

Integrity



Innovation

Collaboration

Care & Respec

Excellence

**JULY/AUGUST 2015** 

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# A Letter from the Interns

Dear All SterlingRisk Employees,

These past few weeks at SterlingRisk has given us the opportunity to see how a business is run, network, as well as get our feet wet in our prospective career paths. We've learned that collaboration is not only a core SterlingRisk value, but it's also a necessity in any business climate.

As a group, we are extremely grateful to have had the opportunity to work alongside some of the most talented and knowledgeable professionals in the field. By assisting them in their day-to-day operations, we did not only gain invaluable skills for the future, but we also gained confidence in

our ability to succeed.

The positive atmosphere found here at SterlingRisk makes coming to work every day feel less like a job, and more like an irreplaceable experience. Since the first day of our internship; everyone has been warm, welcoming and supportive, making the time we spent here a wonderful experience.



So from all of us, **THANK YOU!** 

Sincerely,

The Interns

We want you to make us one of those "viral" videos. You can make that happen, right?

# Follow Us:

Pg. 14

New Hires



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#### Q: Why did you decide to go into insurance?

A: I was studying psychology in college, but I became disillusioned when I took statistics so I decided that I would go into the family business because in insurance you get to meet almost every kind of business there is and you get to be very intimate with those businesses—you learn how they operate and how they do what they do. I thought that maybe by learning all those businesses I would find one that I would really fall in love with and I also came to the conclusion that whether you are a psychologist or whether you are an insurance person, you are always in a business. But as it turned out, within just a few months of joining this business and learning about other businesses, I realized that I was in love with this business because you get to learn about everybody else all the time and you never stop learning, so I was really happy.

## Q: Where did you go to school and what did you study?

A: I went to the University of Wisconsin and I studied insurance after psychology, but then I took my last 30 credits from Hofstra and got my degree from Hofstra with a finance degree.

## **Executive Q&A**

## Q: If you had to go into a different field, what would it be and why?

A: If I had to go into a different field, it would probably be law. Because the things I enjoy so much about insurance are the things that interact with the law.

## Q: Which of the values do you think you demonstrate the most in your life and how?

A: That's a good one. I feel very connected—to all the values at different times. Integrity is really, really important. Care and respect I live all the time in my life, inside and outside the business. Innovation is something that I feel really excited about and I try very much to be innovative with everything I do. Collaboration is something where I try to collaborate all the time and excellence is something I live. So which of the values? I don't think you can pick and choose. I think it's a package so that's pretty much the way I live.

Q: What do you enjoy doing in your free time?

A: I have a lot of things I enjoy doing in my free time. I really enjoy skiing and hiking and playing golf. I enjoy music, reading and watching movies and TV. I have a lot of interests that.



David Sterling

way. Traveling. I love to travel. I do a lot of charity work in my free time because it keeps me centered on the things I think are important.

## Q: Where is your favorite place to go on vacation?

A: In the winter my favorite cold place to go is Aspen. My favorite warm place to go in the winter it used to be St. Bart's but I'm not so sure I like it so much—it's kind of crazy down there. During the summer my favorite place to go on vacation is the Hamptons.

# Q: Where did you go to school and what did you study?

A: Back then it was called the College of Insurance, but now it's St John's School of Risk Management. I majored in risk management and minored in economics. I also have my CPCU.

#### Q: Why'd you go into insurance?

A: My father had his own business, and my brothers weren't interested in it. I also loved the fact that St. John's had a work-study program where you were sponsored by either an insurance company or a brokerage. And I had the intentions of taking over my father's business.

## Q: If you had to go into a different career field, what would it be and why?

A: I'd go into the medical field. I'd be a vascular surgeon!

## Q: What do you enjoy doing in your free time?

A: I love playing tennis and skiing, gardening, cooking and hanging out with my kids!

#### Q: Favorite place to vacation?

A: Ooh that's a tough one, probably Northern Europe!



Leslie Nylund

#### Q: Why'd you go into insurance?

A: I originally worked in HR then came to Sterling working in their benefit department for about 3 years as an account executive. I left to accept an HR opportunity. I kept in touch with David and a year and a half later he had an opportunity in HR and asked me to come back.

