



BE BOLD. Shape the Future

New Mexico Mutual pledges \$100,000 support for the Risk Management & Insurance Studies Program at New Mexico State University



As most of those reading this newsletter are already aware, an imbalance exists between those choosing to enter this industry and the number of positions available in insurance, risk management, and actuarial science. Several insurance professionals have been retiring over the last few years and many more are expected to retire over the next decade. This is sometimes referred to as the “talent gap,” as there is a great need for young, talented individuals to join the industry. Much of the funding provided by New Mexico Mutual will be used to market the NMSU Risk Management Studies program to prospective students. This includes reaching out to other majors such as engineering, criminal justice, sales, and mathematics. In addition, we will be recruiting at high schools throughout the area and statewide, as well as community colleges. We appreciate the continued support of New Mexico Mutual. The company was also among the industry members who were instrumental in establishing the RMI program at NMSU.



MOUNTAIN STATES INSURANCE GROUP OUTSTANDING RISK MANAGEMENT & INSURANCE STUDENTS FOR SPRING AND FALL 2021 SEMESTERS

RIGHT: Taylor (Mitchell) Graciano received the Mountain States Insurance Group Outstanding Insurance Student award for the **Spring 2021** semester. Taylor is from Hatch, NM. She was also named as Outstanding Graduate of the Economics department at NMSU where she graduated with a BBA in Finance, Economics, and General Business. Taylor also completed an Honors project, under the supervision of Dr. Tim Query, where she analyzed the impact of the Covid-19 pandemic on event cancellation insurance. She is currently enrolled at the University of Georgia where she is pursuing a doctoral degree in risk management and insurance.

LEFT: Max Wilhite, pictured here with Finance Department Head Ken Martin and Prof. Query, was selected as our Mountain States Insurance Group Outstanding Insurance Student for the **Fall 2021** Semester. He calls Arizona home and is a first-generation college student. Max maintained a 3.72 GPA as a Finance major and a Risk Management & Insurance minor, while also honing his time management skills as a student-athlete and member of the Aggie football team.



RMI ALUM SPOTLIGHT – Sarah (Reid) Shafer



Sarah grew up in the insurance industry. Her very first job when she was 15 was working in an independent insurance agency, Hartgraves Insurance, as a filing assistant. Her family then purchased the agency in 2008, where she continued to

work throughout high school and summers when she was home from college. The NMSU RMI program seemed inevitable for her to pursue. Sarah graduated from NMSU'S RMI program in Spring, 2013. During her time in the program, she began working at another independent agency in Las Cruces, Leavitt Group Southwest, after classes. In 2013, she graduated and accepted a full-time position with the agency as a processing agent with Leavitt Group Southwest. After about a year there and obtaining both her property and casualty license and her life and health license, it only made sense to go back to the family run agency. She began her career with Reid Insurance Group in October 2013 as the operations manager, bookkeeper and life and health agent. Outside of the office, Sarah enjoys raising her three children, managing her and her husband's show goat business, and spending time on the ranch in which they live. Sarah truly believes the Finance Department at NMSU, specifically the RMI program, is to thank for her success in her career.

RMI Students Travel to Industry Conferences

With most of conferences scheduled for Spring 2020 to Summer 2021 either cancelled, postponed, or 100% virtual, it was nice for our RMI students to have a chance to mingle with insurance and risk management professionals during the Fall of 2021. This past fall a group of students and Prof. Query attended the Independent Insurance Agents of New Mexico's Annual Convention in Albuquerque.



Also, this past fall Irene Richter (pictured below) represented the NMSU RMI Program at the Western RIMS Regional Conference in Park City, Utah. Funding for students to attend this conference is generously provided by the Rocky Mountain RIMS Chapter.





GIS | Gamma Iota Sigma

International Risk Management, Insurance
and Actuarial Science Collegiate Fraternity

The Beta Beta Chapter of GIS continued to meet throughout the spring and fall semesters. Guest speakers in 2021 included:

Mike Gallagher, RPS Denver

Tandeka Nomvete, QGrads by Questpro Consultants

Radu Demian, USI Insurance Services

Jason Barnes, Foresight Risk and Insurance Services.

