



Talented young students are out there, and they're hungry for jobs. They just need a little guidance as they search for the right career. As the insurance industry continues in its struggle to effectively tell its story in a way that would naturally attract this upcoming cohort, there's one proven approach that rids students' misconceptions and builds their awareness of the many different paths insurance can offer as a career: internships.

Studies show that internships are the insurance brokerage industry's most successful tool in the recruitment of college students. Not surprising, after all, since most college students—even some of the risk management and insurance majors!—have never heard of commercial insurance brokerage. But once your firm gets them in the door for an internship, their perception of the industry starts to change, and their career options morph in ways they never imagined. “Before this internship, I really didn't know much about the world of insurance, but after the 10 weeks I spent learning about it this summer, I found surety to be the most interesting and a great career option,” says Carran Smith, a mathematics major and physics learning assistant at the University of New Hampshire and an intern at Cross Insurance Agency.

In fact, in the recently released Gamma Iota Sigma (GIS) Annual Student Recruiting Survey, 41 % of the 700 college junior and senior respondents said they changed their original path, function or industry segment due to exposure through

an internship, campus speaker, faculty, industry day, or GIS event.

This lends credence to programs like The Council Foundation's Scholarship Program, which attracts college students from across the country to the commercial insurance brokerage sector by way of internships run at member firms with the ultimate goal of keeping the students in the business after graduation. Since 2006, the foundation has awarded \$2.6 million in academic scholarships to 525 students across the country, including \$1.4 million to 275 students in the last four years alone.

“The commercial insurance brokerage and employee benefits industries offer countless opportunities and dynamic career paths for young college graduates,” says Ken Crerar, president and CEO of The Council. “It is critical that we continue to work together to invest in the next generation of leaders and promote the important work we do for millions of people and businesses around the world.”

Running a meaningful internship program with real work and strong mentors is a great way to test-drive talent and cultivate a pool of star candidates to fill positions as they open. According to research, at the one-year mark, interns

who become full-time employees are almost 30 % more likely to still be at your company than are other full-time hires.

Gone are the days when interns were in charge of the morning coffee run. According to a recent National Association of Colleges and Employers survey, only 8 % of intern tasks involved clerical or non-essential work responsibilities, with the other 92 % spent on higher-level tasks like data analysis, problem-solving and logistics. In the name of truly attracting and retaining the best talent, exposure to innovative hands-on training, critical thinking, interpersonal communication, and actual work experience is what it takes to get interns to stick around for the long haul and start to change the narrative of the industry.

“This past summer I was given the opportunity to intern at Baldwin Krystyn Sherman, where I was the risk mitigation analyst intern for the risk mitigation services team. This was my first introduction to the world of insurance, and my great experience has opened me up to the idea of a future career in this field,” says Sam Unger, a finance major at the University of Florida.

“I am truly thankful for this opportunity and look forward to securing another internship next year,” says Lexie Smith, a marketing and supply chain management major from the University of Illinois and intern at Holmes Murphy. “I had many friends from school share their experiences, and I can honestly say that none of them compare to mine. The culture was amazing, and the people genuinely love their work.”

The following 75 individuals each received a \$5,000 academic scholarship from The Council Foundation in September. For these students, participating in an internship has prepared them for the demands of today's workforce. They've gained valuable work experience, built confidence, brought perspective, developed those oft-lacking soft skills, and now have the guidance they need to make their marks in the industry. Knock, knock! **enqe**

Start Spreadin' the News

Meaningful financial assistance for aspiring insurance professionals is at your fingertips.

In the seemingly never-ending quest to attract and retain good talent, your firm's participation in The Council Foundation's Scholarship Program is an easy way to position both your firm and your best interns for future success. The program is open to college juniors and seniors of any major and from any school. All they need is the drive to succeed and an internship that exposes them to meaningful work.

“We're thankful that The Council Foundation recognizes emerging talent in the industry and is an advocate in supporting the educational goals of our members, as well as providing future leaders with career opportunities,” says Steve Hauck, co-managing director of AP Intego. “Our team is proud of Grace and Shannon and everything they have contributed to our company. Their positive attitude and willingness to contribute to various projects embody the spirit of an outstanding internship program.”