# Q: Where did you go to school and what did you study?

A: SUNY Old Westbury for Elementary Education.

# Q: If you had to go into a different career field, what would it be and why?

A: Teaching. A caring teacher can change a child's life.

# Q: What do you enjoy doing in your free time?

A: I have an amazing husband, 2 amazing daughters and a son in-law. I love spending time with them but I am a reality show junkie. My dream is to one day be on survivor. I also enjoy paddle boarding out on Fire

Island as well as Pilates.

## **Q:** Favorite place to vacation?

A: Key Biscayne, an island off of Miami. You can bicycle the whole island!



Donna Raab

## Q: What's an interesting fact about yourself?

A: I'm certified in outboard motor repair.

#### IULY AUGUST 3rd- Andy Alzate 1st- Gina Murphy 6th- Dianne Rizzo 8th- IoAna Dowd 9th- David Fried 12th- Harry Das 9th- Karin Governale 13th- John McDonnell 12th- Hal Cabasso 14th- Tom Clementi 12th- Jessica Wahl 16th- Christian Gresalfi 16th- Sandra Fuhrmeister 15th- Efram Mitrani 17th Iris Puskarich 17th- Susan Corva 18th- Marie Minichello 21st- Sylvia Ferraioli 19th- Matthew Stein 20th- Rob Trinagel 22nd Mary Beth Coursen 20th- Larry Rowe 23rd- Danielle Croce 20th- Meaghan McDonough 24th- Patricia Forsythe 20th- Sara Wattuhewa 24th- Tammy Kuhl 22nd- Genie Klimkowski 23rd- Rose Marie Talio 26th- Laura Laino 28th- Nick Losciale 26th- Sherry Walters 29th- Diane Moore 27th- Howard Meyers 29th- Carole Gravenese 31st-Connie Chiara 29th- Tiffany Talley

## **Community Service**

#### Chubb Charity Golf Tournament

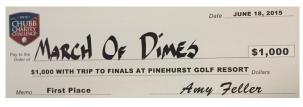
Brad Dubler, Marc Kravitz, Ben Phillips and Jason Walker participated in the Chubb Charity Challenge once again! For those of you who don't know, the Chubb Charity Challenge is a golf tournament that donates all cash prizes to a charity of the winner's choice.

The guys have completed round

one, and came in 1st place! This allowed them to donate \$1,000 to March of Dimes. They have advanced to the next round, where they are guaranteed a winning of \$5,500 but have the potential to win \$55,000!

Our yearlong efforts to support March of Dimes comes from all of us at SterlingRisk; so be sure to thank, congratulate and wish the guys good luck!

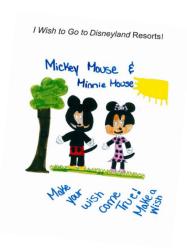
#### GO TEAM STERLINGRISK!



#### Make-A-Wish Foundation

Leslie Nylund, President and Chief Operating Officer of SterlingRisk, attended a luncheon on April 29th celebrating the accomplishments of Zurich's Holiday Party, which has been raising funds for Make-A-Wish Metro and Western New York. The organization grants wishes for children who have been diagnosed with life-threatening medical conditions.

SterlingRisk's contribution towards the Zurich Holiday Party fundraiser last year sponsored Julianna's wish to go to Disneyland Resorts in California.



# SterlingRisk Spotlight...

#### Q: Where did you go to school?

I went to school and I was educated in the Caribbean.

Q: The Caribbean? That's exciting. Are you originally from the Caribbean?

Yeah, I was born in Trinidad. And I came here when I was 16 or 17; I migrated here just as soon as I was done with, they call it "college" in the Caribbean, but it's high school. And I worked for a bit, then I went back to school; I went to New York City Community College and Brooklyn College.