* Russell Coy, Johns Manville/A Berkshire Hathaway Company

* Diana Rosales-Ortiz, New Mexico State Treasurer's Office

* Rosemary Bailey, Alliant Insurance Services

* Stephen Brazil, Hannover Re

*** NMSU Alumni**

Most of the Gamma Iota Sigma meetings this semester will likely be virtual. One advantage of this format is that it opens up guest speaker opportunities for risk management, insurance and actuarial science professionals nationally and possibly internationally. If you have an interest in sharing your experience and expertise with our members, or can suggest someone in the industry please contact:

Cynthia Chestnut, GIS President – cindy6@nmsu.edu

Prof. Kim Kerr, GIS Faculty Advisor – kkerr@nmsu.edu

We also had on-campus visits to RMI classes from:

* Matt Nordaker & Sarah Mathews, both with Marsh in Denver, CO (pictured below)
Stephanie Fisher, Quanta Services in Houston, TX (Our 2021 Risk Mgr on Campus)

* **NMSU Alumni**



RISK MANAGER ON CAMPUS

Thanks to a grant provided by the Spencer Educational Foundation, this year also saw the NMSU RMI Studies program participate in the Risk Manager on Campus (RMOC) program, formerly known as the Risk Manager in Residence (RMIR), again during the fall of 2021. Stephanie Fisher, Director of Risk Management and Insurance at Quanta Services, Inc. was our RMOC. Stephanie met with classes and faculty, and shared her experiences, expertise, and the resolution of risk challenges she's faced over her career.





SCHOLARLY ACTIVITIES

Publications, Articles, and Activities:

- “Insurance Fraud,” Tim Query presented as a Continuing Education session to the Albuquerque Chapter of the Association of Certified Fraud Examiners (November 2021).
- Query, Tim, 2021, “Bailing Out Flood Insurance,” Las Cruces Sun-News, July 18, 2021.
- Query, Tim and Evaristo Diz, 2021, “Determining the Pension Benefit Obligation of a Defined Benefit Plan: Applying a Multivariate ARIMA Stochastic Model,” *IRA-International Journal of Management & Social Sciences*, Vol 17: 145-159.
- Graciano, Taylor and Tim Query, 2022, “The Impact of Covid-19 on Event Cancellation Insurance,” *CPCU Insights*, forthcoming.
- Chair, Strategic Management Advisory Committee (SMAC), College of Business (Kim Kerr).
- Chair, MBA Committee, College of Business, (Tim Query).

Interviews and Quotations by the Media – Prof. Query:

- WalletHub web site, “Accident Forgiveness” (2021).
- WalletHub web site, “Best Credit Cards to Build Credit” (2021).
- Video Interview with KTSM-NBC, “Car Insurance Premiums go to Pre-Pandemic Prices, Could Rise Even Faster” (2021).
- WalletHub web site, “Insurance Coverage for High-Risk Drivers” (2021).



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➤ **17th Annual Career Connections**
February 1 – February 2, 2022 9:00 AM – 2:00 PM

3rd Floor Ballroom, Corbett Center Student Union

Two-day career fair coordinated by the Office of Experiential Learning.

➤ **18th Annual Employment Extravaganza**
March 2, 2022 9 AM – 2 PM

Corbett Center Student Union, 1st Floor, Aggie Lounge

Employment Extravaganza is a venture to unite the students of New Mexico State University with employers in the state of New Mexico and regionally. However, any employers still addressing staffing requirements in the area of Internships, Cooperative Education, temporary summer work, or Professional Employment are cordially invited to attend.

LinkedIn

Reminder: We have an open “NMSU RMI Alumni & Friends” Group at LinkedIn.com (Join now!)

NMSU now offers a Minor in Risk Management & Insurance (RMI), a Finance Major with an RMI Concentration, and an Applied Math Major with an Emphasis in Actuarial Science. All the RMI courses have an online option now, which creates an opportunity for Distance Education students.

