



Council Foundation Scholar Spotlight

The next generation of
insurance talent is here.

The Council Foundation awards scholarships to students who have interned at a Council member firm. Upon the conclusion of their internship, students must formally be nominated by the respective brokerages at which they interned, and an independent committee then determines awardees. The ultimate goal is to expose the upcoming young professionals to the industry’s vast opportunities and to keep them in the business—and, ideally, in Council member firms—after graduation.

For more information or to participate in the 2024 scholarship program, contact Katie Consoli at katie.consoli@ciab.com. Learn more at ciab.com/the-council-foundation. edge

2023 Council Foundation Scholars

The following 81 students each received a \$5,000 academic scholarship from The Council Foundation at the beginning of the academic school year.

IMA
Financial Group
Scholar

Esha Abbasi

SCHOOL: CUNY Brooklyn College

YEAR: Senior

MAJOR: Accounting, Business Management and Finance

FIRM INTERNSHIP: Aon

My internship at Aon taught me how important insurance is in protecting people and organizations. My background in accounting has not only facilitated my transition into the insurance industry but has also given me a distinctive viewpoint that significantly enhances the value of the services I offer. For example, my knowledge of financial statements, risk management and the nuances of different financial transactions has enabled me to analyze insurance policies and assess the effects they have on clients' financial positions.



Emily Almazan

SCHOOL: Babson College

YEAR: Junior

MAJOR: Strategy and Consulting

FIRM INTERNSHIP: IMA Financial Group

My summer internship with my firm taught me that insurance is not as black and white as I thought it would be. Insurance takes an army of talented, committed and well rounded individuals to perform amazing impacts all over the world. As a young professional, working for an insurance brokerage has not only led me to succeed within my risk management skills but also taught me how to be an effective team leader.



Jennifer Amarosa

SCHOOL: St. John's University

YEAR: Senior

MAJOR: Economics, MS Risk Management and Risk Analytics

FIRM INTERNSHIP: NFP

I am so grateful for the wonderful summer experience at NFP. This internship gave me the opportunity to expand my knowledge of the risk world as I focused on risk mitigating technologies within the construction sector and worked toward building the foundation of a data architecture for the department. I am most grateful for the amazing teachers and mentors I was surrounded by who have inspired me to further a career within risk.



Ariette Aragón

SCHOOL: St. Mary's University

YEAR: Junior

MAJOR: Finance and Risk Management

FIRM INTERNSHIP: Alliant Insurance Services

As an international student from Nicaragua, I didn't know how the insurance industry operates in the United States. Through my internship, I was able to gain a lot of exposure to the different facets of the industry and the important role it plays in our society. This summer, I was able to engage with successful professionals, acquire a deeper understanding of risk assessment and flourish as a professional and as an individual.



Dawson Balzotti

SCHOOL: Southern Utah University

YEAR: Senior

MAJOR: Accounting

MINOR: Spanish

FIRM INTERNSHIP: The Leavitt Group

My time working at an insurance broker has taught me how important insurance is for our society as a whole and how important it is to be a part of that. I have learned that being able to help people is the main purpose of insurance and the reason it keeps moving forward. Being a long-distance runner has taught me a lot about hard work and having goals.



Joseph Basilio

SCHOOL: Saint Peter's University

YEAR: Senior

MAJOR: Computer Information Systems

FIRM INTERNSHIP: Risk Strategies

My internship experience with my firm has shown me the diverse and intriguing nature of this industry. Working in employee benefits has allowed me to observe and engage in meeting clients' needs positively. With my foundation in information systems, I approached tasks with an analytical perspective, resulting in strategic and thoughtful solutions.



Six of this year's recipients have also been honored as named scholars—scholarships that are administered by The Council Foundation.



2023 Scholarship Program at a Glance

The Council Foundation aims to energize the insurance industry by supporting the future of the brokerage community.

26
juniors

55
seniors

43
female

38
male

25
majors

participating Council member firms in 2023

809

total number of scholars since 2006

\$3.99 million

total amount of awards since 2006



Carson Beane

SCHOOL: Appalachian State University

YEAR: Junior

MAJOR: Banking & Finance/ Risk Management & Insurance

FIRM INTERNSHIP: McGriff Insurance Services

My summer internship with McGriff has taught me the vast career paths available in the insurance industry.

It also showed me the incredible inner workings of the insurance industry. My background from having my own business has forged me into a hard worker dedicated to my own individual craft in any business that I strive to succeed in, along with being forged into a leader among my peers to bring them up with me.



Molly Beasley

SCHOOL: University of North Carolina, Wilmington

YEAR: Junior

MAJOR: Business Finance

FIRM INTERNSHIP: AmRisc

During my internship at AmRisc, I have been able to gain hands-on experience in underwriting, account modeling and volunteer work. I have also developed a keen eye

for detail and am skilled in analyzing data to identify trends and make informed decisions. Through these experiences, I have developed a deep appreciation for learning about the role of insurance in protecting individuals and businesses.

Parker Bell

SCHOOL: University of North Texas

YEAR: Senior

MAJOR: BA in Real Estate

MINOR: Certification in Risk and Insurance

FIRM INTERNSHIP: Higginbotham

My time as an intern at Higginbotham proved to be an enriching experience. I gained insight into how insurance plays a crucial role in supporting the economy, regardless of the country's economic situation. My faith in Jesus's sacrifice and resurrection motivates me to excel in my work and cultivate meaningful relationships with others.