#### Q: So how did you get into insurance?

How did I get into insurance? Wow. I guess life goes full circle. My first job, I was a claims examiner for Blue Cross Blue Shield. And, you know, life takes you through many courses. And I had my resume out there because I worked for a company; we were bought by this family, and the original owner, she sold

the company. She didn't want to do any more improvements to the machinery. Because I always did payroll as long as I can remember. And she sold the company and she told lots of lies when selling the company and, you know, a

lot of things were unearthed as the auditors and controller came in. The equipment was not what they thought it was, and they shut us down. We were purchased by the Love family from Atlanta, GA in 2006, and I worked in that office and did payroll and HR related duties for 15 years. We closed shop officially on June 25th, 2010 (it was my son's birthday!).



You know, I tell everyone, this is the best payroll job I've ever had. Seriously, with all my experiences with payroll. Because, I guess, I have all my knowledge that I have acquired, I'm just putting it into play. I have the experience and with using what I've learned and trying to implement it, you just retain dates and numbers.

Q: So do you have any advice for people that are trying to be successful, trying to make their way in the world, any good tips or advice?

You know, I said to Nirupika today, Integrity. Integrity ranks. It's tantamount to anyone's success. And, you know, people always embellish on their resume, but I tell you, sooner or later, your lies catch up with you. So, you know, try to be as truthful as possible. That's the driving force.

#### Q: Do you have a favorite quote?

"To whom much is given, much is required" - Luke, the Bible. In essence, it means, if you are blessed, you gotta share your blessings.

#### Q: Where did you go to school/what did you study?

- A: I went to Hofstra and got a BA in management.
- Q: How'd you get into insurance?
- A: I had a neighbor that was an underwriter for Chubb and we spoke after I got out of college and basically he explained the whole commercial insurance as a career, and I went forward on that basis.

#### Q: Favorite thing about SterlingRisk?

A: The people, a very great mix of people.

#### Q: Advice for Success?

A: For insurance, you need to listen, that's the key for any job for that matter. You need to have your facts straight. Basically in this job, you need to document everything because you're working with large numbers and you're selling a product you can't see.

#### Q: Favorite quote?

A: "No matter what the situation, just enjoy yourself. Life is too short."



Venus Semper



Carmine D'Angelo



## SterlingRisk Spotlight...

Q: Where did you go to school/What did you study?

A: I went to Carnegie Melon. I was a business major with concentrations in finance and management information systems.

Q: Why did you go into insurance?

A: I basically found this internship through networking, and it was very interesting. I specifically remember when David told me that most people don't get into insurance on purpose. Probably a speech he's given a lot of times...After the internship, the opportunity came for full time work and it was a great offer, it was a great position, and a great opportunity.



Scott Chirls

Q: What did you do here as an intern?

A: Well, there was no specific program it was really designed to be filing mostly, to start, it was with ES&P and it was specifically a taxi insurance program; there was another broker involved who had been running this program and it wasn't going very well so we were assigned as the TPA to go through each of the claims and kind of close out this dead program and there were hundreds or thousands of New York City taxi claims that we were going through and filing and as I started going through it I decided there's got to be a better way to go through it and handle all these files and came up with a system for handling it and that was the bulk of my time here as an intern.

Q: So, did you come up with the system or did you just help them transition into the new system?

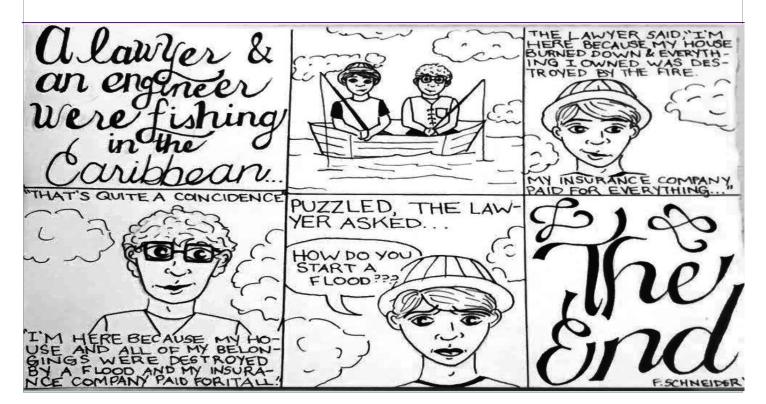
A: Yeah, they needed to come up with a spreadsheet and I said there's a better way to come up with this spreadsheet than first doing the filing and then doing this and that, there were like seventeen steps and we decided let's just go from A to B.

