

ATTRACTING THE NEXT GENERATION TO INSURANCE INDUSTRY

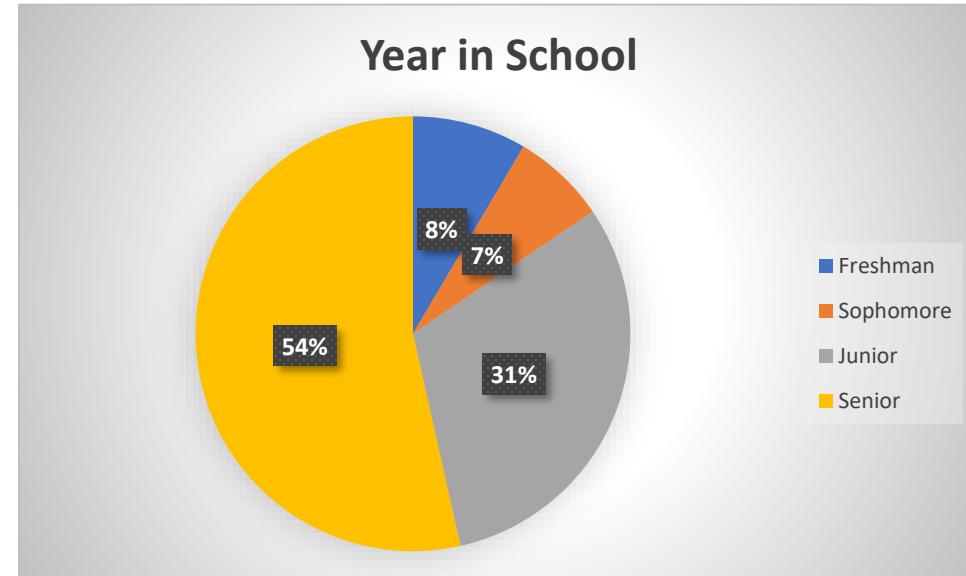
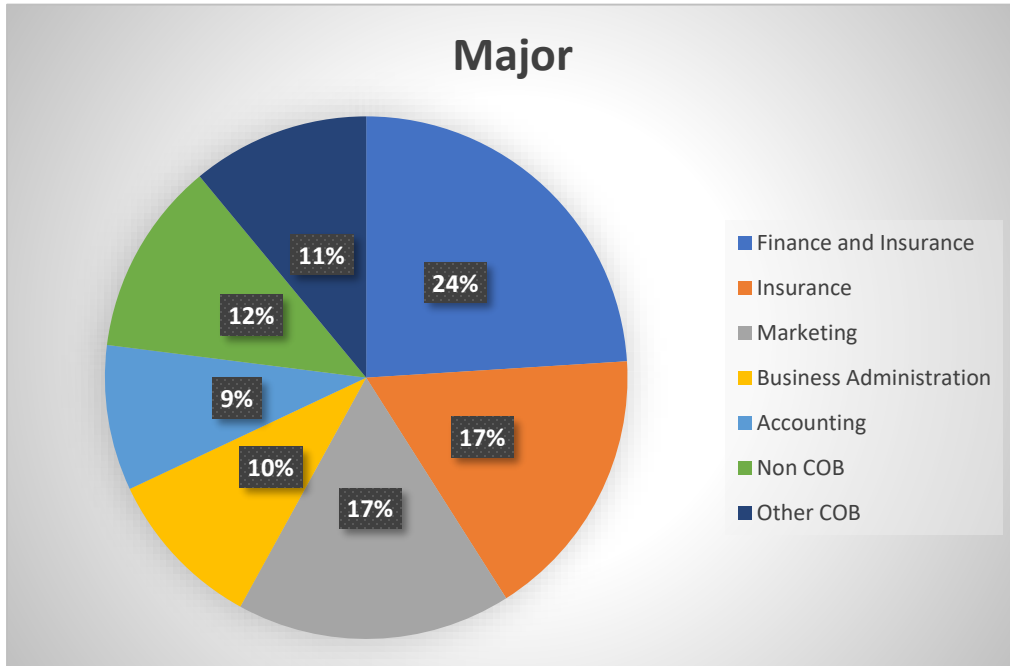
Taylor May