The following firms are active participants in the program:

Alliant Insurance Services
AmWINS Group
AP Intego
Arlington/Roe & Co.
Arthur J. Gallagher & Co.
Assurance Agency
AssuredPartners
Baldwin Krystyn
Sherman Partners
Borislow Insurance
Brown & Brown
Burns & Wilcox
CBIZ Benefits & Insurance
Services Division
Crichton Group
Cook Maran & Associates
Cottingham & Butler
Cross Insurance
Hagerty
Heffernan Group

Higginbotham
Holmes Murphy & Associates
Hylant
IMA Financial Group
Insurance Office of America
InterWest Insurance Services
Johnson Kendall & Johnson
Lipscomb & Pitts Insurance
Lockton
M3 Insurance
Marsh & McLennan Agency
Moreton & Co.
NFP
Plexus Groupe
Pritchard & Jerden
RCM&D
Risk Strategies Company
SCU - CRC Group
TrueNorth Companies

The Council Foundation Scholarship Program is made possible by your donations and the annual support of Liberty Mutual Insurance.

For information or to participate in the 2020 scholarship program, contact Brittany Lindberg at brittany.lindberg@ciab.com.



William Alexander

MAJOR: Business Administration

YEAR: Senior

SCHOOL: University of Florida

SPONSOR: Brown & Brown, Inc.

I'm involved on my campus through Gator Growl and Gator Nights, and participate in the MeStrong 5k to help raise funds and awareness for cancer patients and their families, a cause near to my heart.



Antonio Amaral

MAJOR: Pharmaceutical & Healthcare Marketing

YEAR: Senior

SCHOOL: Saint Joseph's University

SPONSOR: Arthur J. Gallagher & Co.

I'm involved in track and field and have been on the athletic honor roll for the past two years. I also enjoy volunteering at my local community-centered organizations such as food drives, soup kitchens and Philadelphia improvement groups.



Luke Amman

MAJOR: Accounting and Finance

YEAR: Senior

SCHOOL: University of Colorado at Boulder

SPONSOR: The IMA Financial Group, Inc.

I'm on the Dean's List and have had the opportunity to get involved with my campus by helping younger students acclimate to college. As a co-lab leader I show students around the business school and enhance my own leadership skills.



Gabriella Ammond

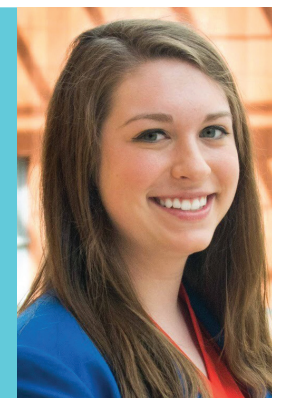
MAJOR: International Economics and Politics

YEAR: Senior

SCHOOL: University of Michigan

SPONSOR: Hagerty

I have devoted my time to leadership positions in academic affairs within my college's student government, as well as co-founding a professional business fraternity. I have interned at Hagerty in Traverse City for the past two summers, in the member experience and commercial insurance departments.



Your Interns, Your Future

Change the narrative for the next generation. They may be knocking on your door soon.

BY BRIANNE SPELLANE



Nnamdi Anene
ASSUREX GLOBAL GAMECHANGER SCHOLARSHIP*

MAJOR: Risk Management and Insurance
YEAR: Senior
SCHOOL: University of Georgia
SPONSOR: Pritchard & Jerden

I'm a member of Gamma Iota Sigma and serve as marketing chair on the executive board of UGA's Alzheimer's Association. I plan to work as an employee benefits risk advisor.

* This annual scholarship is permanently endowed.



Payton Bertermann

MAJOR: Actuarial Science
YEAR: Junior
SCHOOL: Valparaiso University
SPONSOR: The Plexus Groupe

Plexus Groupe embraced me as an intern, allowed me the opportunity of hands-on experience, and helped provide me with beneficial tools for my future.



Ben Biswas

MAJOR: Economics
YEAR: Senior
SCHOOL: Tufts University
SPONSOR: Marsh & McLennan Agency
I'm on the varsity tennis team and am a volunteer tutor in my free time.



Sarah Dockham

MAJOR: Political Science
YEAR: Junior
SCHOOL: Washington College
SPONSOR: Borislow Insurance

I have been given many opportunities to learn about the insurance industry and the work that Borislow Insurance does to give its clients the best services possible. I consider myself very fortunate to have had wonderful mentors when it comes to insurance and with growing myself as a person.



Kayla Felderman

MAJOR: Computer Science and Engineering
YEAR: Junior
SCHOOL: University of Iowa
SPONSOR: Cottingham & Butler

I am proud to be a part of a nationwide movement called Dance Marathon, which helps to end childhood illness and injury. I had the pleasure of serving on our operations committee and raised over \$1,000 for the kids at our local children's hospital.



