Please answer the following questions in the space provided or via a separate paper:

**Please describe why you would like to charter a new chapter of Gamma Iota Sigma.**
We the Kent State University Insurance Studies majors, would like to charter a new chapter of Gamma Iota Sigma for a number of reasons. However, below are the main reasons that speak most to us.

First, Kent State was the first to heed the call from the Governor of Ohio, John Kasich to the Ohio Insurance industry to bring true insurance degrees to Ohio’s colleges and University to address Ohio’s insurance talent gap crisis. Consequently, Kent’s insurance program was the first degree of its kind in the state of Ohio in over 20 years. Kent’s Insurance Studies program has the full support and backing of our Lt. Governor Mary Taylor, who is also the insurance director for the state of Ohio.

Secondly, the Kent State Insurance Studies program was designed from the ground up with the help of its steering committee. This committee is comprised of Ohio’s insurance industry leaders from various branches of the industry (agent, broker, and carrier). It’s a program that was designed by the industry to strengthen the future of the industry.

Lastly, having Gamma Iota Sigma will give our program that missing piece to bringing our program to its fullest potential. Having a Gamma chapter is what every true insurance program hopes to achieve, and Kent State is no different. We want to be able to learn how to access and grow our existing professional network, we want to give our majors a reason to not just want to be in our industry, but to love it. Finally, we want to fully open up the Ohio insurance industry to our program. We know that Gamma Iota Sigma will help us achieve all three of these important goals.
What are your expectations regarding initial and ongoing support from other chapters and/or the Grand Chapter?

We envision our support would be in various forms including mentoring, guidance, industry information/speakers and networking opportunities. Initially, our chapter will rely heavily on established chapters and also the Grand Chapter knowing with their support we will learn how to grow our chapter and widen our industry network. Once established, there will be the need for ongoing support in the form of speakers and networks, however we as a chapter are willing to “pay it forward” and be a support for current and future chapters of Gamma Iota Sigma.

How will Gamma Iota Sigma and its current chapters benefit from a chapter at your school?

Kent’s Insurance Studies degree is an online program that was designed from the ground up by a steering committee comprised of insurance industry leaders. We believe a Kent Chapter would provide a vast and diverse network of peers and mentors accordingly. Additionally, because of our demographic location in the state of Ohio (Ohio is the 7th largest state in terms of insurance industry employment) our chapter could contribute many networking opportunities, e.g., industry executives as speakers to conferences or host.

Additionally, we would like to make the Kent Gamma Chapter a hybrid between virtual and on-ground. With 40% of our majors completing their Insurance degree fully on-line, we envision utilizing technology such as Skype, WebEx and similar formats to involve members virtually who are unable to physically participate in Chapter events. The knowledge gained by successfully establishing a hybrid Chapter would then be available to other Chapters looking to incorporate such technological approaches into their offerings.

Please describe in detail the activities of your current student organization for insurance/risk management/actuarial students. Also describe how the proposed Gamma Iota Sigma chapter will integrate with the current organization. If the proposed Gamma Iota Sigma chapter will be the first such student organization, please submit a plan of the chapter's activities for at least the next two semesters.

Since Gamma Iota Sigma will be the first student organization for insurance/risk management/actuarial students, a visible presence on campus is a necessity. This should include being part of networking events and opportunities, career fairs, being a part of students’ events on campus, career shadowing events (e.g., A day in the life of...), our officers introducing themselves or having a lunch and learn with other student organizations at the beginning of the semester so all are aware of who and what our chapter does on campus.

Additionally, with insurance being a service industry, we need to do or be part of community service events and projects in our community, professional conferences, and fundraising events to help with future opportunities for the chapter.
Being a new program we would like to start off the new semester with the fire box project. This is an effort coordinated by local insurance agents designed to provide victims of house fires with essentials they need immediately following the fire (clothing, toiletries, etc.).

We have a great group of students and faculty that are determined and excited about the opportunities that can be realized with having a Gamma Iota Sigma chapter on campus, and are looking forward to creating new ideas for the chapter and its members.