Alexander Ostojic





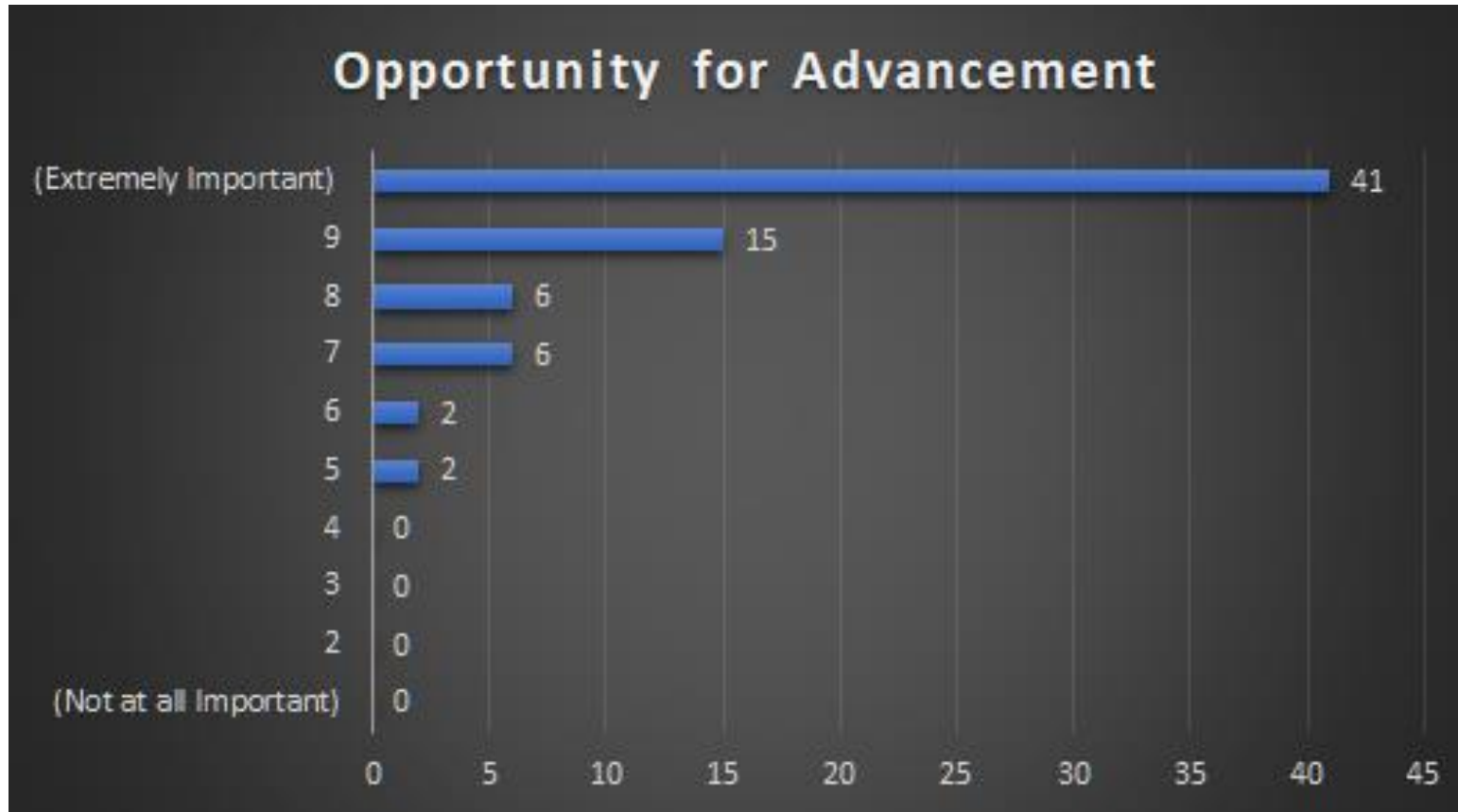
WHAT ARE THE STUDENTS' MAJOR AND YEAR IN SCHOOL?





WHAT DO STUDENTS LOOK FOR IN AN EMPLOYER?

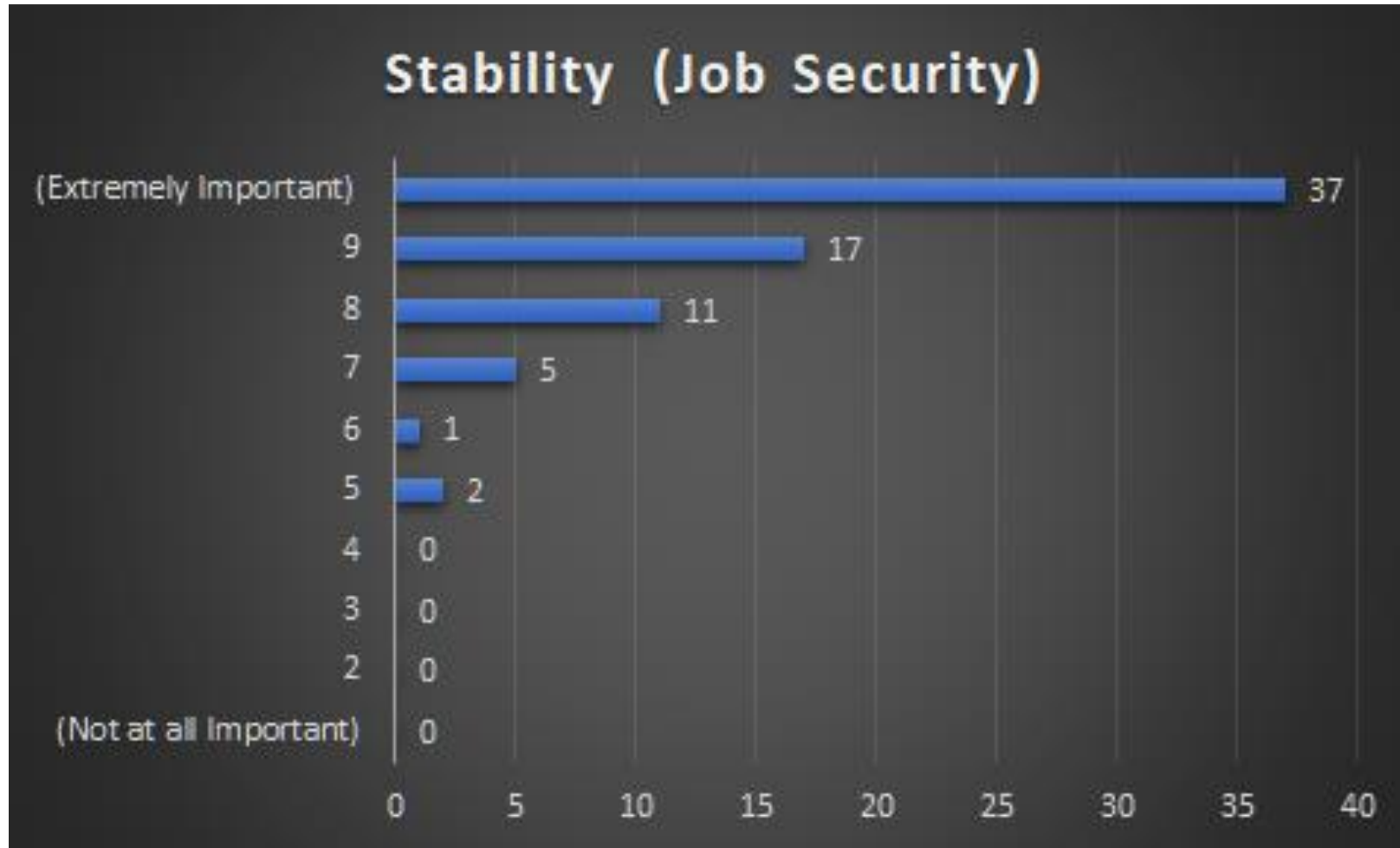
SCALE OF 1=NOT AT ALL IMPORTANT TO 10=EXTREMELY IMPORTANT.





