2006 FALL SEMESTER REPORT TO STAKEHOLDERS

SUMMER INTERNS
We have 15 students who have submitted resumes for summer internships. We have sent these to 14 employers, who will begin interviewing in February.

STUDENT RECRUITMENT
As of the end of the fall semester we had 21 students enrolled in the Insurance Program at NMSU. This is up from six at the beginning of 2006. We had six students graduate with a Minor in Insurance this fall, so we will start the spring semester with 15 students. Unfortunately for Tim and Al, the renewal periods are very short compared to a company or agency.

We have tried several methods to interest students in insurance as a career. We set up a booth in the lobby of our Business Complex for two days passing out brochures and answering questions. We have given presentations to incoming freshman who have indicated a desire to major in business. We have spoken at the business freshman class for College Life Success, which is a required class for incoming freshman. We also speak at all six classes of Principles of Finance, since this is a junior class required by all Business and Agricultural students. We are also starting to see referrals from people in the insurance industry, which seems to give us the students with the greatest potential for success.

You can help grow our program by spreading the word whenever you get the chance. Word of mouth is still the best advertising.

GRADUATING SENIORS
The six people who graduated with a minor in insurance and their new employers were:

<table>
<thead>
<tr>
<th>Name</th>
<th>Employer</th>
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<tbody>
<tr>
<td>Sarah Ballew</td>
<td>Farmers Insurance, Santa Fe</td>
</tr>
<tr>
<td>Carin Bennett</td>
<td>Pat Campbell Insurance, Las Cruces</td>
</tr>
<tr>
<td>Brenda Enriquez</td>
<td>Custard Insurance Adjusters, El Paso</td>
</tr>
<tr>
<td>Janette Neal</td>
<td>Currently interviewing in Las Cruces</td>
</tr>
<tr>
<td>Robert Raybon</td>
<td>Edward Jones Investments</td>
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<tr>
<td>Lucinda Sedillo</td>
<td>Currently interviewing in Albuquerque</td>
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ACADEMIC PROGRESS

We are proposing some changes in the curriculum to place a greater emphasis on Risk Management, reflecting the trend in the way companies and agencies are operating. We plan on introducing a new class in Risk Management and combining our current classes in Life/Health Insurance and Employee Benefits. Our Principles of Insurance class will tend to emphasize Personal Insurance and our current class in Property and Liability Insurance will focus on Commercial Lines. We hope to have this changes completed for the 2007-2008 academic year.

During the fall semester we offered three insurance classes, Principles of Insurance, Property and Liability Insurance, and Employee Benefits, with a total of 59 students. In the spring semester we have two insurance classes, Principles of Insurance, and Life/Health Insurance. We have 51 students enrolled in these classes.

We have also started to work with our Mathematics Department to develop an Actuarial Science program. Our target to date for this program is the spring of 2008. We do hope to have a least one math major doing an internship during the summer of 2007.

KEMPER AUTO AND HOME CONTRIBUTION

We wish to thank Kemper Auto and Home who recently made another donation of $16,772 to the Insurance program.

CPCU SOCIETY OF NEW MEXICO

The CPCU Society of New Mexico recently donated a complete set of CPCU textbooks to the Insurance Program at NMSU. These will give a students and faculty additional resource for our class and for any student that wishes to start the CPCU program.

For information on the Insurance Studies Program at NMSU contact:

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