Hrisha Bhatti

SCHOOL: Appalachian State University

YEAR: Junior

MAJOR: Risk Management and Insurance, Finance and Banking

MINOR: Business Analytics

FIRM INTERNSHIP: Amwins

I did not fall into insurance, I chose it. It has been my passion since sixth grade. When I was in high school back in India, a female teacher told me that insurance is not a field for women, but I stuck to my decision. My internship at Amwins did not just teach me about insurance but also contributed to my personal and professional growth. They made my passion a reality.



Peyton Blanco

SCHOOL: Gonzaga University

YEAR: Senior

MAJOR: Economics and Finance

MINOR: Leadership Studies and Film Studies

FIRM INTERNSHIP: Hub International Northwest

Throughout this summer at Hub International's Spokane office, I had the tremendous opportunity to work

with professionals within the industry on a number of invigorating projects relating to commercial lines insurance. In addition to completing two professional insurance designations, I also obtained my WA State Property & Casualty license. During the internship, I found a passion for using financial and data analytics to support clients in their insurance needs.



Benjamin Bryant

SCHOOL: Wartburg College

YEAR: Senior

MAJOR: Business Administration

MINOR: Leadership

FIRM INTERNSHIP: Cottingham and Butler

I gained valuable insights into the world of insurance. By observing the detailed steps that form the foundation of risk management, I

came to truly understand how essential insurance is for keeping individuals and businesses secure. The fast-paced and constantly evolving nature of the industry resonated with my adaptable mindset, honed through my experiences as a college athlete. Just as in sports, teamwork, calculated risks and creative problem-solving emerged as cornerstones of success in the insurance realm..

Assurex/
Robert P. Ashlock
Scholar



Nicholas Bush

SCHOOL: Bryant University

YEAR: Senior

MAJOR: Marketing

MINOR: Sales, Communication

FIRM INTERNSHIP: OneDigital

My internshp with OneDigital helped me gain real-world experience and insights into the insurance world. My background as a business major allowed me to furthur explore

concepts I learned in school and take major steps towards becoming a professional. Overall, I grew both as a person and as a professional, as I learned to to better collaborate and tackle complex challenges.



Sergio Castillo

SCHOOL: University of Southern California

YEAR: Junior

MAJOR: Business Administration

FIRM INTERNSHIP: Alliant Insurance Services Inc.

During my internship in the insurance brokerage industry, I learned the importance of financial security and risk mitigation. The nature of the

insurance industry highlighted how adaptability and problem-solving skills are required to address complex scenarios. Given my background as an athlete and sports enthusiast, I believe I have a dynamic of competitiveness and teamwork. This dynamic is what will push me to continually improve and create a collaborative environment where all expertise is utilized.



Aidan Chane

SCHOOL: University of New Hampshire

YEAR: Junior

MAJOR: Finance and Information Systems Business Analytics

FIRM INTERNSHIP: Borislow Insurance

My internship with my firm taught me about the different aspects of the insurance industry, as well as what skills are important to be

successful in the industry. My background as an athlete had provided me with skills such as time management and teamwork which helped me hit the ground running.

Saw Tar Thar Chit Ba

SCHOOL: Cheyney University

YEAR: Senior

MAJOR: Business Administration

FIRM INTERNSHIP: Aon

Coming from a country where insurance is barely utilized, I had little to no knowledge of insurance, let alone surety. However, my internship with Aon taught me that insurance, especially surety, is a very interesting industry with diverse

aspects that allows you to be creative with the solutions you deliver. Although this summer was the first time I was exposed to the risk management industry, my interest in finance allowed me to thoroughly enjoy the insurance industry and learn a lot about the mechanics of the industry. It was not an easy summer but certainly a summer where I accelerated my personal and professional growth.



Nicholas Chryst

SCHOOL: The University of Toledo

YEAR: Senior

MAJOR: Professional Sales, Marketing

MINOR: English

FIRM INTERNSHIP: Hylant

During my time at Hylant, I've learned the crucial role that insurance plays within society. The more I learned, the more I understood that this is an industry I can see myself succeeding and growing in for years to come. I'm grateful for the guidance of my team and my team leader, Alex Clark. The environment of the cyber insurance industry is one I'm excited to continue navigating and learning about.



Frank Cicala

SCHOOL: Florida Gulf Coast University

YEAR: Senior

MAJOR: Marketing

FIRM INTERNSHIP: JGS Insurance (A Baldwin Risk Partner)

My internship with JGS Insurance (A Baldwin Risk Partner) was truly a blessing. I was able to learn so much about the insurance industry and what our agency does. We help people when they need it the most. That is what I want to do and am glad I found it through this internship experience!



Moris Cruz

SCHOOL: University of Georgia

YEAR: Senior

MAJOR: Risk Management and Insurance

MINOR: Business Analytics

FIRM INTERNSHIP: At-Bay

Being a first-generation student, I have resilience, grit and passion instilled in me. My internship at At-Bay has been life-changing.

Insurance is constantly evolving. Engaging with talented professionals who are willing to teach and mentor has been beneficial. I will continue to practice what I have learned in the summer to expand my knowledge.