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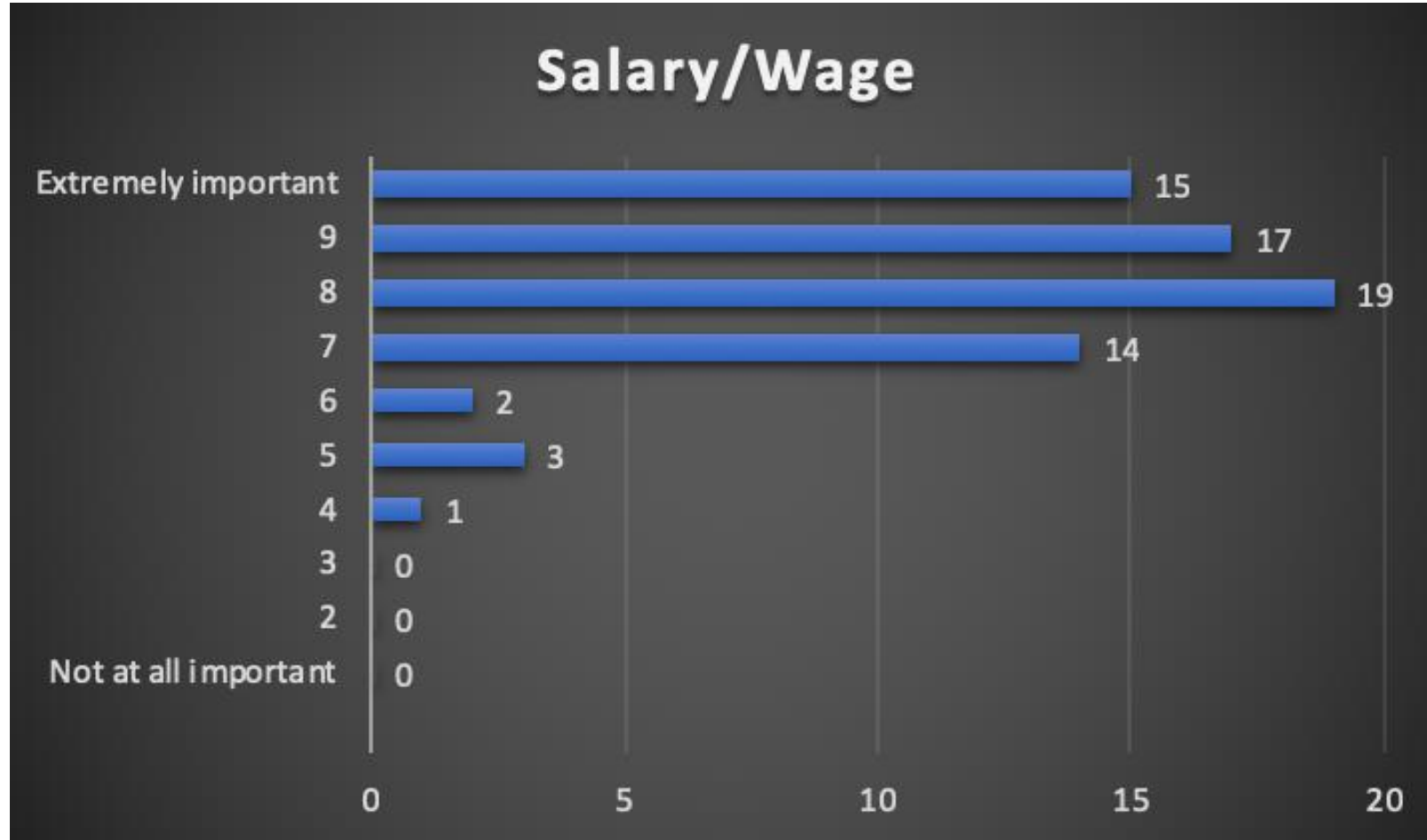
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