Abel Felix

MAJOR: Risk Management and Insurance
YEAR: Senior
SCHOOL: Temple University
SPONSOR: AssuredPartners

I worked as a sales executive intern at Assured Partners and have accepted an offer to work there as an insurance broker after college.



Tyler Boehm

MAJOR: Risk Management and Insurance & Business
YEAR: Senior
SCHOOL: Missouri State University
SPONSOR: CBIZ Benefits & Insurance Services Division

I'm a member of Gamma Iota Sigma as well as the Delta Chi social fraternity. I am grateful to have had the opportunity to spend my summer with CBIZ, and I feel confident entering the insurance industry after graduation.



Sean Boles

MAJOR: Finance
YEAR: Junior
SCHOOL: University of Pennsylvania
SPONSOR: Holmes Murphy & Associates

As a student-athlete, I am committed to my 30-40 hours of athletics a week as well as my academics at an Ivy League school. I currently serve as chair for business ethics and legal studies for our Finance Initiative Program at Penn.



Jeff Borngesser

MAJOR: Risk Management and Insurance
YEAR: Senior
SCHOOL: Florida State University
SPONSOR: Hylant

As a freshman, I had no idea what I really wanted to major in. I did some research and decided to go with risk management and insurance because I had interned at an agency the previous summer, and the rest is history. I'm looking forward to what is in store for me after graduation.



Amanda Ferguson

MAJOR: Statistics
YEAR: Senior
SCHOOL: University of South Carolina
SPONSOR: NFP

I am proud to serve as the current Gamma Iota Sigma president at the chapter on my campus. I have gained leadership experience and more exposure to the industry through this organization.



Justin Fletcher

MAJOR: Electrical Engineering and Computer Science
YEAR: Senior
SCHOOL: University of Alabama at Birmingham
SPONSOR: The Crichton Group

I am an Eagle Scout and actively participate in several school organizations. I pride myself on balancing school work, a work study job, and school activities, and I look forward to graduation this spring.



Nicholas Garth

MAJOR: Finance
YEAR: Junior
SCHOOL: University of Dayton
SPONSOR: The Plexus Groupe

I plan to pursue a career in business in the future, and thanks to my internship experience this summer, I'm interested in the field of insurance.



James Carlson

MAJOR: Entrepreneurship and Innovation
YEAR: Junior
SCHOOL: Texas Christian University
SPONSOR: Heffernan Group

I'm involved in TCU's Frogs First Leaders, a welcome program for incoming freshman to help them get ready for the start of classes. I also am a recipient of the Academic Merit Award, as well as an active member of multiple intramural teams and various volunteer programs.



Daniel Chavez

MAJOR: Business Administration– General Management
YEAR: Senior
SCHOOL: California State University, Sacramento
SPONSOR: Burns & Wilcox

I developed an interest in insurance as a career during my fall 2018 semester. I now want to work in the insurance industry and work my way up. I'm focused on obtaining any license/credential that I need in order to make this possible.



Dylan Chrismer

MAJOR: Communications
YEAR: Senior
SCHOOL: University of Missouri
SPONSOR: Arthur J. Gallagher & Co.

My internship at Gallagher/RPS this summer taught me about the insurance industry and provided me with skills I look forward to using in the future.



Ashlynn Geiger

MAJOR: Agriculture Business
YEAR: Senior
SCHOOL: California State University, Chico
SPONSOR: InterWest Insurance Services

I plan to take my degree and use it to work in the insurance or banking industry. I hope to continue to make a difference by educating the public about agriculture and what it takes to properly grow our country's food.



Lauren Gilley

MAJOR: Applied Mathematical Sciences
YEAR: Senior
SCHOOL: Texas A&M University
SPONSOR: Holmes Murphy & Associates
This summer I received the Applause Award twice for my work on multiple projects as an intern at Holmes Murphy.



Diana Ivette Gonzalez Garcia

MAJOR: Finance
YEAR: Senior
SCHOOL: California State University, Sacramento
SPONSOR: InterWest Insurance Services
In continuation of my summer internship, I returned to InterWest as a customer experience specialist this fall. My goal is to continue learning about the role of claims and risk management in the insurance industry.



