course, to eat unlimited beef and to drink unlimited beverage. A DJ will be present to keep things moving and in addition, local star band **Quick Step John**, with our own Sigma Chapter alum Dave Faga, class of 2007, will be performing live for charitable benefit. All proceeds will be donated to our charity of choice, the Neighborhood Bike Works.

Tickets are on sale now for an astonishing \$25. You can buy them after every Wednesday meeting as well as at the Gamma Office (4th floor of Ritter). Invite your friends and everyone you know, including enemies!

If you have any questions regarding this event, please contact Chris Lavelle:

christopher.lavelle@temple.edu

Intern Testimonial: Noah Klein

Noah Klein is an International Business and Risk Management major graduating this spring. In the summer of 2007, Noah interned at Travelers Indemnity Company. Risky Business sat down with Noah to ask him about his experiences.

RB: Where did you intern?

Last summer, I interned at Travelers Indemnity Company for Ocean Marine insurance underwriting. This was the first year of the Travelers UDP internship program, so I was somewhat of a guinea pig.



RB: How was the internship in general?

As with most peoples' interning experiences, especially in the Insurance field, I found my internship both rewarding and engaging. Due to the newness of the program, there were details and processes that needed adjustment, and the majority of the training was less formalized; however, I made the most of it by being aggressive in requesting work and training from management. It was valuable not only in applying the knowledge I learned in the classroom, but also in seeing just how good our curriculum is here at Temple. It surprised me to compare how much I knew to how little others expected me to know. Additionally, it gave me a pretty accurate idea of what my work in the field will be like as well as whether I would enjoy a career in the Insurance field.

RB: Where was your internship? If it was away from home, how well did you adapt being away?

Blue Bell. The commute was murderous, but it wasn't particularly far from home so adjustments weren't necessary. It just happens to not be a lot of fun getting up at 5:30 during the summer.

RB: Did you have a mentor?

I was formally assigned a mentor, but I ended up gaining the majority of my knowledge through other less formal mentoring relationships. It would be more accurate to say the entire Ocean Marine department, from the Regional Vice President to Acc-

ount Executive, was my mentor.

RB: Did you have a long-term project that you were responsible for?

I was assigned multiple projects, but none of them spanned a considerable length of time. I helped develop our quote for Urban Outfitters for an Ocean Cargo policy, created a leads database for our smaller agencies by area and insurance coverage needs, and created a coverage schedule for Hull and P&I (like a commercial auto policy for marine contractors) for one of our largest accounts.

RB: What do you feel was the most important thing you came away with from the internship?

A complete understanding of the nature of the two sides to the P & C business – broker and carrier. Also, the day to day operations of a major insurance carrier.

RB: Did you feel that your RMI classes helped you?

Yes. As stated before I found my classes at Temple really gave me an advantage in the internship, in that I knew the terminology, the trends (hard/soft market, etc) how to read and comprehend an insurance policy, and the theories behind underwriting. I completed approximately 2 weeks of training in as many days because of my prior knowledge of business and insurance.