Here’s a proposed two-year calendar:

Year One, Semester One  Presentations, Lunch N Learns, Networking Opportunities
Year One, Semester Two  Above plus Fire Box Charity, Shadow Days
Year Two, Semester One  Above plus Speakers’ Program
Year Two, Semester Two  Above plus Insurance Career Fair and FlashDash Support*

*FlashDash is an annual obstacle run hosted by Kent State Salem to raise funds for local charities.

Please list the students who will be primarily responsible for ensuring the success of the proposed chapter over the next 2 years, including class standing (senior, junior, sophomore, freshman) and anticipated role.

<table>
<thead>
<tr>
<th>Name</th>
<th>Class Standing</th>
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</thead>
<tbody>
<tr>
<td>Buck, Jennifer</td>
<td>Sophomore</td>
</tr>
<tr>
<td>Gadd, Erin</td>
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<tr>
<td>Kovacs, Robin</td>
<td>Junior</td>
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<tr>
<td>Kesseg, Lisa</td>
<td>Senior</td>
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<tr>
<td>Quinn, Michele</td>
<td>Senior</td>
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<tr>
<td>Lamb, Michele</td>
<td>Senior</td>
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<tr>
<td>Newlin, Daniel</td>
<td>Senior</td>
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</tbody>
</table>

We are working collaboratively to begin the KSU Gamma Chapter. We know there is much to do and we are dividing up tasks according to our abilities and availability so that we each contribute as much as we are able towards that goal. We have not assumed or assigned specific roles at this time.

Please describe your current and/or planned membership recruiting strategy.
Member recruitment will utilize several different modes. Social media such as Facebook, twitter, Instagram, and others will be useful in mass distribution of content. In addition, we will link the Gamma Iota Sigma website on the Kent State University Insurance Studies degree’s webpage. We want to be able to target current and prospective members whom would most likely be in the insurance studies program. On campus activities will also be considered. Unique, tasteful, attention getting devices such as flash mobs can be considered. Networking among students in traditional ways such as posters, handouts, hospitality tables (snack bags during finals) will also be considered.

Please describe any significant relationships between your student organization and industry including recruiting and/or financial support.

As mentioned earlier, the Insurance Studies program was formed with a steering committee of industry professionals from various branches of the industry (agent, broker, and carrier). Additionally, a number of agencies and carriers have provided financial support for the program through direct donations and scholarship funds. One such donation provided by Arlington & Roe is providing our Charter startup funding.

Other examples of support we have already received, and expect to continue, include a shadow/mentor day with AIG and sponsorship in industry conferences (booths, student volunteers, student moderating an executive women’s panel, national claims conference attendance). Our industry pipeline is primed, we want Gamma Iota Sigma to help open that pipeline wider and expand our insurance program to its fullest potential.

The current Kent State Insurance Studies Advisory Board Members are:

AgencyEvolved – James Moore
Burns & Wilcox – Harriett Rose
Farmers Insurance (Cleveland District) – Elizabeth Mitchell; Gina Heckerman
Grange Insurance – Gary Irvine
Griffith Insurance Educational Foundation – Jason Terrell
Hazen, LLC – David Hazen
Hylant Group – Matt Dills
Kent State University (Dean Columbiana Campuses) – Steven Nameth
Kent State University (Assistant Dean Columbiana Campuses) – Celeste Oprean
Liberty Mutual Insurance – Darren Wolford
MAPFRE, USA – Jeffrey Alexander
Medical Mutual – Patty Hartman
Nationwide Insurance – Eric Smith
Ohio Insurance Institute (OII) – Mitch Wilson
Oswald Companies – Carmen Edgehouse; Joseph Eardley; Eric Pempus; Marty Guastella
Progressive Insurance – Bill Everett
State Auto Insurance Companies – Tom DeMarco; Julie Williams
State Farm – Jeff Chokreff; David Young
The Hartford – Jason A. Warden
Westfield Group – Connie Frey; Mary Mennell; Jack Adornetto