Destiney Deschaines

SCHOOL: University of Connecticut

YEAR: Senior

MAJOR: Finance

MINOR: Real Estate

FIRM INTERNSHIP: Cross Insurance

My experience as a risk management trainee with Cross Insurance this summer helped me realize how incredibly vital, complex and intriguing the

insurance industry truly is. My previous experience in real estate has prepared me to work in insurance because the buisness structures are very similar in the sense that both deal with complex and fulfilling relationships between the broker and the client.



Gabriela Dos Santos

SCHOOL: University of Florida

YEAR: Junior

MAJOR: Business Information Systems

MINOR: Economics

FIRM INTERNSHIP: The Flood Insurance Agency

Through my internship at TFIA, I gained valuable insight into the intricate dynamics of the insurance brokerage industry. This included

experience with powerful underwriting tools and familiarity with mail processes. In addition, I developed my collaboration skills while working in the service department and executing policy endorsements. I have also gained a deeper understanding of the industry's instrumental role in risk management and providing financial security.

Major Variety

Of the 81 scholarship winners, just 22 are RMI majors, signaling interest and opportunity across many different disciplines.



Economics & Finance (30)

Risk Management & Insurance (22)



Business (11)



Marketing (7)



Other (11)



Have minors (37)



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



Sarah Darley

SCHOOL: The University of Georgia

YEAR: Senior

MAJOR: Risk Management/Insurance

MINOR: Housing Management and Policy

FIRM INTERNSHIP: Marsh McLennan Agency

Interning with Marsh McLennan Agency this summer has opened my eyes to the many possibilities

that working at an insurance brokerage can offer. We have the rewarding opportunity to build lasting relationships, advocate for our clients and be a crucial part of their business. On top of this transformative experience, my education and passion for helping others have laid the groundwork for my path in insurance, and I hope to make an impact with my career.



Genevieve Definis

SCHOOL: Temple University

YEAR: Junior

MAJOR: Business Management

FIRM INTERNSHIP: Joseph DeFinis Inc./High Street Insurance Partners

This internship has been an amazing opportunity to experience growth and development in sharpening my skills and knowledge in a growing field. This summer has taught

me a variety of necessary steps of how to improve myself personally in career development. My day-to-day job as a waitress has taught me skills in teamwork, multitasking and soft skills regarding communication that translate well into the fast-paced environment of the insurance industry.

Bennett Dirx

SCHOOL: Iowa State University

YEAR: Junior

MAJOR: Marketing

MINOR: Professional Sales (certificate), Leadership Studies (minor)

FIRM INTERNSHIP: Holmes Murphy & Associates

In my second summer with Holmes Murphy & Associates in Waukee, Iowa, I not only began to understand the ins and outs of the industry as a whole, but I also learned what it looks like to truly serve your clients. Producers and servicers at HMA lead daily with humility and selflessness. The mentorship and guidance I have received this summer have been second to none. I truly feel like my future is an investment in the eyes of all I get to work with.



Tyler Donsky

SCHOOL: University of Missouri—St. Louis

YEAR: Senior

MAJOR: Business Administration

MINOR: Finance

FIRM INTERNSHIP: Lockton St. Louis

I first gained experience in the insurance industry last summer working in personal lines where I realized the impact I can have on my community. My time this summer has allowed me to understand the different relationships created and maintained in this industry, be more analytical in my thinking and understand the different risks that can, and will, affect the businesses we serve. I am incredibly fortunate to have gained experience in an industry that plays such a vital role in protecting the livelihoods of so many.



Bryson Echols

SCHOOL: University of Georgia

YEAR: Senior

MAJOR: Risk Management & Insurance

MINOR: Spanish

FIRM INTERNSHIP: Sterling Seacrest Pritchard

My summer internship gave me the opportunity to see firsthand just how important the dynamic is between insurers and their corporate clients.

Insurance is more than contracts, policies and renewals. It is a relationship built on trust that enables a company to hedge their risks and gives them the confidence to go out and conquer the world. With my background in customer service, I was particularly adept at building these personal relationships and keeping the human connection.



Julia Englert

SCHOOL: The Catholic University of America

YEAR: Senior

MAJOR: International Business, Sales

FIRM INTERNSHIP: CBIZ

My internship with CBIZ has helped me realize the value the insurance industry has and how exciting it can be. I have gained so much incredible knowledge in this short time and have grown both

professionally and personally from this experience. In my education, I have always been fascinated by what roles I can take on that allow me to be creative with solutions, take risks and help others. This experience has not only showed me a multitude of opportunities within insurance where I can do this but has also helped prepare me for the possibility of doing this as a full-time career.



Raina Feanny

SCHOOL: University of Georgia

YEAR: Senior

MAJOR: Risk Management and Insurance

MINOR: Emphasis in Analytics and Legal Studies Certificate

FIRM INTERNSHIP: CAC Specialty

This summer with CAC Specialty has been an absolute blast, being able to learn from so many

hard-working and intelligent people in the insurance industry. Especially as a risk management and insurance major pursuing a legal studies certificate, being able to connect with the professionals at CAC inspired me to further my career in insurance!



