



June 5, 2019

Industry Leaders,

I wanted to show my appreciation and gratitude for the ways in which you and your peers support students AKA - your future employees. I never thought I'd be saying this, but I'm really excited to jump into the industry and see just where I can go. It speaks a lot to just how much is being invested towards the next generation of insurance professionals. Human capital – there's a lot of return there!

Your efforts are REALLY great when it comes to supporting the mission of Gamma Iota Sigma. It's WAY easier to connect students to employers when it's a two way street. I have to shout out to the WSIA for hosting and facilitating the Extreme Risk Symposium that got me hyped for a career in insurance. Also, I'm going to send some clout to my amazing Program Director, Debra Richardson! She's the greatest of all time, and has been getting students like me into Risk Management!

One of the initiatives for GIS is to communicate our challenges from the student side - so real quick, I'll give some suggestions that industry leaders can do to strengthen the talent pipeline. There's just a few areas lacking that could really create more leaders in the industry; internships, relocation funding, and opportunities for international students. I'll keep it short, but focus on those and I think that's going to have a big impact on your incoming workforce. *Also*, I know there's a big push to entice millennials, so I'll give you the scoop; we're looking for good pay and upward mobility. That's how you get us, and that's also how you'll retain us.

I've always been told that I'm a people person. Once I found out that the insurance industry was one in which I could use that skill, it changed my perspective on the potential of a career in risk management. I am inspired by the industry's commitment to the future through support of organizations like Gamma Iota Sigma. Keep up the great work, and see you soon!

Sincerely,

Charles Hooper

#OpenLetterFromCollegeGraduates
#InsuranceCareersMovement