Q: Did you always know you wanted to go into system technology, why? If not, what did you want to do?

A: Yes! I did know. One summer after my sophomore year in high school, I thought about maybe being a marine biologist so I interned at a lab in Stony Brook doing it and I really liked marine biology but the whole time I was just trying to figure out better ways to do what they were doing, and building them a database and the way they track and I said "Okay, there's no fighting this, it's innate, this is what I need to do."

Q: Any tips for future interns?

A: My biggest tip is too use your perspective, not being in the weeds everyday like everybody else you may see things that other people don't.





### **Maddie Carroll**

Q: What's your position?

A: Administrative Assistant

Q: How'd you get started here?

A: It's a long story...let me abbreviate...I was married, got divorced, raised my kids for five years out of the workforce, and got a job in insurance in New Jersey. They [SterlingRisk] were

# Parent's Page

the only ones that would let me get a foot in the door after not working for five years, because I didn't even know what a computer was. So, I've been doing that ever since.

Q: What's your typical day like?

A: Very busy. Brad is one of the larger producers in the company...so he has a huge book of business that I help him with, all the day to day tasks.

Q: What's it like working with your child?

A: It's good. I enjoy it, and, you know, I enjoy buying her lunch every day.

{Jackie: I enjoy it too}

It's like "wait, when are you going back to school?" so I can not spend so much money on lunch.

Q: Do you have any fun facts about yourself?

A: I have one that no one will ever guess; That I enjoy fly-fishing.

Q: Any tips for any future interns or employees?

A: Just work hard and get to the goals you set for yourself.



Nick Losciale

Q: What's your position?

A: I am a senior account executive and the leader of the real estate practice team.

Q: How'd you get started here?

A: I was brought in by a manager that knew of me in March of 2007. I had a

similar position at a company called Aon.

Q: What's your typical day like?

A: I go to NYC once a week to visit clients and prospects. I handle a large book of real estate accounts and manage a team of six people every day.

Q: What's it like working with your child?

A: We are in different departments so we don't do much work together. Now I know where she is and what she is doing from 9:00-5:00 every day.

Q: Do you have any fun facts about yourself?

**A:** I enjoy coaching softball in my free time.





## **Larry Rowe**

Q: What's your position?

A: My position is inside sales manager. I manage four inside sales people that are responsible for making appointments and creating opportunities for the producers on the outside. I also manage our IncomeAssure product which is one of our programs for supplemental unemployment insurance.

Q: How'd you get started

# Parent's Page

here?

A: I had been working for a real estate investment company managing salespeople and I was looking for another opportunity and they were looking to start up and inside sales department, they always had a telemarketing department, they were trying to really vamp it up and I saw the ad in the paper, came in and interviewed and I got the job.

Q: What's your typical day like?

A: Never a typical day. I spend time working with my people. Monitoring their activity, their calls; I work with producers on their appointments, providing them information for their appointments. I also work on managing the producers' pipe-

lines through Sales Force, so I do a lot of work in Sales Force as well. I also handle some of the day-to-day activity for IncomeAssure.

Q: What's it like working with your child?

A: [laughs] Better than I thought. I didn't know what to expect. I thought it would be great or a disaster. But it's been great- it's been a great experience for me, hopefully for her. I think she's realized she doesn't want to be in insurance which isn't the worst thing in the world to determine what you don't want to do in life. But it's been interesting.

Q: Do you have any fun facts about yourself?

A: I really don't like turtles.



## Rose Schneider

Q: What's your position?

A: Senior Claim Consultant

Q: How did you get started here?

A: I had been at another company for 30 years doing claim work and that company went out of business and I applied here and either due to my experience or my advanced age they made me a senior (ba dum dum).

Q: What exactly do you do

working in claims?

A: As a brokerage, we are a liaison between the client and the carrier we represent the client not the carrier. We advocate for the client. In between all that in the claims department we do the reporting of the claim and the follow up of the claim, everything for the claims from beginning to end.

Q: What's your typical day like?