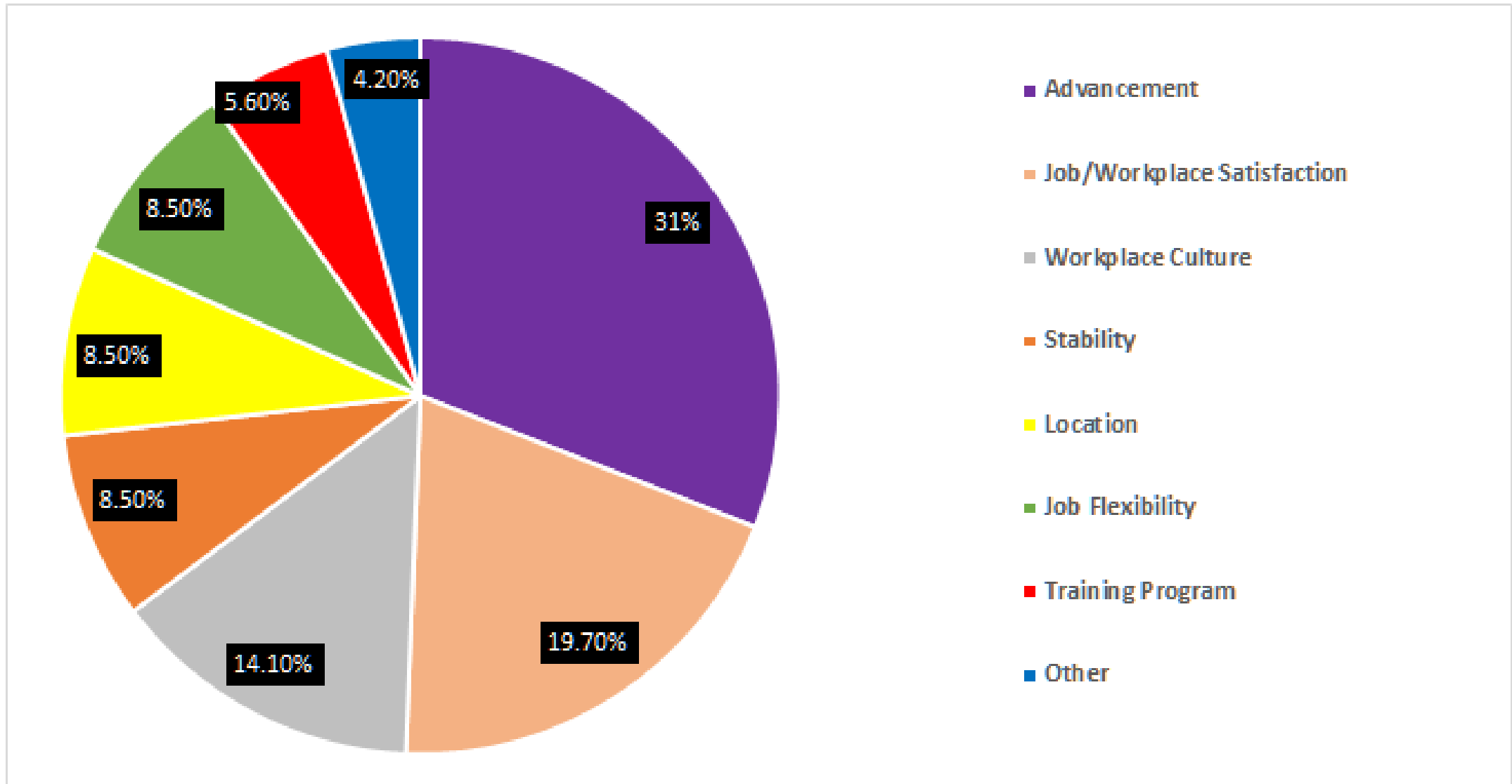
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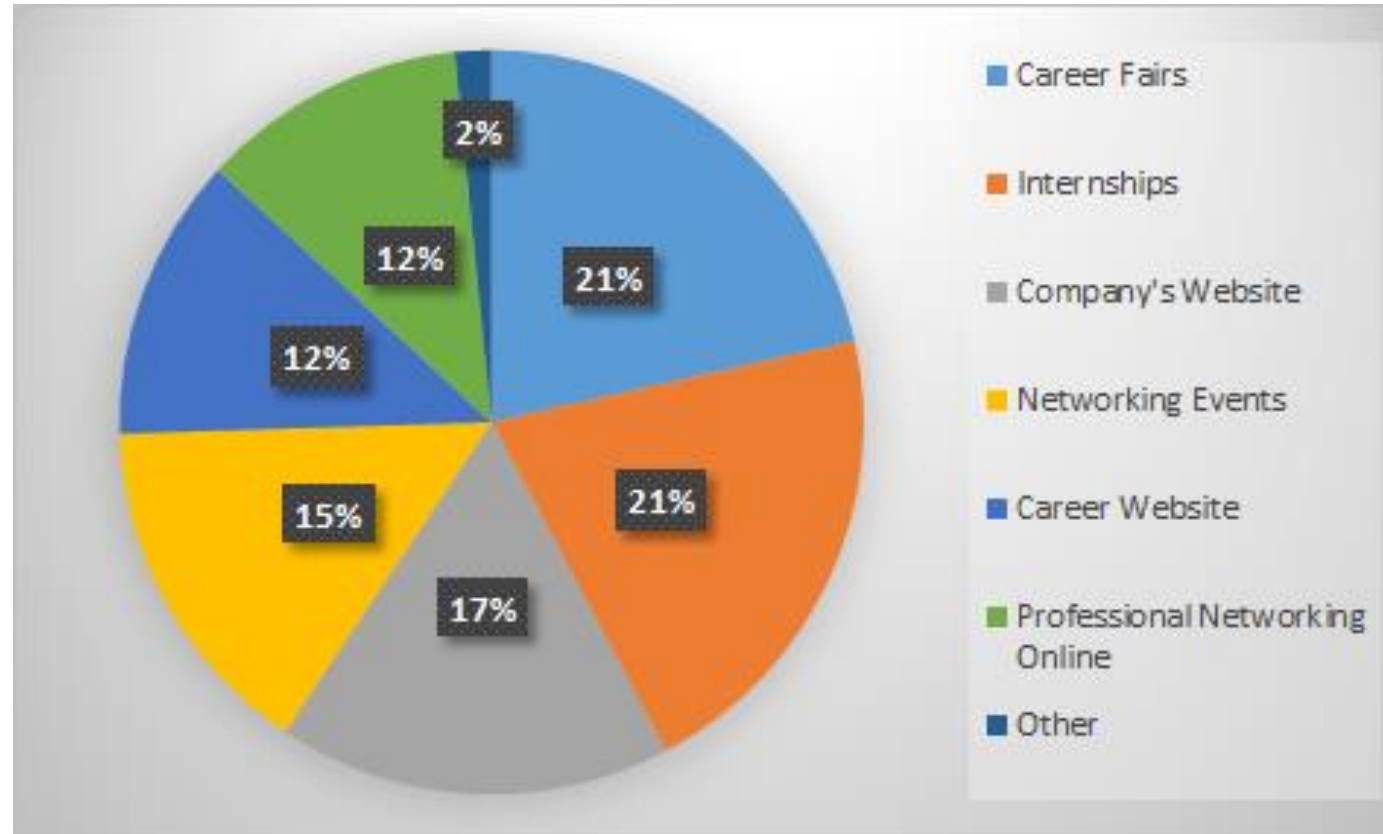


