

GAMMA IOTA SIGMA

Gamma Iota Sigma, Terry College of Business, University of Georgia
http://www.terry.uga.edu/gamma_iota_sigma/index.html

The President's Desk

Dear Students and Alumni,

First and foremost, I hope this newsletter finds everyone doing well. It is my expectation that this newsletter can give you some insight into what Gamma Iota Sigma has been up to this past academic year. We have tried to be highly involved around campus and within the Risk Management and Insurance department. GIS has been able to showcase many companies and industry representatives over the past few months in all the different activities being planned and hosted.

Over the past year, we have had many students joining Gamma Iota Sigma. Currently we have around 85 students enjoying the benefits GIS has to offer, ranging from networking, increased scholarships, to attending conferences around the southeast. A one time payment of \$40 dues allows students join GIS and be able to enjoy all these perks.

What's Happening in GIS This Year

By Angela Guhl

The Eta Chapter of Gamma Iota Sigma at UGA has been involved with a multitude of activities, conferences, and social events during the 2008-2009 academic school year. The year began with the induction of the new GIS officers:

Scott Sims – President
 Dolat Momin – VP of Industry Relations
 James Muse – VP of Finance
 Emily Williams – VP of Student Relations
 Angela Guhl – VP of Communications

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In August I attended the Presidents' Convention in Westfield, Ohio. It was a great time to be able to talk with other presidents on how to improve our GIS chapter here at the University of Georgia. I am very pleased by the chapter here at UGA and by the program overall. It gives me great honor to be the president of such a great organization.

Scott Sims
 GIS President
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In the month of September, GIS started off its year with a Fall Picnic together with the Insurance Society. Bringing together students and faculty, the picnic is an annual event to help kick-off off the year for both student organizations. In addition, students turned in applications for scholarships, the AIMS Conference, and the Troy Symposium in the beginning of September.

The highlight of October was the AIMS Conference on October 16th and 17th and the GIS Management Conference in Richmond, Virginia.

Both events were attended by members of GIS. The AIMS conference was held here in Athens and involved numerous students, faculty, and industry representatives.

On November 7th and 8th, GIS students attended the Troy Symposium in Birmingham, Alabama. The subject of the symposium covered different topics within the Surplus Lines Industry. The symposium attracts students throughout the Southeast. It was a great educational session as well as great networking opportunities for students interested in the surplus lines/wholesale brokerage career.

UGA's Gamma Iota Sigma kicked off 2009 with the 32nd Annual Risk & Insurance Careers Day on February 3, 2009. GIS was one of the sponsors of this event, which hosted 51 risk and insurance

companies offering students full-time and internship opportunities. As an industry-specialized career fair, this event is one of the most popular amongst Risk Management & Insurance students at the university. Shortly following the 32nd Annual Careers Day, GIS students were given the opportunity to volunteer and attend the Atlanta RIMS conference in Atlanta, Georgia from February 5th - 6th. This conference serves as one of the best networking opportunities for GIS students as they were able to engage in many of the events and presentations offered by the conference.

GIS will end the year by hosting the spring banquet with the Insurance Society on April 14. We look forward to seeing you there!

"A Little Risky History and Southern Hospitality"

By Jimmy Muse

The 37th annual Gamma Iota Sigma conference was held in Richmond, Virginia this past October. The host chapter, Alpha Mu of Virginia Commonwealth University put on a memorable weekend for all who attended. Six members from UGA were able to make it to the conference. There was a broad range of educational sessions offered throughout the weekend, touching on everything from different careers in the industry, such as underwriting and actuary, to new emerging areas of insurance, like cyber risk. We also had numerous opportunities to meet with members of other chapters with the same positions to swap thoughts and ideas of how

to improve our chapter. Faculty also offered advice in the different workshops attended. Representatives of major insurance companies were also in attendance for the conference, allowing students the opportunity to gain valuable knowledge and network. Almost twenty companies were represented, ranging from large companies such as Travelers and Marsh to small and medium size firms, like Thomas Rutherford, Inc. and Markel. Besides being full of educational and organizational matters, the weekend was about having fun, too. The whole conference attended a

"...allowing students the opportunity to gain valuable knowledge and network."