A: Very busy, from the minute I walk in there are emails waiting till the minute I leave.

Q: What's it like working with your daughter?

A: It's wonderful knowing

she's nearby!

Q: Interesting/fun fact about yourself.

A: Well, that I'm a mother of triplets is my one claim to fame.

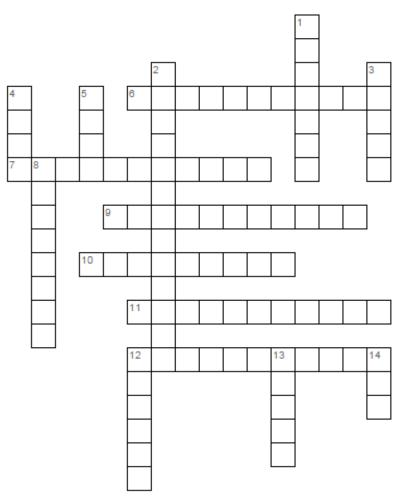
Q: Do you have any tips for future interns?

**A:** I would make the most out of the opportunity you have and decide very thoughtfully what it is you want to do.



## **Games & Entertainment**

How well do you know SterlingRisk & Insurance?



#### Across

- 6 Chief Financial Officer
- 7 Chasing a third party that causes a loss
- 9 Manager of Systems Technology
- 10 What team is a SterlingRisk client?
- 11 Who did not return Jason Walker's emails after meeting him on Jason's honeymoon?
- 12 A change to a policy

Answers on page 16

#### Down

- 1 Location of our Aviation office
- 2 Our purple value, representing 'diversity of thoughts'
- 3 ACE Ltd. bought this property & casualty insurer for \$28.3 billion
- 4 The amount paid for damages by an insurance company
- 5 Number of Managers in the Commercial Lines department
- 8 A type of policy that provides extra liability insurance
- 12 Total number of interns at SterlingRisk this summer
- 13 Total number of SterlingRisk offices
- 14 EPIC's predecessor

# Find out which character you are from NBC's The Office, by visiting this link!

http://bzfd.it/1Uj9thd



#### THE STERLINGRISK GAMES

WHOSE LUNCH & LEARN SCHOOLED THE COMPETITION?

#### Defense: Mr. Jason Walker

Throughout life, especially in the business world, you will be faced with pressing situations. Situations that will require you to choose one of two options: to take on the challenge and step up to the plate or back out and "fake an illness". While the latter option may seem like the easiest alternative in the heat of the moment, Jason Walker has proved that faking an illness is never the answer. Throughout Jason's business career, he has been faced with these types of situations that have put him on the spot and required him step up to the plate.

For example, Jason was the lead on an account with a major French transit company for a multi-billion dollar corporation. While in California about to depart for his honeymoon to Bora Bora, one of the trains owned by the French transit company crashed leaving a multi-million dollar claim open with his name all over it. Instead of panicking (and faking an illness) Jason continued on his honeymoon. Despite what was going on back at the office, Jason was making the most of his trip in the tropical paradise alongside his wife and new pal Vince Vaughn.

One night, before hitting the town with Vince Vaughn and his crew, the worst appeared on the hotel television screen. The stock of the corporation he worked for was plummeting to nothing. While most would completely give up right then and there in fear of their doomed career back at home, Jason rose to the challenge and did not falter. Upon returning from his honeymoon, Jason worked to get the company back on its feet. Through collaboration and hard work Jason proved to be a major asset in the rehabilitation of the company.

Jason is a prime example how it is important to not be afraid to take on difficult challenges even if they seem to be impossible at the time. Adversity can prove to be the best experience for someone's future endeavors. So next time you are faced with problem: relax, take a deep breath and get ready to work and do **NOT** "fake an illness!"

#### Prosecution: Ms. Marci Waterman

Our "Breakfast and Learn" with Marci Waterman left a lasting impression on all the interns. She told us some stories that made us laugh, but also the stories had a significant meaning behind them. She told them to us for a reason, and to deliver a message to us that will forever stay with each of us. It may be very simple and self-explanatory but up until then nobody else really said it directly to us quite like Marci. Her message was simply "follow your dreams, no matter the cost." Thank you Marci for those remarkable stories and advice you gave to each and every one of us. Some of us would like to say what we liked from Marci's presentation:

*Marisa Losciale*- "My favorite thing about Marci is that she's REAL. She knows who she is and what she wants out of life and doesn't let anything stop her from achieving her goals. We should all take a page or two out of her book."