Celina Feldhake

SCHOOL: Loras College

YEAR: Senior

MAJOR: Mathematics

MINOR: Catholic Studies

FIRM INTERNSHIP: Cottingham & Butler

Receiving this scholarship shows me how impactful and meaningful my contributions have been towards my team. I have learned

from the exceptional people within Cottingham & Butler that success is not only defined by working hard but by building trust and relationships in every aspect. As I further my career path within insurance, I will use the skills I have learned thus far to continue to expand my knowledge further than what I can imagine.



Joshua Frazier

SCHOOL: Washington State University

YEAR: Junior

MAJOR: International Business & Marketing

MINOR: Spanish

FIRM INTERNSHIP: Hub International

My internship with Hub International taught me the importance of meaningful connections and making a lasting difference in the world

through the insurance industry. Through my past employment as an entrepreneur I knew that hard work, determination and positivity were the core principles I needed to become a successful intern at Hub. The friendships and connections I made throughout this summer will truly last a lifetime, in and out of the office.

Joseph Galati

SCHOOL: University of Dayton

YEAR: Senior

MAJOR: Finance

MINOR: Marketing

FIRM INTERNSHIP: Oswald Companies

My internship with Oswald Companies taught me how relevant and necessary the insurance industry is. Oswald helped me understand how each business

unit works together to solve the uncertainty that so many individuals and business owners face. My prior internships and business courses have guided me in my insurance industry internship. I understand how important it is to be able to adapt, manage risk, and identify priorities.



Kimberly Goddard

SCHOOL: Husson University

YEAR: Senior

MAJOR: Business Administration

MINOR: Coaching

FIRM INTERNSHIP: Cross Insurance

My internship with Cross Insurance taught me about all different lines of insurance and also all other departments that allow the company to work so smoothly.

Throughout my 10 weeks I learned how every day is different in insurance and how it's always changing. As a college athlete, I felt my background had prepared me well to jump right into this internship not knowing a lot about insurance. You must be able to learn quickly, be a problem solver, work in teams and have a good work ethic.



Ariana Gonzales

SCHOOL: California State University, Fullerton

YEAR: Junior

MAJOR: Business Administration w/ concentration in Human Resource Management

FIRM INTERNSHIP: Heffernan

During my internship at Heffernan, I have gained useful insights on the complexity of the insurance industry.

Through hands-on experiences and collaborative projects, I have developed a deep understanding of various insurance products, risk assessment methodologies and client relationship management. This internship has broadened my knowledge and instilled in me a strong appreciation for the role insurance plays in protecting individuals and businesses.



Tom Motamed Scholar



John Green

SCHOOL: Stephen F. Austin University

YEAR: Senior

MAJOR: Finance

FIRM INTERNSHIP: Cadence Insurance

During this summer, my internship showed me how important insurance really is. Insurance is needed by everyone and will continue to grow. I was fortunate enough to deal with customers to try

to build healthier relationships for the company. Growing up with my dad and his parents, all of whom work in the insurance industry, has sculpted me into a person who always works hard to please others, has a lot of ambition and will not let one failure get in the way of my success.



William Grimes

SCHOOL: Texas Tech University

YEAR: Senior

MAJOR: Finance

FIRM INTERNSHIP: Lockton Companies

As a finance major, I didn't know what industry I wanted to pursue coming out of college until I took a chance and interned at an insurance broker. I learned that the insurance

industry combined client service, relationship building and complex problem solving. These are all areas that I personally wanted to work in and improve on. I found that working closely with clients every day to make their business better both motivates and excites me.



Valentina Hall

SCHOOL: University of Arkansas

YEAR: Senior

MAJOR: International Business

FIRM INTERNSHIP: Lockton Dunning Benefits

My internship at Lockton Dunning was nothing short of amazing! I was not only able to learn so much about the industry, but I also made lasting friendships and was able to

be a part of Lockton's unique culture. I truly appreciated my experience so much, and I will forever cherish the memories that I made with the company, my team, and the fellow interns.

Pierce Helou**SCHOOL:** University of Georgia**YEAR:** Junior**MAJOR:** Risk Management and Insurance**FIRM INTERNSHIP:** CBIZ

My internship with CBIZ gave me an amazing opportunity to look firsthand at the internal operations of an insurance company. I gained a new perspective on how important and transformative insurance is for people worldwide. My background helped me develop strong strengths in customer service. I knew that, regardless of what the outcomes were, staying persistent and determined would lead to my ultimate goals.

**Hayden Hinkle****SCHOOL:** California State University Fullerton**YEAR:** Junior**MAJOR:** Business Administration with a Concentration in Finance**FIRM INTERNSHIP:** InterWest Insurance Services

My internship at InterWest was an enriching experience that offered valuable insights. It allowed me to gain firsthand exposure to various departments in the insurance world and their potential career paths. My personal interests include outdoor activities such as golfing, pickleball and hiking. I want to extend my heartfelt gratitude towards The Council Foundation for selecting me for this scholarship award, which has truly been an honor.

**Kaia Hull****SCHOOL:** St. Norbert College**YEAR:** Senior**MAJOR:** Economics and Business Administration with Finance Concentration**FIRM INTERNSHIP:** M3 Insurance

I wanted to try a new industry to learn from this summer, and insurance was the perfect choice. My internship allowed me the opportunity to learn not only about the insurance industry but also about the financial industry. This experience helped me challenge my skills to grow as a young professional.