WHAT IS THE MOST IMPORTANT CONSIDERATION, BESIDES SALARY, THAT STUDENTS ARE LOOKING FOR IN THEIR CAREER?



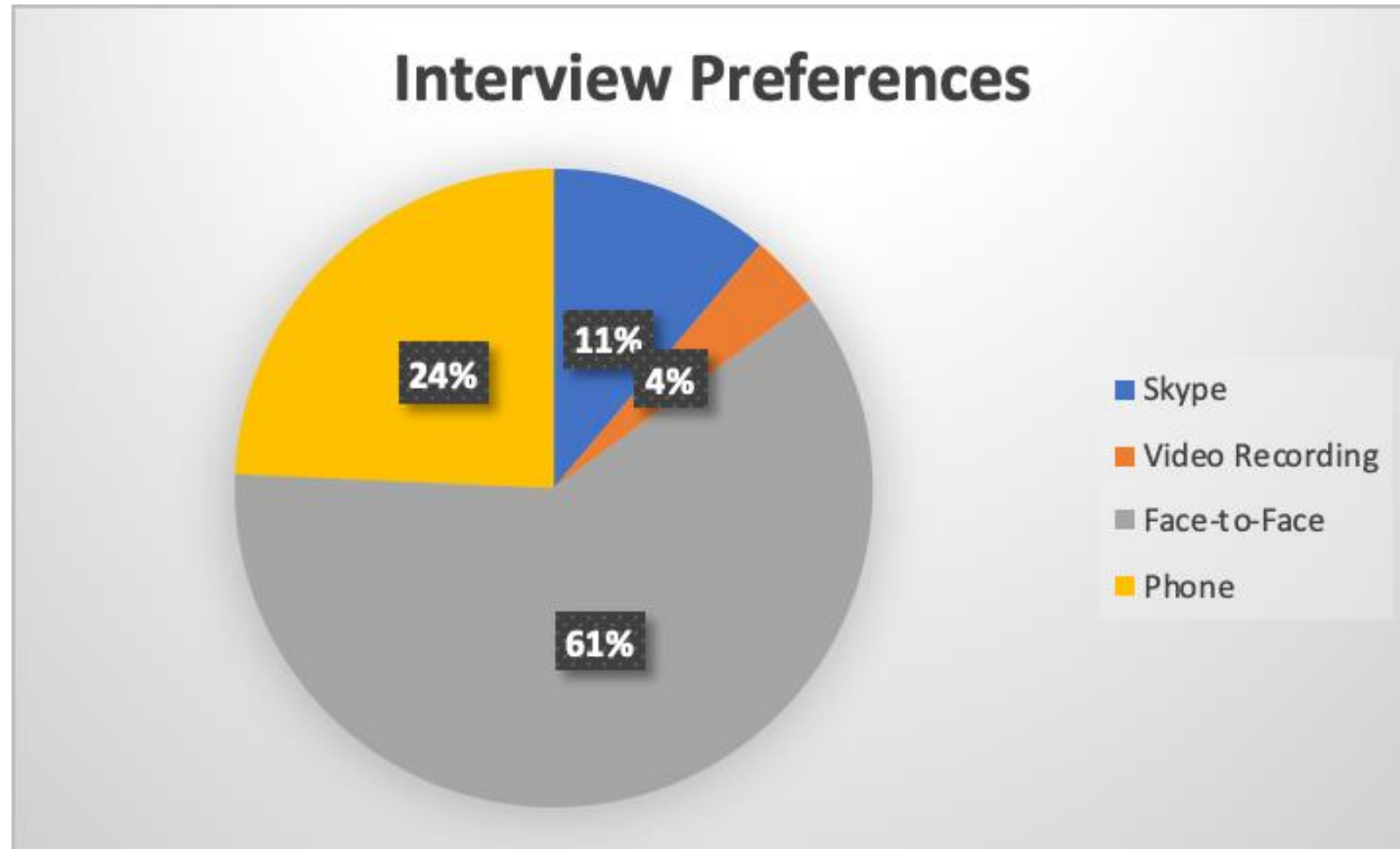


WHICH OF THE FOLLOWING ARE THE BEST WAYS FOR AN EMPLOYER TO MAKE STUDENTS AWARE OF A JOB OPPORTUNITY?