Gregory Darling

MAJOR: Insurance and Risk Management & Financial Services
YEAR: Senior
SCHOOL: Indiana State University
SPONSOR: Burns & Wilcox

I'm a Gongaware Scholar, which is a scholarship specifically for insurance majors, and am a member of the Networks Professional Development Program. I will graduate in May and am looking forward to entering the industry as an underwriter.



Joseph Demetroulis

MAJOR: Interpersonal Communications
YEAR: Senior
SCHOOL: University of Missouri-Kansas City
SPONSOR: Arthur J. Gallagher & Co.

During my internship, my team and I won Gallagher's South-Central Region Intern Sales Challenge. Before Gallagher, I completed three separate sales and marketing internships over the past four years. Prior to my studies at UMKC, I was a two-time Dean's List award recipient at a local community college.



Andrew Dix

MAJOR: Environmental and Safety Management
YEAR: Senior
SCHOOL: Pittsburg State University
SPONSOR: Lockton

As an intern, I focused on loss control within the risk control services unit. Upon graduation, I plan on pursuing a career in loss/risk control consulting.



Shannon Griffin

MAJOR: Political Economy
YEAR: Junior
SCHOOL: Princeton University
SPONSOR: AP Intego

I play for the women's ice hockey team, which won the 2019 Ivy League Championship and finished seventh overall in the NCAA standings. I am a member of Kappa Alpha Theta, where I enjoy volunteering at fundraisers for their charity partner, Court Appointed Special Advocates .



Charles Hagen

MAJOR: Organization and Management Studies
YEAR: Senior
SCHOOL: Gettysburg College
SPONSOR: Lockton

I'm involved in a number of leadership roles including football team captain, admissions tour guide, learning group facilitator for the Garthwait Leadership Center, and Community Service Chair for SAE. I'm a member of the Order of Omega Greek Honor Society, and I studied abroad in Rome last year.



Thomas Heath

MAJOR: Business Information Systems
YEAR: Senior
SCHOOL: Mississippi State University
SPONSOR: Lipscomb & Pitts Insurance

I enjoy college football, playing video games, building computers and keeping up with the latest developments in technology. I work as a resident advisor on my college campus because I like being able to share my experiences with others and help them find their path to becoming an adult.





Maddie Hill

MAJOR: Management

YEAR: Senior

SCHOOL: The University of Alabama

SPONSOR: AmWINS Group

I'm an active member of the U. of Alabama Insurance Society and am serving as an executive board member throughout my senior year. I am passionate about the insurance industry and excited to begin my career.



Ariana Holt

MAJOR: Sales & Marketing

YEAR: Senior

SCHOOL: Xavier University of Louisiana

SPONSOR: Arthur J. Gallagher & Co.

My extracurricular activities include membership on the debate team, competing in local and national marketing competitions, and serving as secretary for Enactus, the on-campus entrepreneurship organization.



Arden Hudson

MAJOR: International Business

YEAR: Junior

SCHOOL: Ball State University

SPONSOR: Johnson Kendall & Johnson

I am a member of the Ball State women's varsity gymnastics team.



Steven Lim

MAJOR: Mathematics & Physics

YEAR: Senior

SCHOOL: Texas A&M University-Commerce

SPONSOR: Risk Strategies Company

I love playing sports, playing music and wearing open-toed shoes!



Zachary Luceno

MAJOR: Finance

YEAR: Senior

SCHOOL: East Carolina University

SPONSOR: AmWINS Group

AmWINS taught me so much during my internship and really made me feel as though I was a part of their team and their office family. I can't thank them enough for the support they showed me during my internship.



Ryan Machado

MAJOR: Risk Management and Insurance

YEAR: Senior

SCHOOL: Florida State University

SPONSOR: Brown & Brown

Since my internship, I have accepted a full-time offer at Brown & Brown, where I will work as a full-time commercial insurance broker.

Courtney Janssen

MAJOR: Business Analytics and Information Systems

YEAR: Junior

SCHOOL: University of Iowa

SPONSOR: TrueNorth Companies
Technology is something I am very passionate about.



Jon Jennings

MAJOR: Risk Management and Insurance

YEAR: Senior

SCHOOL: Appalachian State University

SPONSOR: Brown & Brown

I'm from Charlotte, N.C., and I've played on the Appalachian State football team for two years.



Otto Keisker

MAJOR: Risk Management

YEAR: Senior

SCHOOL: Temple University

SPONSOR: Cross Insurance

I'm from Berwick, Maine, and came to Temple in pursuit of my degree in risk management with a focus on employee benefits. I've recently started taking my exams to acquire my CEBS designation, passing GBA I this past summer, and I will be taking RPA I this winter.