John DiSanto- "My favorite thing about Marci is how she came from next to nothing to becoming an established, successful, and well-respected individual."

**Domenico "Nico" Bruschi-** "My favorite thing about Marci was how she shared her experiences, and her stories about dealing with dangerous people. The anecdotes she shared motivated me to realize that anything's possible if you want it enough."

*Frank Sciortino*- "My favorite thing about Marci was...to be honest, I'm not too sure I can pick one individual thing I liked about her over another! If I had to say one thing, she is extremely nice, very kind and friendly."

Felicia Schneider- "What I appreciated most about Marci was her honesty. While it is nice to be commended for the job you're doing, I really enjoyed the fact that she brought us down to earth and gave us genuine advice instead of just patting us on the back. Her advice could be applied to any field of work and I will definitely use it in the future."

**Courtney Butler**- "I enjoyed how passionate Marci was/is about her career and how she put herself out there to make her meet her personal goals."

## Domenico Bruschi

**Department:** Claims department

<u>University Attended:</u> St. John's University

<u>Subjects Studied:</u> Risk Management and Insurance

Favorite TV Show: South Park

Favorite Genre of Music: All

**Fun/Interesting Fact:** I race dirt

bikes

**Dream Job:** Professional Racer

<u>Favorite Vacation:</u> Experiencing a robbery with machine guns at the resort I was staying at in Italy.

<u>Favorite Quote:</u> "You miss 100% of the shots you don't take." – Wayne Gretzky



# Courtney Butler

**Department:** Accounting/Marketing

<u>University Attended:</u> University of North Carolina at Chapel Hill

Subject Studies: Major: Business

Minor: Public Policy

Favorite TV Show: Scandal

Favorite Genre of Music: Alternative

<u>Fun/Interesting Fact:</u> I hold my pen like a caveman...but still manage to

have neat handwriting

**Dream Job:** play Olivia Benson on

Law & Order: SVU

Favorite Vacation: Paris

<u>Favorite Quote:</u> "Be so good they can't ignore you." - Steve Martin



# Jackie Carroll

**Department:** Systems Technology

<u>University Attended:</u> St. John's University

<u>Subjects Studied:</u> Chemistry and Biology

Favorite TV show: Friends

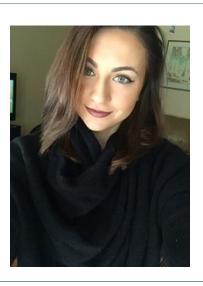
Favorite Genre of Music: House Music

<u>Fun/Interesting Fact:</u> I make a lot of my own beauty/skin care products

<u>Dream Job:</u> A doctor specializing in gynecology

<u>Favorite Vacation:</u> I haven't had one yet...we should fix that mom...

**Favorite quote:** "I will not cause pain without allowing something new to be born, says the lord." – Isaiah 66:9



# John DiSanto

Department: Claims/ ES&P

<u>University Attended:</u> St. John's University

**Subjects Studied:** Risk Management

& Insurance

Favorite TV Show: Suits

Favorite Genre of Music: Rap/

Country

Fun/Interesting Fact: Never been to

a concert

<u>**Dream Job:**</u> Owning my own company

Favorite Vacation: Madrid, Spain

<u>Favorite Quote:</u> "Loyalty is a two way street. If I'm asking for it from you, then you're getting it from me."

- Harvey Specter



## Kirsten Dolan

Name: Kirsten (Kiki) Dolan

**Department:** Programs

University Attended: Sacred Heart

Academy

Subject Studied: N/A

Favorite TV Show: Greys Anatomy

Favorite Genre of Music: Indie-

Rock

Fun/Interesting Fact: My house

used to be pink

<u>Dream Job:</u> Photographer/ World Traveler

Favorite Vacation: Sweden

<u>Favorite Quote:</u> "Who's to say tomorrow won't be the best day of

your life?"