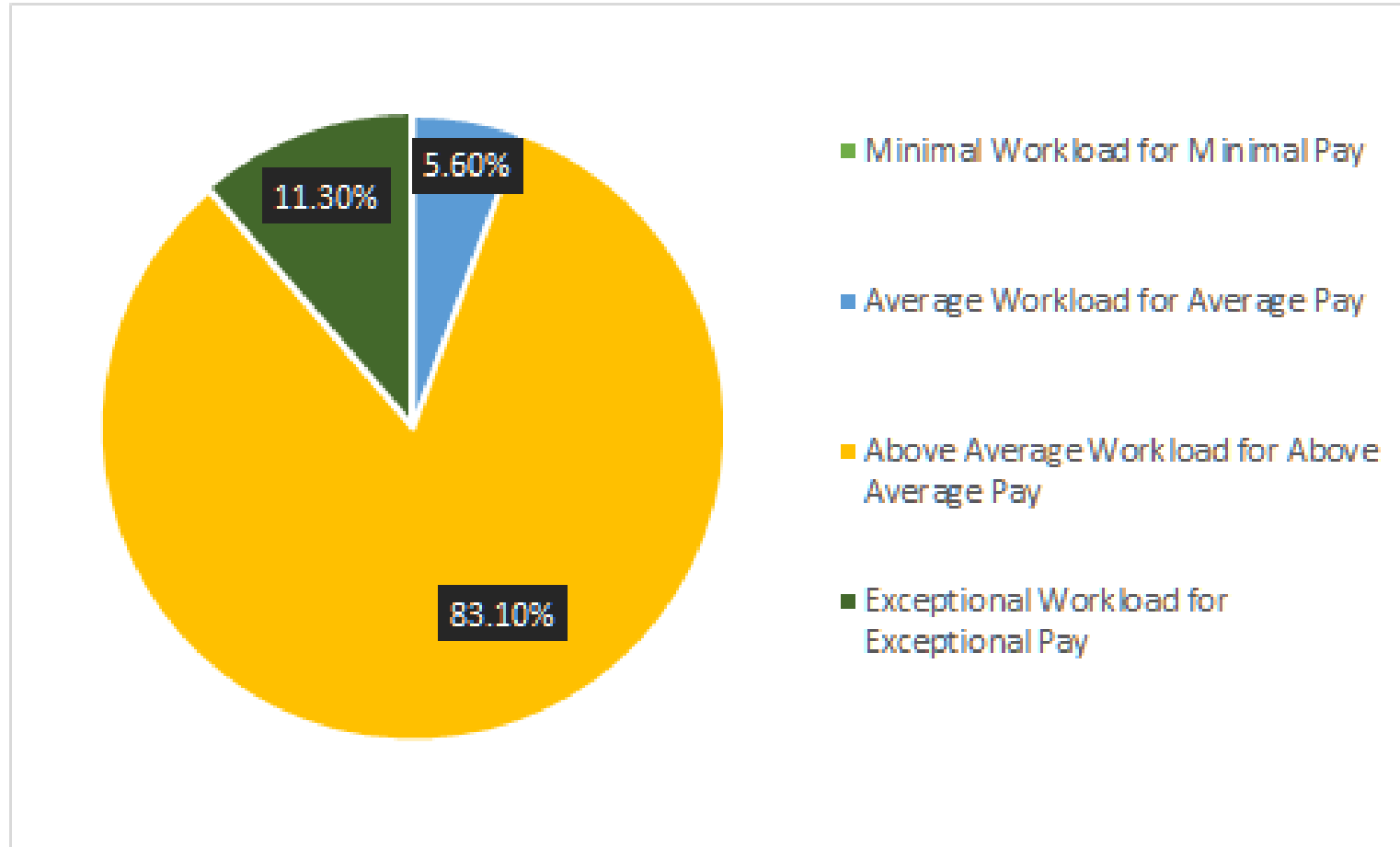


WHAT TYPES OF INTERVIEWS DO STUDENTS STRONGLY ENJOY?





WHAT RELATIONSHIP TO WORKLOAD RESPONSIBILITY TO PAY WOULD STUDENTS PREFER?