Joey Machuga

MAJOR: Mathematics & Risk Management and Insurance

YEAR: Senior

SCHOOL: Ohio Dominican University

SPONSOR: CBIZ Benefits & Insurance Services Division

In addition to The Council Foundation scholarship, I received a Northeast Ohio Chapter of the Risk and Insurance Management Society scholarship. After graduation, I will pursue a career in insurance and risk management.



Megan Mannato

MAJOR: Mathematics

YEAR: Junior

SCHOOL: Arcadia University

SPONSOR: Johnson Kendall & Johnson

I am planning on taking the actuary exams in the very near future.



Madison McKenzie

MAJOR: Professional Selling

YEAR: Junior

SCHOOL: Baylor University

SPONSOR: Marsh & McLennan Agency

I am an active member of Kappa Kappa Gamma, a women's fraternity, Gamma Iota Sigma, a professional risk management fraternity, and Alpha Lambda Delta, an academic fraternity. I currently maintain a 3.95 GPA, and I've been consistently on the Dean's List.



Grace Kenney

MAJOR: Art History

YEAR: Senior

SCHOOL: Trinity College

SPONSOR: AP Intego

I interned for AP Intego, a partner-driven small business insurance company, where I learned a great deal about the multifaceted industry. I'm honored to receive this scholarship and hope to be part of the future of the commercial insurance business.



Buck Krueger

MAJOR: General Management

YEAR: Senior

SCHOOL: University of Wisconsin-Whitewater

SPONSOR: Cottingham & Butler

Through this internship I was offered a full-time position after graduation. I am beyond excited to have been awarded this scholarship and to now start my career with Cottingham & Butler.



Ian Kubbe

MAJOR: Marketing-Sales Management

YEAR: Senior

SCHOOL: University of Northern Iowa

SPONSOR: Cottingham & Butler

I will be graduating this December and taking a full-time position with Cottingham & Butler. I am extremely grateful to The Council Foundation for selecting me as a recipient of this prestigious scholarship. I am excited to start my career in the brokerage industry.



Kristin Miller

MAJOR: Finance

YEAR: Senior

SCHOOL: University of Central Missouri

SPONSOR: Lockton

I'm a member of the finance student organization and Phi Theta Kappa Honor Society. I served as the chief executive officer of the Student Managed Investment Fund this semester. Upon graduation, I'll be joining Lockton as an associate account manager in its training program.



Walter Nystrom

MAJOR: Finance and Banking & Risk Management and Insurance

YEAR: Senior

SCHOOL: Appalachian State University

SPONSOR: AssuredPartners

I have a passion for traveling, skiing and fishing. In my final semesters of school, I look forward to refining my risk management skill set in preparation for pursuing a career in the insurance brokerage world.



Kate Pendergast

MAJOR: Organizational Leadership Management

YEAR: Senior

SCHOOL: University of Arkansas

SPONSOR: Lockton

I serve the College of Business as a peer mentor, am a member of the student executive board, and am a business law and economics tutor. I'm an active leader in my sorority, Kappa Delta. I will continue my work for Lockton prior to graduating this month.



Emily Lahm

MAJOR: Human Development

YEAR: Senior

SCHOOL: Binghamton University

SPONSOR: NFP

I am an ambitious individual who is passionate about and dedicated to my endeavors. I enjoyed learning a great deal about benefits and having the opportunity to shadow during open enrollment meetings.



Ba Lee

MAJOR: Human Resource Management

YEAR: Senior

SCHOOL: University of Wisconsin Milwaukee

SPONSOR: M3 Insurance

I chose to take on the challenge of the M3 internship because I wanted to immerse myself in the insurance industry. My goal is to pursue a career in employee benefits as an account manager after graduation.



Brandon Lee

MAJOR: Business Administration

YEAR: Senior

SCHOOL: University of Southern California

SPONSOR: Alliant Insurance Services

During my internship, I worked closely with clients to perform renewal contract audits and process their insurance certificates, endorsements and invoices.



Erika Perry

MAJOR: Insurance and Risk Management & Financial Services

YEAR: Senior

SCHOOL: Indiana State University

SPONSOR: Arlington/Roe & Co.

