

Risk Management Advisory Board Meeting Minutes

October 16, 2018 2 to 4:30

Attendees: Dr. Psihountas, Bill Van Glabek, Leroy Bugger, Scott Newman, Dan Dannenhauer, Gray Davis, Ray Hair, Robert Ryan, John Gardner

Absent(unable to attend): Kathleen Craig, Dave Newell, Jim Nolan

Minutes taken by: Judy Dantes

Discussion of new program and recent changes determined

- After researching other schools programs it was decided that the program needed to be modified
- Students can now complete in 60 hours with AS Business Management degree with risk management track
 - Also receive college credit certificate
- Now competitive with other schools currently offering the program

Show and discuss marketing ideas

- Banner ad created for FSW home page
 - Waiting on Web development to put ad in place
 - Second page that gives details of program with link to e-mail Judy Dantes for additional info or to apply
- Meeting scheduled with all campus advising to share program info
 - Suggest the program to undecided incoming students
 - Bring a board member or 2 to speak at advisors meeting

Discuss upcoming 10/31 FAIA Event on campus

- Hoping to schedule a time for interested students to come to a portion of the event to get information on the industry and program
- Waiting on details from Dave Newell
 - Update: FAIA Ft Myers Town Hall Meeting
 - Wed October 31, 2018 1pm to 6 pm
 - 2 classes held from 1-3 & 3-4
 - Reception and town hall meeting from 4 to 6

Discuss mentorships, scholarships, internships

- Make internships part of the process
 - Elective credits can be met by internship
- For credit only internships
 - Limited possibilities for paid internships
- Mentorship/internship
 - Will that fit into internship for credit criteria

- Learning objectives must be established

Courses underway

- RMI2110 Personal Insurance launching in Spring 2019
- RMI2212 Personal Business & Property Insurance starting summer 2019
- RMI2662 Intro to Risk Management & Insurance starts Fall 2019
- Minimum class size per college is 12
 - Will initially run with fewer to get program off the ground
- Connect via polycom to attract students from the other campuses that may not want to drive to Lee
- New RMI classes offered as evening classes
 - Why? Non-traditional student
 - Online/blended classes
- Guest speakers
 - Email blast to advisory group for guest speakers based on particular topic
 - Get students excited about industry
 - Other aspects besides money
 - Community service
- A suggestion for at least one class be a mandatory online class was made
 - Agents need to be comfortable with heavy computer use

Board service agreement

- Advisory board agreement was reviewed
- There were no comments, discussion or disagreements

Other recruitment ideas (news story)

- Board members can reach out to their own networks to spread the word and bring additional students in
- Horizon council?
- General insurance companies
 - Can't afford licenses?
- Recruit from high schools
 - Get program info to guidance counselors
- Veterans groups
- Hispanic chamber of commerce
 - Spanish speaking agents desperately needed
 - Potentially could make more money
- Invite students in program/prospective students to program to "speed dating" type interview process
 - Spend 5 to 10 minutes with members of advisory board
 - Gives students practice before they hit the job market

- Gives board members a chance to pre-screen potential candidates for internships, mentorships, jobs
- Board members with contacts in local media asked to reach out to suggest a news story to promote new program

Other

- FAIA provided \$5000 to each school to use as they see fit to promote the program
- Dr. Psihountas would like to use the money to provide small scholarships to students who sign up for the program
 - \$200 scholarship will partially pay for 1st class
- Is there other money out there? Other suggestions were asked for
- Guarantee an interview/job after finish program by members of advisory board
 - Exclusive for advisory board
 - Within a specified time-frame

D. Psihountas will meet with three board members who were unable to attend in November to update.

Next board meeting in spring 2019