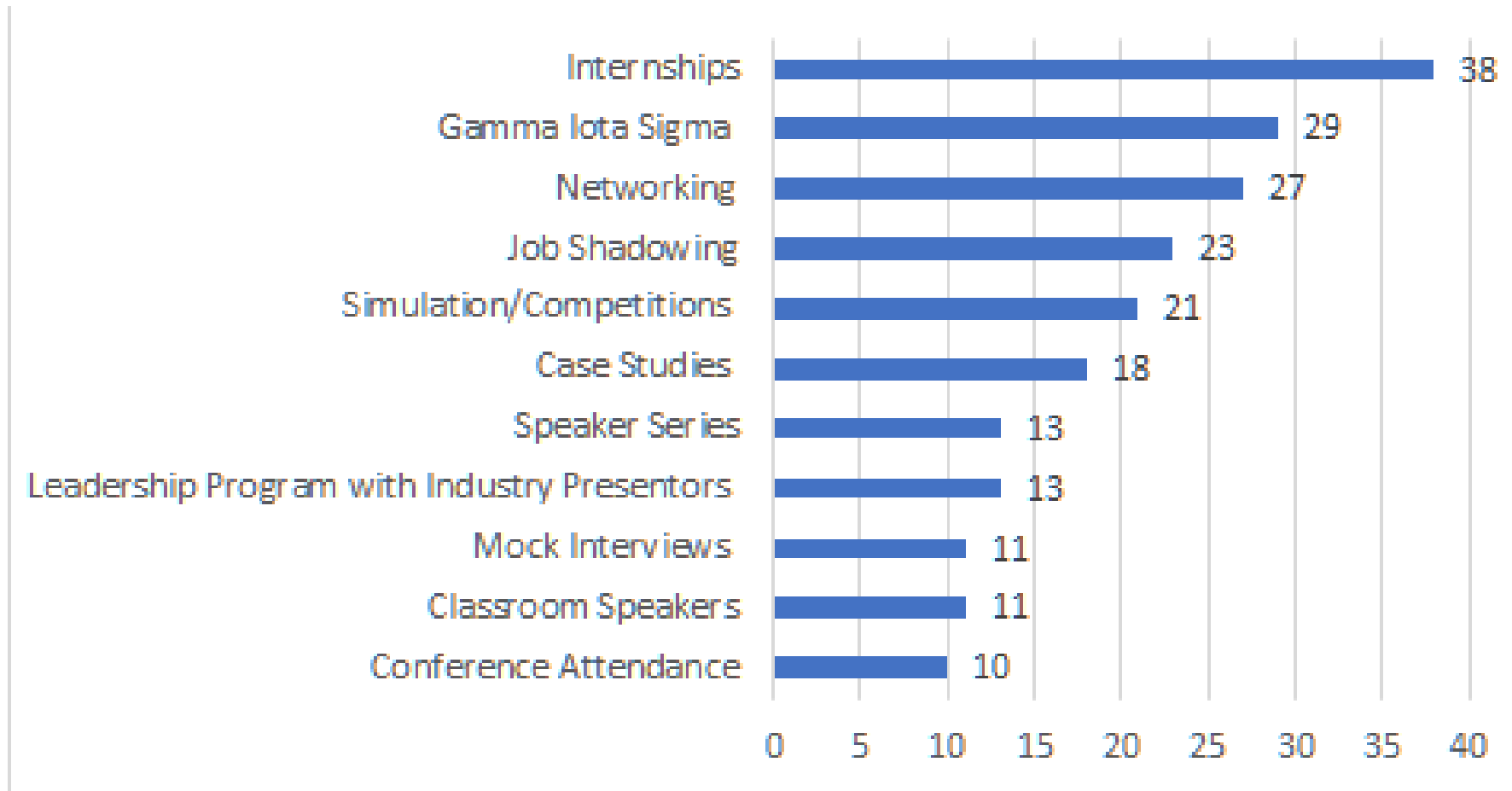


WHAT WAS THE MOST VALUABLE COLLEGE EXPERIENCES FOR HELPING STUDENTS DETERMINE THEIR CAREER CHOICE?