Within the College of Business, I am involved in the Networks Professional Development Program and am a member of the recruitment team for the Gongaware scholarship. I am also currently the president of my university's Gamma Iota Sigma chapter.



Josue Piedra-Gomez

MAJOR: Accounting

YEAR: Junior

SCHOOL: Edgewood College

SPONSOR: M3 Insurance

I have been working at M3 for almost two years, and throughout my time, I have gained a better appreciation for the business. Once I graduate next spring, I hope to still be at M3 and pursue a career in insurance and put my hard-earned degree to good use.



Kylie Pottle

DAVE O. FUTURE LEADERS FUND SCHOLARSHIP*

MAJOR: Business and Politics

YEAR: Junior

SCHOOL: Washington and Lee University

SPONSOR: Marsh & McLennan Agency


I am director of operations for VWL's Mock Convention, a tutor and Spanish/English translator, and an active member of the Outing Club. I founded a dairy-free cooking website, where I share recipes and sell merchandise.

* This annual scholarship is permanently endowed.






Kennedy Plowman
MAJOR: Speech Communications
YEAR: Senior
SCHOOL: Iowa State University
SPONSOR: Holmes Murphy & Associates
I enjoy my involvement with the Public Relations Student Society of America serving on the executive team. In my free time, I enjoy playing the piano, singing and helping others.



Jamie Quach
MAJOR: Finance
YEAR: Senior
SCHOOL: University of Texas at Dallas
SPONSOR: Risk Strategies Company
I have a passion for learning about different cultures, and had the opportunity to go to Seoul, South Korea, in the summer of my sophomore year. I now serve as the president of Culture Club, advocating for creating a safe and welcoming place for immigrants and their children.



Gabe Rasmussen
MAJOR: Marketing
YEAR: Senior
SCHOOL: University of Wisconsin-Whitewater
SPONSOR: M3 Insurance
I look forward to pursuing a marketing and sales career in the insurance industry upon graduation.



Carran Smith
MAJOR: Mathematics
YEAR: Junior
SCHOOL: University of New Hampshire
SPONSOR: Cross Insurance
I'm a campus tour guide, a physics learning assistant, and I work at the math help center. Before this internship, I really didn't know much about the world of insurance, but after the 10 weeks I spent learning about it this summer, I found surety to be a great career option.



Jameson Smith
MAJOR: Finance
YEAR: Junior
SCHOOL: University of Utah
SPONSOR: Moreton & Co.
I work part-time as an account administrator for Moreton & Company and I hope to one day become a producer. I am the third generation of my family to work in the insurance industry and I hope to continue the family tradition.

2019 Scholarship Recipients

56 seniors
19 juniors
34 females
41 males

DECLARED MAJORS
Accounting, Actuarial Science, Business Administration, Communications, Computer Science, Economics, Finance, Government, Healthcare Administration, Marketing, Mathematics, Risk Management & Insurance, Sales, Business Marketing

Marissa Richardson
MAJOR: Marketing
YEAR: Senior
SCHOOL: MidAmerica Nazarene University
SPONSOR: Lockton
The professional atmosphere and high quality of work that Lockton does has increased my enthusiasm to enter the insurance industry.



Karson Ringdahl
MAJOR: Finance
YEAR: Senior
SCHOOL: Texas Christian University
SPONSOR: Higginbotham
I am a walk-on wide receiver for the football team and am also a member of the Sigma Phi Epsilon fraternity and Fellowship of Christian Athletes. This past summer was my first exposure to the insurance industry, and I truly enjoyed it.



Meredith Rivera
MAJOR: Finance
YEAR: Senior
SCHOOL: Florida State University
SPONSOR: AssuredPartners
I currently work as a freelance hairstylist, an accounting tutor and an assistant to the dean at my school's College of Business. Following my summer internship with AssuredPartners, I am both excited and eager to make my way into the insurance industry.



Lexie Smith
MAJOR: Marketing & Supply Chain Management
YEAR: Junior
SCHOOL: University of Illinois
SPONSOR: Holmes Murphy & Associates
I am truly thankful for this opportunity and look forward to securing another internship next year. I had many friends from school share their experiences and I can honestly say that none of them compare to mine. The culture was amazing and the people genuinely love their work.




Katie Tragakis
MAJOR: Mathematics
YEAR: Senior
SCHOOL: Florida Southern College
SPONSOR: Baldwin Krystyn Sherman Partners
This internship was my first introduction to the world of insurance, and my great experience has opened me up to the idea of a future career in the field.