**Savannah Jackson****SCHOOL:** Florida State University**YEAR:** Senior**MAJOR:** Risk Management and Insurance**FIRM INTERNSHIP:** Amwins

My summer internship experience was unmatched. I moved from Atlanta to Chicago for my internship, and I not only grew as an insurance professional but

as a person. I developed a deep understanding of the niche casualty insurance industry and formed important relationships with industry professionals. My internship clarified my career path, and I am looking forward to my future in the insurance industry!

**Sylvia Johns****SCHOOL:** Washington State University**YEAR:** Senior**MAJOR:** Finance**FIRM INTERNSHIP:** Marsh McLennan Agency

I chose to come back for a second internship with Marsh McLennan Agency because I loved my colleagues and the work culture. Insurance wasn't my first choice

of industry when I first started last summer, but that changed this year. It's truly been such a pleasure supporting the sales personnel in my department and seeing how all the moving parts come together to create something meaningful for our clients. My experience has led me to believe that a career in insurance sales is the right fit for me.

**Annabelle Karpman****SCHOOL:** University of California Los Angeles**YEAR:** Junior**MAJOR:** Public Affairs**MINOR:** Film, Television, and Digital Media**FIRM INTERNSHIP:** Higginbotham

Working in the community relations department deepened my understanding of the industry's

foundation of trust and relationships. Through involvement with various student organizations at UCLA, I developed communication skills that are pivotal in this trust-driven field. Empowered by this experience and a resourceful mindset, I am confident in my ability to navigate challenges and leave a lasting impact in this constantly evolving industry.

**Jacob King****SCHOOL:** University of Central Missouri**YEAR:** Senior**MAJOR:** Economics**FIRM INTERNSHIP:** AssuredPartners

I started interning for AssuredPartners in 2022 on the Corporate Employee Benefits team. Having served a short amount of time in the Air Force, I quickly found my passion in data through analyzing aircraft trends while managing various information systems and a small team. Continuing my internship this year, I have been able to advance my knowledge of sorting and visualizing data while continuing my passion for working within this field.

**Marwan Kiswani****SCHOOL:** University of Massachusetts Amherst**YEAR:** Junior**MAJOR:** Philosophy, Economics**MINOR:** Chinese, Arabic**FIRM INTERNSHIP:** Risk Strategies

My internship experience taught me that successful insurance brokerages invest in relationships to remain growth-centric and develop long-term clients. As a first-generation American and college student I too keep my aspirations high, always striving to make the most out of every opportunity presented.

**Tre Laforce****SCHOOL:** Brooklyn College**YEAR:** Junior**MAJOR:** Finance**FIRM INTERNSHIP:** Aon

Coming from a small Caribbean island where information about the insurance industry is not widely known, it was great to experience the other side. The insurance industry has many working parts and it fascinates me how it all comes together. There was never a dull moment in my internship, as I was always excited to learn about a new policy and the extensive due diligence and valuations which go into it. Corporate strategy is definitely a great role, as you get to see a company from the outside and make meaningful decisions.



Assurex/
Robert P. Ashlock
Scholar

Kerri Ann Lawson

SCHOOL: University of Georgia

YEAR: Junior

MAJOR: Finance & Risk Management/Insurance

FIRM INTERNSHIP: Sterling Seacrest Pritchard

The most significant concept that my internship encouraged me to grasp is that each and every client is different and requires a variation of service. No two accounts are the same, requiring adaptability for those in the insurance industry. My drive to learn was enhanced tremendously as I assisted in various service activities in such a hard and ever-changing market.



Hayley Lazo

SCHOOL: Rollins College

YEAR: Senior

MAJOR: Strategic Communication

FIRM INTERNSHIP: Brown & Brown of Daytona

My internship with Brown & Brown has confirmed my passion for insurance. I have been able to retain an immense amount of knowledge from my fellow peers, and they were always providing opportunities to learn. I am eager to finish this last year of school and soon find my place at Brown & Brown of Daytona Beach. Thank you to The Council for such an amazing opportunity.



David Lee

SCHOOL: Mississippi State University

YEAR: Senior

MAJOR: Supply Chain Logistics

MINOR: Risk Management and Insurance

FIRM INTERNSHIP: Cadence Insurance

While I did learn many new things about the insurance industry, I also learned more about day-to-day office life, working with a team, and time management. As college students, we learn information about the industry we choose to go into, but without an internship like mine here at Cadence, students will have to wait until their first day on the job to get comfortable in the office environment, and that is oftentimes overwhelming. I will be forever grateful to everyone I had the pleasure of working alongside this summer.



Christian Lenon

SCHOOL: The University of Olivet

YEAR: Senior

MAJOR: Insurance and Risk Management

FIRM INTERNSHIP: CRC Group

My internship with CRC Group gave me a look into the wholesale side of the industry. It showed me how involved the industry is and how fun it can be. My background as a

collegiate wrestler has prepared me for the fast-paced environment that takes place in this industry. I have learned to embrace the grind and love to do hard things.