University of Georgia students at the GIS Convention in Richmond, VA in October.



GIS students attending the morning session to find out what is going on that day.

reenactment of Patrick Henry's "Give me liberty, or give me death" speech in St. John's Episcopal Church, the original site of the famous incident. Everyone was also given time to go out and experience the beautiful town of Richmond on their own. Overall, it was a great experience, and we cannot wait until next year for the next conference in Philadelphia.

Student Showcase

By Emily Williams

As one of the Careers Day coordinators Josh Eason got the chance to help connect employers to some of the top Risk Management students in the country. He worked extensively with firms from across the United States in the months leading up to Careers Day. Josh is a senior from Claxton, GA. He is getting a dual degree in Risk Management and Insurance and Broadcast News in the Grady College of Journalism. As a member of the Arch Society, Josh takes every opportunity to make students and visitors love this place as much as he does. While at UGA, Josh has worked hand in hand with Georgia's 4-H program to promote youth development through events such as 'Weekend' in the Classic City. After three years of being a counselor, Josh served as a leadership counselor at Rock Eagle 4-H center. This summer Josh will be interning for Congressman John Barrow in Washington. He hopes he gets to research for the Energy and Commerce subcommittee and how it impacts Georgia and her citizens. Josh plans to attend law school and naturally Georgia Law is at the top of his list.

Maggy Warden is a junior at the University of Georgia majoring in Risk Management and Insurance with a minor in Speech Communication. As one of the Careers Day coordinators, Maggy arranged an event with more than fifty employers

recruiting Risk Management and Insurance students for internships and full time employment. Additionally, she is a member and vice president of the Georgia Debate Union, which is the policy debate team that researches government policy and its implications. She travels and competes with the debate team nationally. Maggy is also involved in UGA HERO, a philanthropic organization that helps children with AIDS. This summer Maggy will be interning at Great American Insurance Group in Cincinnati. After she graduates in May 2010, Maggy hopes to start her career at a large insurance company in a management develop program and begin earning the Chartered Property and Casualty Underwriter professional designation.



Josh Eason



Maggy Warden

Alumni Spotlight

By Dolat Momin

Wade Beacham is a native of Atlanta that graduated from the Terry RMI program in 2001. He feels that his RMI degree helped to differentiate him from other business graduates, especially in Atlanta's large and competitive insurance market. Wade began his career with an energy insurance brokerage firm in Atlanta. (The company initially contacted him from the resume book!) He attributes much of his success to his start with this smaller agency where he quickly became acquainted with all aspects of an insurance agency from quoting and placing new business to requesting endorsements and resolving accounting issues. His current role as a commercial insurance broker with McGriff, Seibels & Williams, Inc. allows the opportunity to work across

diverse industries each and every day. Wade is also one of the team leaders of McGriff's Private Equity Risk Consulting practice performing insurance due diligence for M&A transactions. Wade has the pleasure of working with an abundance of other UGA grads within the McGriff Atlanta office.

Wade knows what it feels like to be on the job hunt. He has provided some tips that he hopes will be helpful to students attempting find a job and getting started in the RMI industry.



Wade Beacham, Gamma Iota Sigma Alumnus

Tips for starting in the industry

1. Be mindful that you will easily learn as much in your first year in the insurance industry as your entire college experience. Take notes!
2. Be yourself. Know your situation and adjust accordingly, but don't try to be someone you are not.
3. Don't be afraid to ask questions! You will make mistakes, just try and keep them to a minimum and don't repeat the same errors.
4. Remember that you can easily spend the first few years in the industry simply establishing yourself. Learn about the insurance market cycles and understand the learning curve of the industry in which you work.
5. Get licensed and begin working towards professional designations such as CPCU and CIC as soon as practical.

Tips for a tough economy

1. Network! Get in front of as many people as you possibly can and never refuse the opportunity to expand your contacts list.
2. The business and insurance community is tighter than you think. You will cross paths with your contacts all over the country, internationally and throughout your career. Don't burn bridges.
3. Tailor your resume for each type of position you may pursue. Wade made a different resume specific to each insurance job, rather than presenting an overly detailed and non-specific one.
4. Contact recruiters and be proactive about following up with your contacts. Don't wait for people to call you back.