- Internship Programs
- Gamma Iota Sigma Events
- Networking with industry professionals and gaining a real sense of what a position in insurance is like.
- Speaker Series on Industry Key Trends and Topics
- Job Shadowing
- Mock Interviews
- Classroom Speakers
- Conference Attendance
- Leadership Program with Industry Presenters
- Case Studies
- Simulation/Competitions



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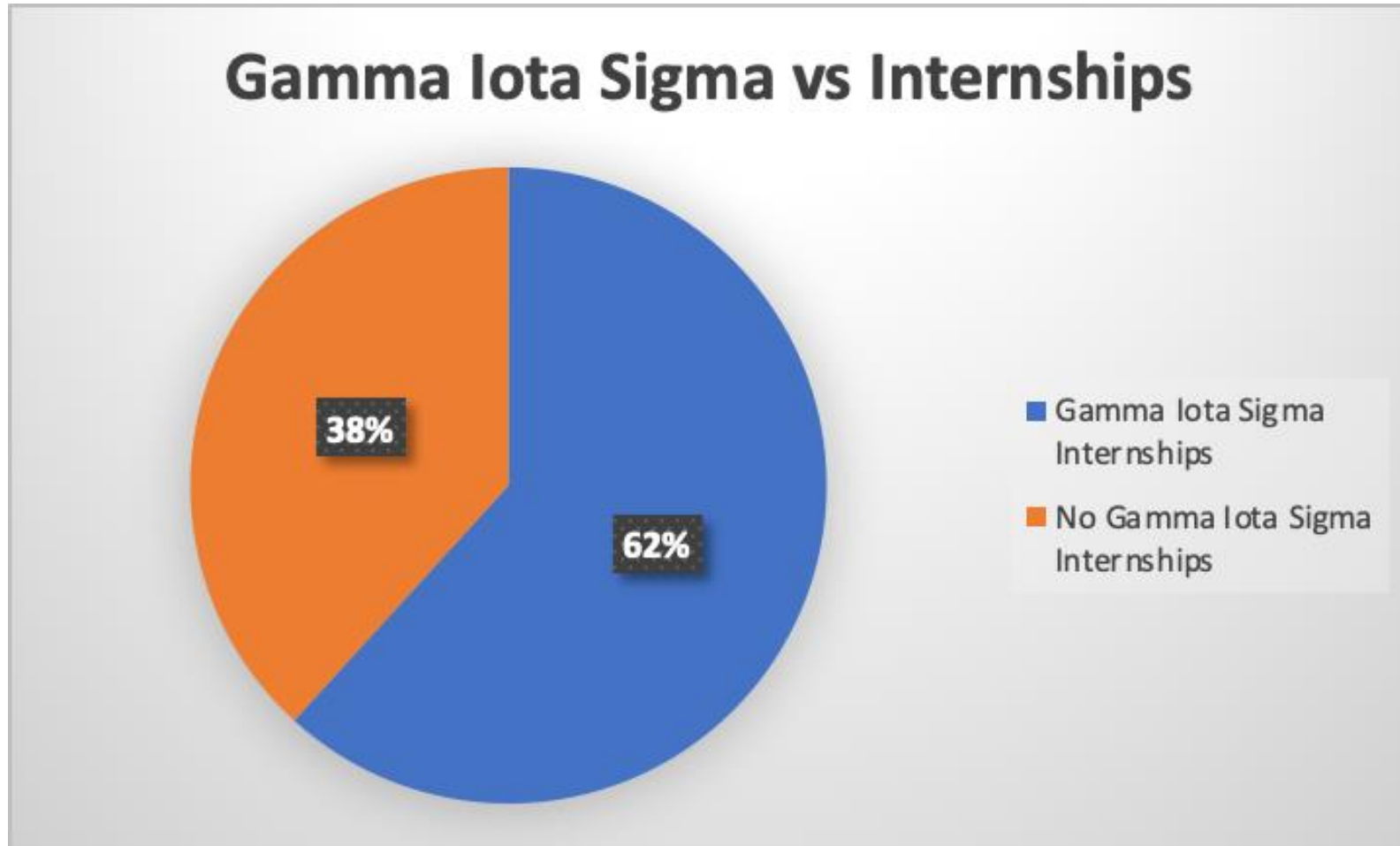


Not all students are part of Gamma Iota Sigma because GIS members are usually Risk Management, Insurance, or Actuarial Science majors.

Most university students do have opportunities to attend conferences.



HOW MANY GAMMA IOTA SIGMA MEMBERS AT THE UNIVERSITIES HAD INTERNSHIPS?





CONCLUSIONS

Survey Findings Related to Insurance

- Attraction to freshman and sophomore students is necessary for a career interest in insurance.
- Students prefer face-to-face interviews over video recording interviews.
- 46.50% of the students chose to double major in college.
- 65% of the non-Gamma Iota Sigma students had an internship.
- 81% of the seniors that declared to major in insurance had an internship.



PANEL DISCUSSION

- Ball State University
- Butler University
- Florida State University
- Illinois State University