Luis Lewis

SCHOOL: Saint Joseph's University

YEAR: Senior

MAJOR: Risk Management & Insurance

MINOR: Finance and Family Business & Entrepreneurship

FIRM INTERNSHIP: Johnson Kendall Johnson

I was born in Panama, a country rich in culture and diversity, but

unfortunately also serving as home to numerous low-income communities. This contrast has deepened my appreciation for the crucial role that insurance plays in providing a safety net for these vulnerable populations. Through a transformative summer experience in the insurance brokerage industry, I witnessed firsthand how insurance can act as a pillar of support.



Olivia Maggiore

SCHOOL: Florida State University

YEAR: Senior

MAJOR: Risk Management and Insurance, Business Management

FIRM INTERNSHIP: Brown & Brown Insurance

My sales internship at Brown & Brown taught me the daily operations and role a brokerage has in the insurance industry. I learned the importance

of being meticulous and organized in this fast-paced career. I thoroughly enjoyed the engaging and lively environment that the brokerage held. It challenged me to work hard and stay diligent throughout the summer.

Marcela Mantilla

SCHOOL: University of Southern California

YEAR: Senior

MAJOR: Industrial and Systems Engineering

MINOR: Focus in Operations Research

FIRM INTERNSHIP: Amwins

During my time interning at Amwins, I learned how vital it is to build and maintain strong relationships in the insurance industry. I also picked up skills in working with a team to find creative solutions for complex problems. My engineering background has prepared me for a role in insurance because it has taught me to think creatively, consider problems from different angles, and come up with innovative solutions.



Mackenna Matson

SCHOOL: University of Iowa

YEAR: Senior

MAJOR: Finance

FIRM INTERNSHIP: TrueNorth Companies

My internship at TrueNorth Companies taught me more than I could have ever imagined about insurance. In this industry, there are a vast amount of opportunities and a perfect job for any personality. By acquiring skills like growth mindedness, professionalism, and communication during my internship, I am completely prepared to join the workforce next spring!



Matthew McCullough

SCHOOL: University of Colorado, Boulder

YEAR: Senior

MAJOR: Finance, Real Estate

MINOR: Political Science

FIRM INTERNSHIP: Berrian Insurance Group (member agency of Leavitt Group)

My internship with Berrian Insurance Group has been an incredible learning experience in the world of commercial insurance. I have found great fulfillment in protecting clients through risk advisory while also developing meaningful relations with industry professionals. My college experiences in leadership and political advocacy have prepared me to serve a client or community to ensure their continued protection and success.





Hackler Mills

SCHOOL: Harding University

YEAR: Senior

MAJOR: Accounting

FIRM INTERNSHIP: Aon

My internship this summer gave me a deeper understanding of the insurance industry. I learned that there is so much more to insurance than just writing and selling a policy. The internship program was a

wonderful opportunity to combine the skills that I have acquired in college with real-world applications of teamwork and client service.



Sh'bria Newsome

SCHOOL: Florida Agricultural & Mechanical University

YEAR: Senior

MAJOR: Healthcare Management

FIRM INTERNSHIP: Aon

My internship with Aon taught me how important insurance is and how it makes the world go round. Soaking in all the new information I was learning was very exciting. This

was my first time being in the insurance world and I was happy to help and be a part of the team. The insurance industry can be challenging, but my background being a college student has prepared me to overcome any challenge faced.



Justin Oddo

SCHOOL: Florida State University

YEAR: Senior

MAJOR: Economics

MINOR: Entrepreneurship

FIRM INTERNSHIP: Brown & Brown

My Internship with Brown & Brown has opened my eyes to the insurance industry. It is a collaborative environment that allows for a relationship to blossom between

clients and teammates. Brown & Brown has an extremely competitive yet supportive culture that breeds success, and I look forward to furthering my career with them. The production route is no easy task, but with the right resources and team to support you, that makes all the difference.

Karleigh Osborn

SCHOOL: University of Notre Dame

YEAR: Junior

MAJOR: Finance

MINOR: Real Estate

FIRM INTERNSHIP: Holmes Murphy and Associates

Interning under the chief strategic investments officer, Quin Leith, at Holmes Murphy this summer was an invaluable experience. I learned

a lot about the company's acquisition strategy and the value they place on alignment with their offices across the nation and those they look to bring under the Holmes Murphy umbrella. I am so thankful I got to experience the culture of the largest, most dynamic privately held firm in the industry and see all that they have to offer to their employees.



Michael Randazzo

SCHOOL: St. Johns University

YEAR: Junior

MAJOR: Risk Management and Insurance

FIRM INTERNSHIP: Alliant Insurance Services

Within Alliant's Construction Services Group, I actively participated in claim reviews alongside industry experts, experienced on-site loss control visits,

and seamlessly collaborated with multifaceted teams in sales, marketing and underwriting to support submissions and renewals. With my background in construction and a profound affinity for both construction and insurance, this transformative experience solidified my commitment to a future within this dynamic industry.



Chet Redstone

SCHOOL: Kansas State University

YEAR: Senior

MAJOR: Finance

MINOR: Personal Financial Planning; Insurance

FIRM INTERNSHIP: AssuredPartners

My continued internship with AssuredPartners has been an impactful and formative experience.

I've learned that there is a place for any skill set within the insurance industry for anyone willing to put the effort into learning. My internship has challenged my knowledge and accelerated my growth in insurance and my professional career.



