

## Risk Management Advisory Board Meeting

March 13, 2019 3pm

In attendance: Dave Newell, FAIA; Bill Van Glabek, FSW; Gray Davis, McGriff; Kathleen Craig, Tower Hill Insurance; Jimmy Nolan, Nolan Family Insurance; Robert Ryan, Gallagher Insurance; Scott Newman, Gallagher Insurance; Dan Danenhauer, Five County Insurance; John Gardner, Lee County Insurance; Jennifer Patterson, FSW; Jennifer Baker, FSW; Debbie Psihountas, FSW, Judy Dantes, FSW

### **Welcome and Re-Introductions:**

Several members were absent from the meeting in October due to Hurricane Michael and so introductions were made of all present. Dr. Psihountas thanked everyone for their interest and attendance.

### **Updates since last meeting**

The first class had 7 students enroll. The next class, RMI2212 will be offered in the summer. The classes can be taken in no particular order so additional students besides the original 7 can sign up for the summer class. In the fall, the third class, RMI2662 will be offered as well as the first class RMI2110.

The \$5000 gift from FAIA in support of the program is being used to provide a stipend to every student that completes the first course with a C or better. \$100 is automatically added to that students' account.

### **Marketing, Sponsorship, Mentorship, Internship**

FAIA is starting to produce videos of students in the program to use as promotional materials to build interest. Possibly come to FSW in April to film some of our student testimonials.

Another way to promote the program could be to have industry professionals visit the Cornerstone classes to sell the program.

When talking about the program, it was suggested that we lead with the word "insurance" instead of "risk management" to give a clearer picture of what the program is.

FAIA using hashtags in social media posts about the program. #InsureYourFuture and #CareerWithPurpose

Information about the risk program is listed with local Career Source. Displaced workers will be given info about program and the opportunities it offers.

The age minimum for insurance licenses is 18 not the 21 that was presumed. With this lower age minimum, the Collegiate H.S students that are dual enrolled can be targeted as potential students.

### **Open Discussion and Q & A**

There was discussion regarding which program the Risk Management program must be tied to. Currently, the impression was that the 3 risk classes must be taken as part of the AS Business Administration and Management degree program. Dave Newell said that was incorrect. As long as the 3 risk classes were taken with a degree, any degree, the student would be approved for the licenses from the state. Clarification on this point is needed. If it can be with any degree, the marketing strategy can target many more current and future students and will increase enrollment in the courses.

Dr. Psihountas would like to set up a speaker series and have leaders in community give talks to our students.

It was suggested to have some type of meeting between faculty and advisors and representatives from the FAIA to give information on the industry and what career opportunities are available.

The insurance industry is more than just sales. There are many other fields in the industry such as Accounting, IT and Programming, as well as statistical type careers.

Goal is for insurance industry be in the "top 5 conversation" that advisors have with students.

Potential road trip for interested students to the FAIA convention in Orlando June 19-21. Students can meet industry people and see what kinds of things go on at convention. The president of Safeco will be keynote speaker. Students would come up on Friday to spend the day. FAIA has the potential to help cover the cost of the trip.

Dr. Psihountas publishes a newsletter each month for all students in SOBT. Any jobs or internships can be listed in the newsletter. Want to feature student success stories.

USF is starting a 4-year RMI program. Florida state already has a 4-year program.

Additional instructors are being sought. As the program expands, there will be a need for more instructors. Potentials must have a master's degree in Actuarial Science or Accounting or potentially a Master's degree in any other subject as well as work experience.

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