

## October 2013 Greater Quad Cities RIMS Student Spotlight



My name is Aaron Hoefle and I am currently a senior at the University of Iowa, graduating this December with degrees in Economics, Finance, and a Certificate in Risk Management and Insurance.

I was first drawn to the risk management and insurance industry when I joined Gamma Iota Sigma, which is a professional risk management, insurance, and actuarial science business fraternity on campus. My involvement with this premier organization allowed me to meet industry professionals and learn about the wide variety of opportunities within the industry.

The first thing that attracted me was the exceptional people within the industry. Everyone I met were wholehearted, caring individuals who were always willing to help out and give advice. Additionally, the relationship based focus of industry

Members aligned very well with my personality - as relationships are essential to me. The second component that attracted me to this fine industry was the numerous career opportunities. The industry allowed me to direct a narrow focus to risk management and insurance, but keep my options open when thinking about a specific role in the industry. For example, I could begin a career in underwriting, analytics, brokerage, marketing, accounting, finance, investments, and the list goes on and on.

As graduation readily approaches I find myself looking all over the industry for an entry level position. Most importantly, I am looking for a structured training program that will allow me to continue to build my foundation of knowledge to the industry and further develop my communication skills, global perspective and professionalism. A desirable position would be one that allows me to utilize my communication and analytical skills I have acquired through my education and extracurricular involvement at the University of Iowa.

Looking back on my college career, I could not see myself choosing a better industry focus. The exceptional individuals in this industry have provided me with so many great opportunities that I am forever thankful for and as I enter the workforce and continue through my career it is very important to me that I continue the tradition of giving back as much as possible.

# Aaron K. Hoefle

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## EDUCATION

The University of Iowa, Iowa City, IA Anticipated Graduation December 2013  
B.B.A. Economics, Finance, Risk Management and Insurance Certificate  

- Cumulative GPA 3.44/4.0, Business GPA 3.51/4.0, Finance GPA 3.72/4.0, Economics GPA 3.75/4.0, RMI GPA 3.80/4.0
- CPCU President's Scholarship Recipient June 2013
- Dean's List December 2011, May 2012, December 2012, May 2013
  - Each semester as a Henry B. Tippie College of Business student.

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## WORK EXPERIENCE

**Property and Casualty Intern** May 2013- Present  
Holmes Murphy and Associates, Cedar Rapids, IA  

- Create loss run reports and analysis, large loss summaries, loss triangle forecasts, loss summary graphs, and risk management reports.
- Presented an hour long talk pertaining to Political Risk, Trade Credit Risk, International Risk and Cyber Liability.
- Developed communication skills by accompanying producers to new business meetings, review meetings and renewal meetings.

**Personal Trainer, AFFA, CPR, First Aid, AED** April 2013 - Present  
The University of Iowa, Campus Rec. and Wellness Center, Iowa City, IA  

- Effectively communicate with clients, including multinational clients, to deduct their personal goals and fitness background.
- Create and execute tailored fitness plans for clients, depending on skill levels, injuries, goals and interests.

**Facilities Manager** May 2010 - November  
2012 Green Acres LLC and Kelly Green Motors LLC, Cedar Rapids, IA  

- Generated a four million dollar master budget, for a new Green Acres Storage location, in Dubuque, Iowa.
- Reduced bad debt expense by 10% over one summer, by implementing a new collection strategy.

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## CAMPUS INVOLVEMENT

**Gamma Iota Sigma** December 2011 - Present  

- President December 2012 - Present
  - Helped increase membership by over 300%, from 12-15 members to 50 members, by implementing a new recruiting strategy.
  - Plan and delegate complete organizational operations, with consideration to all members and their respective interests.
- Quad Cities RIMS Student Ambassador September 2012- Present
  - Attend monthly board meetings, network with industry professionals and further develop risk management knowledge.
- Vice President of Industry Relations March 2012 - December 2012
  - Strengthen Gamma Iota Sigma's professional relationships within the risk management and insurance industry.

**Financial Management Association** January 2012 - December 2013  

- Attended bi-weekly meetings and enhance knowledge of the financial industry through professional speakers.

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## RELEVANT COURSEWORK

- Corporate and Financial Risk Management Fall 2013
  - Advanced analysis and treatment of pure and financial risks faced by business organizations including the development and implementation of the risk management process, and explores the application of various techniques to identified exposures.
- Risk Modeling Spring 2013
  - A spreadsheet based course where I learned: principals of probability theory, mathematical finance, and actuarial science developed for use in quantitative analysis of important risk management problems.
- Property and Liability Insurance Spring 2013
  - Fundamentals of commercial P&L insurance; commercial P&L contracts, functions of P&L insurers; regulation and financial analysis of P&L insurers; marketing, underwriting, ratemaking and claim settlements.
- Risk Management in a Global Economy (London Study Abroad Course) Winter Term 2012-2013
  - Examination of global insurance markets' relevant economic, social, regulatory and other environmental influences.
  - Company visits to Lloyd's of London, Hiscox, Principal Global Investors, Exclusive Analysis and Lockton.
- Principals of Risk Management and Insurance Fall 2012
  - Introduction to risk and insurance; risk identifications and evaluation, demand for insurance, theory of moral hazard and adverse selections; business and personal risk; insurance as a risk management tool.

## INDUSTRY RELATED CONFERENCE

- International Gamma Iota Sigma Conference, Chicago, IL & Charlotte, NC October 2012, October 2013
- 2013 Annual RIMS Conference, Los Angeles, CA April 2013
- NAPSLO Excess and Surplus Lines Conference, Chicago, IL March 2012, March 2013

- PLRB Claims Conference, Boston, MA

March 2013