Clayton Reimers

SCHOOL: University of Georgia

YEAR: Junior

MAJOR: Risk Management and Insurance

FIRM INTERNSHIP: BKCW Insurance

My internship allowed me to take a deeper dive into the insurance industry and build upon the foundation of my insurance knowledge. My background as a high

school multi-sport athlete has helped me be able to learn new information quickly and then be able to perform at a high level. This summer at my internship I had the opportunity to take in so much new information and learn about many different teams in the firm I worked for. I was then able to do my best work on whatever task I was handed from whatever team.



Marek Rex

SCHOOL: University of Sioux Falls

YEAR: Senior

MAJOR: Computer Information Systems and Business Administration

FIRM INTERNSHIP: IMA Financial Group

This journey has cultivated my readiness to make a meaningful impact in this dynamic field. Collaborating with seasoned professionals, I navigated the

complexities of client relationships, learned to effectively communicate tailored solutions, and witnessed firsthand how innovation drives positive change in risk mitigation strategies. This experience has not only solidified my commitment to the industry but has also enriched my understanding of the vital role insurance plays in fostering stability and resilience.



Marin Rhodes

SCHOOL: The University of Central Oklahoma

YEAR: Senior

MAJOR: Insurance and Risk Management and Actuarial Science

FIRM INTERNSHIP: Burns & Wilcox

My internship has taught me that a career in insurance is valuable, relationship-driven and fast-paced. I have enjoyed learning about the

E&S side of insurance because every day is different. My background as a leader for Gamma Iota Sigma and as a college athlete has prepared me for overcoming challenges, working with people and working hard in the industry.



Jagr Rineart

SCHOOL: University of Vermont
YEAR: Senior
MAJOR: Business Administration
MINOR: Sports Management
FIRM INTERNSHIP: NFP

Looking forward, my passion for the insurance industry continues to grow and evolve. I am driven by an unwavering commitment to making a positive impact on individuals and

businesses alike. I am inspired by the prospect of leveraging my skills and knowledge from my internship with NFP to develop innovative solutions and contribute to risk management practices.



Connor Roth

SCHOOL: Florida State University
YEAR: Senior
MAJOR: Risk Management and Insurance
FIRM INTERNSHIP: Baldwin Risk Partners/BKS Partners

During my summer internship in the insurance brokerage industry, I gained valuable insights into the dynamic world of insurance and

risk management. Collaborating with seasoned professionals, I honed my understanding of diverse insurance products and client engagement strategies. Through hands-on tasks and exposure to real-world scenarios, I developed a strong grasp of how to assess clients' needs, tailor insurance solutions and provide comprehensive advice.



Rose Rybak

SCHOOL: Temple University
YEAR: Senior
MAJOR: Risk Management and Insurance
FIRM INTERNSHIP: MMA East

My internship with my firm has taught me about the BIG world of insurance that provides endless opportunities. With a large majority of my family involved in the industry

I was heavily influenced and don't regret my decision to work at MMA East this summer. This summer, I encountered numerous growth opportunities, put my knowledge and skills into practice, learned the importance of good communication and taking both positive and negative feedback, all while having fun with my colleagues.

Dave Oberkircher Scholar

Jenna Samad

SCHOOL: Illinois State University
YEAR: Senior
MAJOR: Business Management
FIRM INTERNSHIP: Hub International

This summer, I had the opportunity to intern at Hub International, where I was able to fully immerse myself in the insurance brokerage industry. Over the course of the past 10 weeks, I expanded my understanding of the industry and found it much more captivating than I had envisioned. Growing up in a single-parent household, I've witnessed firsthand the hard work that underlies success. This experience not only provided me with valuable insights into the insurance world but also acknowledged my belief in the power of hard work and dedication.



Spencer Seigworth

SCHOOL: Butler University
YEAR: Junior
MAJOR: (1) Risk Management and Insurance and (2) Finance
FIRM INTERNSHIP: MJ Insurance

My internship at MJ Insurance has taught me that the insurance brokerage industry plays a vital role in ensuring the success of businesses and organizations worldwide. This industry provides the security needed for thousands of companies to grow and reach their goals. My experience as a college athlete helped prepare me to work in this industry by teaching me the importance of goal setting, teamwork and adaptability in an ever-changing environment.



Nina Singer

SCHOOL: Bryant University
YEAR: Senior
MAJOR: Finance
MINOR: Psychology
FIRM INTERNSHIP: OneDigital

My internship has taught me skills that I will use for the rest of my work career, both within the insurance industry and without. With little background knowledge of what the insurance industry entailed, I have learned so much about the importance of relationships and of understanding how important it is to trust those you work with over this past summer. I am excited to use these skills that I have gained in my future.



Matthew Starkey

SCHOOL: Florida State University
YEAR: Senior
MAJOR: RMI and Professional Sales
FIRM INTERNSHIP: BKS Partners/Baldwin Risk Partners

Over the last year since I dove into my major, I have begun to fall in love with insurance and enjoyed seeing the real-world operation of a brokerage. One of the most

interesting things to me was seeing how each broker specializes and adapts in the hard property market, finding creative solutions for clients. My internship experience has shown me that I chose the correct professional path and I have a lot to look forward to following graduation.