Gisel Herrera Trinidad
ASSUREX GLOBAL ASHLOCK SCHOLARSHIP*
MAJOR: Risk Management and Insurance
YEAR: Senior
SCHOOL: Temple University
SPONSOR: RCM&D
I participate in Gamma Iota Sigma. As an aspiring insurance industry professional, I look forward to a career in the property/casualty field due to its dynamic and challenging nature.



* This annual scholarship is permanently endowed.




Cristian Rodriguez
MAJOR: Finance, Accounting
YEAR: Senior
SCHOOL: California State University, Sacramento
SPONSOR: InterWest Insurance Services
I plan on returning to insurance in the future because of the many opportunities within the industry. My internship brought me closer to accomplishing my long-term goal of someday starting a consulting firm, specializing in helping low-income and minority populations with their financial wealth and retirement preparation.



Madelynne Rodriguez
MAJOR: Economics and Marketing
YEAR: Senior
SCHOOL: Coastal Carolina University
SPONSOR: AssuredPartners
During my time in college, I've been committed to promoting women within leadership roles. I've helped organize Women in Philanthropy and Leadership events and have taken a multitude of leadership roles to lead by example. After graduation, I plan to pursue a career in marketing within the insurance industry.



Lieke Rolvers
MAJOR: Risk Management and Insurance
YEAR: Junior
SCHOOL: University of Louisiana at Monroe
SPONSOR: SCU - CRC Group
I'm a student-athlete and represent the ULM water ski team. I aspire to get into the surplus lines industry after graduating from the RMI program.



Sam Unger
MAJOR: Finance
YEAR: Junior
SCHOOL: University of South Florida
SPONSOR: Baldwin Krystyn Sherman Partners
Upon graduation next year, I hope to end up working in New York City and traveling the world after I retire.



Summer Vinson
FRANKLIN WHEELER SCHOLARSHIP*
MAJOR: Risk Management and Insurance
YEAR: Senior
SCHOOL: Florida State University
SPONSOR: Marsh & McLennan Agency
After graduation, I plan on following the commercial producer route. My internship this summer taught me so much about what goes into being a great producer, and I'm excited to take those skills into the real world.

* This annual scholarship is permanently endowed.



Justin Wieder
MAJOR: Financial Analysis and Marketing
YEAR: Senior
SCHOOL: SUNY University at Buffalo
SPONSOR: Cook Maran & Associates
I am the vice president of Alpha Kappa Psi, a co-ed professional business fraternity at my school.

Lauren Ross
MAJOR: Strategic Communication and Spanish
YEAR: Senior
SCHOOL: Miami University
SPONSOR: Holmes Murphy & Associates
I truly enjoyed my internship this past summer and learned a lot about the insurance brokerage business. I am excited to be taking on a full-time position with Holmes Murphy upon my graduation this spring.



Heidi Rubenstein
MAJOR: Community Health
YEAR: Senior
SCHOOL: Tufts University
SPONSOR: Marsh & McLennan Agency
I have a particular interest in employee benefits and look forward to pursuing a career following graduation. In my free time, I play piano and run a club at school that brings student musicians into community venues, such as nursing homes, homeless shelters and hospitals to perform music.




Ryan Schweinberg
MAJOR: Finance & Accounting
YEAR: Junior
SCHOOL: Indiana University
SPONSOR: Assurance Agency
Philanthropy is a big part of my life, as I am an Eagle Scout and director of philanthropy in my professional development organization, Phi Gamma Nu. The act of helping others is the most rewarding experience in life, and I hope to continue this passion throughout my career in insurance.



Harrison Wolf
MAJOR: Risk Management and Insurance
YEAR: Senior
SCHOOL: Temple University
SPONSOR: Brown & Brown
I am a member of Gamma Iota Sigma, the professional fraternity for students majoring in risk management, insurance and actuarial science. After graduation, I hope to work in the insurance industry.



Michael Wommack
MAJOR: Health Services Administration
YEAR: Senior
SCHOOL: University of Central Florida
SPONSOR: Insurance Office of America
I will continue my love of learning by entering the Master of Health Administration graduate program at UCF next spring. I plan on focusing on learning techniques to improve access and quality of care and the overall patient experience within the healthcare sector.



Macie Zurfluh
MAJOR: Business Administration Finance
YEAR: Senior
SCHOOL: St. Norbert College
SPONSOR: M3 Insurance
I am the captain of the women's basketball team.

