

## Welcome

Good evening everyone. Thanks again to our sponsors for a great day on the golf course. Special thanks to State Auto for tonight's dinner.

Hopefully you all had a chance to meet some of our current and former interns today. We have several with us here for dinner tonight also. Guys- stand up and give a wave when I call your name.

## Former Interns Introductions

**Blake Boulton.** Blake was a 2008 intern at Westfield and Knight Crockett Miller agency. He's actively seeking an industry position and has his resume on file at PIA. Some of you may remember him from AMPC last year. He was awarded the Rising Star Intern of the Year Award.

**Justin Evans.** Justin's family owns a PIA member agency, Tri-County Insurance Services in St. Paris, Ohio. Justin was also a 2008 intern---at Motorists and R.E. Wade insurance agency. Justin has long known he'd go into the insurance industry, and is currently working on getting his P&C license. But he's also interested in exploring company positions for more experience on that side of the industry.

**Kelly Lause.** She was an intern in 2007 at Westfield and Payak-Dubbs agency. Now she's working at PIA in the Membership Services Department. If you know of any agencies who don't yet belong to PIA---or if you haven't yet signed up to sponsor or exhibit that AMPC this year---Kelly wants to hear from you.

## Current Interns Introductions

**Kurt Kleman** is currently in the program at Westfield and will later be at Aspen/Brower Insurance in Westerville for his agency experience. Kurt graduates next year from Ohio Northern.

**Cory Wade** is a recent graduate of University of Dayton. He's currently interning at Selective Insurance and will then head to Brooks and Stafford agency. Cory is also seeking a full-time position in the industry.

**Lisa Hewitt** is another Ohio Northern student currently interning at Westfield. She's at Payak-Dubbs agency for the second half of the program. She too graduates in 2010.

You should have an intern bio booklet in your bags. You'll notice we've highlighted those interns who are actively searching for jobs in the industry. You can talk to Blake and Justin tonight—but I wouldn't advise talking to Kelly about other jobs while other PIA staff is around!

### **Internship Committee Member Introductions**

We've also got some of our internship committee members here tonight. These are the volunteers who recruit interns, train them at orientation, and serve as mentors throughout the program. Would you please stand when I call your name:

Tim Stolly

Jeanie Giesler

Tonya Hamilton

Mark Reilly

### **Foundation Board Members Introductions**

Your contributions and support for today's event are going toward the program under the new 501c3 non-profit/charitable organization: The Foundation for the Advancement of Insurance Professionals. I'd like to also recognize the Foundation Board of Directors members with us tonight:

Jeanie Giesler

Dan Rabold

Tim Stolly

If you haven't already done so, I encourage you to take a look at your programs or some of the information on the internship and the Foundation back at the display table. You'll see there is always something new going on and there are plenty opportunities to get involved.

In the meantime, please enjoy your dinner and beverages as we get started.

### **REMARKS**

I heard about an interesting headline in the Columbus Dispatch last week, while I was down in Florida. It's one of those stories you read about Ohio every once in a while--about the brain drain problem--with kids graduating college and then leaving the state to find jobs.

The lead in this article was dead on for tonight's topic: *If Ohio wants to retain talented college graduates, it needs to offer more internships, jobs with promotion and pay opportunities...*

Well let's talk about those opportunities for a minute. I remember a carrier visit a couple years ago where an executive at a major Ohio insurance company told us they anticipate 500 managerial openings over the next several years.

That company is not alone. The insurance industry is one of Ohio's major employers- we are home to 256 insurance companies and more than 86,000 licensed resident agents. Ohio ranks 7<sup>th</sup>

in the nation for insurance industry jobs—representing 99,000 employees and wages of more than 5.9 billion. And that’s not counting self-employed agents.

When you stack up all those jobs available in the industry, it’s hard not to make a case that the insurance industry is one of Ohio’s best opportunities for college graduates. If even 10% of our insurance industry workforce positions became available each year, we alone would have enough jobs for the little more than 9,000 kids that leave Ohio each year to find employment.

But it’s when you break through the clutter and get to the personal stories behind the numbers that you really start to understand what the PIA Internship Program is all about.

Last year, a young man named Jonathon Sielschott told a PIA audience how he’d grown up expecting to follow in his father’s footsteps and go into a career in another industry, where his dad has worked for 30 years. But five weeks each at Ohio Mutual and Payne and Brown Insurance agency changed his mind. He said he’d found such a welcoming experience that he wanted to pursue insurance as a career, and he has spent the last year working fulltime at Ohio Mutual.

A young woman who went through the internship in 2008, Alishia Morehart, said she hadn’t known what to expect since the internship was her first full-time office experience ever. But after working in a company claims division and watching representatives help people through some stressful moments, she too picked up a passion for the industry. She recently started as an underwriter for Farmers Mutual Insurance.

It’s been in watching these experiences unfold that we have been reminded of the qualities that have brought so many of us to the industry over the years. The insurance industry is all about people.

One personal connection after another.

A career of service— and a place to always find your next level of best.

What started out in 2006 as a pilot program run by a small task force has now grown into a professional, statewide program with a stellar record of success.

37 interns, 12 universities, 9 companies, 20 agencies and 4 years later, we’re here tonight to celebrate and support a time-honored tradition of the independent agency system. Our best business growth has always come through referrals, and attracting top new talent to our industry is no exception.

More than 35% of our former interns who have graduated have accepted jobs in the industry. Another 10 have active resumes on file at PIA. Because we offered them a personal connection and a chance to experience our industry up close, they are eager to join our ranks.

These interns, and all of you who have supported the program, symbolize the success and perpetuation of Ohio’s third largest employment sector.

While the headlines and numbers may seem daunting from a distance, here in our close circle of peers, we can see the difference our influence will make for Ohio’s insurance industry—one referral at a time.

The PIA Internship Committee has lived this difference for quite a while. Every year they travel to colleges throughout the state and speak to students about careers in the industry. Committee members serve as trainers at orientation and mentors throughout the program. And each of them have walked away each year anxious to start all over again because they've seen the value experienced by interns and hosts alike. Their energy never seems to end, because they renew it every year with a new class of young professionals.

The committee's work, and the continued support of our various sponsors, has brought us here today.

This golf outing marks the official launch of the next wave of the PIA Internship Program.

You know folks, we haven't done half bad for our inaugural fundraiser either. Thanks to your generous support, the Foundation for the Advancement of Insurance Professionals just opened a bank account with nearly \$ 38,000!

***[Hold for Applause]***

And we've only just begun. Later this summer we'll start an annual fund drive to widen the circle of support and give more industry professionals the opportunity to help. This fall we'll recruit agency and company hosts for next year's program. Next winter the committee will be recruiting the class of 2010.

We're looking for sponsors, donors, intern hosts and information about your companies' hiring and recruiting opportunities. There's a role for every company, agency and insurance professional to play.

Sign up as host. Hire a former intern. Write a check if you must.

And come back next year. Help us make this a signature even NOT to be missed.

Help us change Ohio's employment headlines and grow the PIA Internship Program year after year.

Your industry is counting on you.

**[Prize Announcements]**

Contest Prizes:

Closest to the Pin

Sponsored by Quadrant Insurance Managers

Longest Drive

Sponsored by American Agency

Hole-in-One

Sponsored by Bloss and Dillard

Prize Raffles

50/50 drawing