Alyssa Teresi

SCHOOL: Elon University
YEAR: Senior
MAJOR: Marketing
MINOR: Professional Sales
FIRM INTERNSHIP: NFP

My internship at NFP in benefits insurance had a profoundly positive impact on me. It provided me with hands-on experience in navigating the complex world of insurance,

honing my analytical skills as I evaluated various benefit plans and options. Working alongside industry experts and collaborating with clients allowed me to develop strong interpersonal and communication skills, making me more confident in my ability to provide valuable solutions in the insurance field.



Luke Thompson

SCHOOL: Brigham Young University
YEAR: Junior
MAJOR: Finance
FIRM INTERNSHIP: Hylant

My internship hit the ground running as I was quickly exposed to the nuances of executive risk. My background in football, baseball and tennis prepared me for a career in the insurance industry as I know

what it means to be a constant learner. Jumping into a career in insurance can be intimidating, but being a constant learner has paid dividends throughout this summer.

Charlie Vandermillen**SCHOOL:** Saint Norbert College**YEAR:** Senior**MAJOR:** Business Administration**MINOR:** Economics**FIRM INTERNSHIP:** Cottingham & Butler

My internship did an amazing job at showing me what the insurance industry was really like. Being in a supportive, high-energy environment really allowed me to get firsthand experience. Because of my team, co-workers and supervisors, I now know what it really takes to succeed.

**Kate Vogel****SCHOOL:** University of Toronto**YEAR:** Senior**MAJOR:** Health Studies & Ethics, Society and Law**FIRM INTERNSHIP:** The Partners Group

Entering my internship at The Partners Group, I had a loose idea of what to expect. I knew I would be working on health promotional content for clients, analyzing healthcare and employee benefits data and gaining a general sense of what working in the insurance industry means, but this internship has taught me so much more than I could have anticipated. I have met people who are truly inspiring and gotten to collaborate with a diverse range of people from different entities who have helped me expand my skill set in so many ways.

**Jayson Wagler****SCHOOL:** Indiana State University**YEAR:** Junior**MAJOR:** Insurance and Risk Management**FIRM INTERNSHIP:** Arlington/Roe

This summer I was given a project to come up with ideas on how to improve the renewal process. I came up with three proposals. From there I presented the ideas to the executive team and worked with IT to implement these proposals.

Franklin
Wheeler
Scholar**Makenzie Waldrop****SCHOOL:** Florida State University**YEAR:** Senior**MAJOR:** Professional Sales**FIRM INTERNSHIP:** Marsh McLennan Agency

As a professional sales major, I knew I wanted my career to involve building relationships and meeting new people. My internship has shown me that a career in

insurance means constantly learning and growing, while placing a focus on strengthening relationships. Also, I had the opportunity to learn about all of the different avenues of insurance, which made me realize how large and crucial the insurance industry is.

**Delaney Weddle****SCHOOL:** Purdue University**YEAR:** Senior**MAJOR:** Marketing**MINOR:** Innovation Management and Entrepreneurship**FIRM INTERNSHIP:** Lockton

After working at Lockton this past summer, on the people solutions teams, I became more curious and open-minded about how a brokerage

firm like Lockton impacts the lives of hundreds of thousands of employees and helps employers save money. I discovered that I love finding ways to help businesses and their employees thrive. It is immensely fulfilling to help companies express to their teams that they truly care about the health of their employees and their families.

**Hannah Weiss****SCHOOL:** University of Oklahoma**YEAR:** Senior**MAJOR:** Business Management**MINOR:** Healthcare Business**FIRM INTERNSHIP:** The Plexus Groupe

Approaching my summer internship at The Plexus Groupe, I didn't have much prior understanding of the industry. Looking back, I'm overwhelmed with gratitude for the

multitude of opportunities and enriching experiences that Plexus Groupe generously offered me over the summer months. The insights gained have not only deepened my understanding but have also illuminated a potential path for my future career in this industry. I am so thankful for the incredible journey I've had.

Rachel Weiss**SCHOOL:** University of Maryland**YEAR:** Senior**MAJOR:** Finance & Operations Management-Business Analytics**FIRM INTERNSHIP:** NFP

My summer internship experience with my firm was nothing short of amazing. It offered me a chance to explore my passions, develop transferrable skills and forge lasting connections in a dynamic and innovative environment. I found that, with the ever-changing insurance industry, my skills and desire for learning fit right in. I am filled with gratitude for the opportunities I was given and the knowledge I gained. The skills I acquired, the relationships I formed and the memories I created will undoubtedly influence me for years to come.

**Brynn Winemiller****SCHOOL:** West Chester University**YEAR:** Junior**MAJOR:** Business Management**MINOR:** Business Analytics & Finance**FIRM INTERNSHIP:** Glatfelters Insurance Group

My internship not only taught me a wealth of knowledge on the insurance industry but exhibited the importance of doing good. Glatfelter protects and serves those who protect and serve us by being in the business of paying claims. I had the privilege to experience working for a company that cares about their employees just as much as they care about their clients.

**Daniel Zhang****SCHOOL:** Yale University**YEAR:** Junior**MAJOR:** Applied Math**FIRM INTERNSHIP:** AssuredPartners

My internship with AssuredPartners helped expose me to the insurance industry. It challenged me to adapt to new situations and think critically. My experience demonstrated the importance of mitigating risk for individuals and businesses around the world.