# Marissa Joy

**Department:** Programs

<u>University Attended:</u> Stony Brook

University

<u>Subjects Studied:</u> Economics, Applied Mathematical Statistics, &

Women's Studies

Favorite TV Show: Game of

Thrones

<u>Favorite Genre of Music:</u> Indie, Rock, Rap (sorry can't pick one)

<u>Fun/Interesting Fact:</u> I can play the violin and guitar

**<u>Dream Job:</u>** Working in the music industry

<u>Favorite Vacation:</u> Cruise to the Bahamas

<u>Favorite Quote:</u> "Have I gone mad? I'm afraid so, but let me tell you something, the best people usually are" – Lewis Carrol



## Marisa Losciale

**Department:** Branding/Marketing

**University Attended:** SUNY New Paltz

**Subjects Studied:** Journalism and Marketing

Favorite TV Show: Arrested Development

Favorite Genre of Music: Punk/Rock

Fun/Interesting Fact: I met Sam Smith at a

party before he was famous

<u>Dream Job:</u> Something that pays enough so it doesn't matter that the guac is extra.

<u>Favorite Vacation:</u> Myrtle Beach, South Carolina

Favorite Quote: "If 'A' is a success in life, then A=X+Y+Z. Work is 'X'; 'Y' is play; and 'Z' is keeping your mouth shut."- Albert Einstein



## Melissa Rowe

**Department:** Programs

**University Attended:** SUNY Cortland

**Major:** Psychology

Minor: Psychology of Special

Education/Children

Favorite TV Show: Law & Order

Music: Anything

<u>Fun/interesting fact:</u> At school I live in a house with 24 other girls, I am

the president of my sorority

<u>**Dream job:**</u> Ideally I would love to stay in college forever; realistically I want to be a clinical psychologist

Favorite vacation: Cancun, Mexico

Favorite Quote: "Wherever you go,

go with all of your heart"



## Frank Sciortino

**Department:** Accounting

<u>University Attended:</u> St John's University, School of Risk Management and Insurance

**Subject Studied:** Actuarial Science

Favorite TV Show: The Office

Favorite Genre of Music: Pop Punk

<u>Fun/Interesting Fact:</u> I taught myself how to play guitar, bass, drums, and piano

**<u>Dream Job:</u>** Musician

Favorite Vacation: California

<u>Favorite Quote:</u> "I wish there was a way to know you were in 'the good old days' before you've actually left them" -Andy Bernard, The Office



## Felicia Schneider

**Department:** Facilities

<u>University Attended:</u> American University

<u>Subjects Studied</u>: International Relations and Public Health

Favorite TV Show: The Office

Favorite Genre of Music: Anything!

**Fun/Interesting Fact:** I can wiggle

my ears

<u>**Dream Job:**</u> Policy writer at the State Department

Favorite Vacation: Israel

<u>Favorite Quote:</u> "No one can make you feel inferior without your consent."- Eleanor Roosevelt



# Nirupika Sharma

**Department:** Large Commercial

<u>University Attended:</u> New York University

<u>Subjects Studied:</u> Psychology and Business Studies

Favorite TV Show: The Office

<u>Favorite Genre of Music:</u> Rap/Hip -Hop

<u>Fun/Interesting Fact:</u> During my freshman year of college, I took Forensic Anthropology & Cole

Sprouse sat behind me the entire semester.

Dream Job: Guy Fieri's job

<u>Favorite Vacation:</u> Goa when I was 16 years old

Favorite Quote: "The sole purpose of human existence is to kindle a light in the darkness of mere being" – Carl Jung









# Tips for the Office

- 1. Dress to impress
- 2. Be engaging in all meetings and or conversations
- 3. Know your strengths and weaknesses
- 4. Be on time
- 5. Make a daily commute ~jam~ playlist to make the traffic to/from work less miserable
- 6. Get to know to as many people as possible, even if they aren't in your department. Networking is HUGE and you would be surprised to learn about some of the cool stories your coworkers have
- 7. Bring a blanket, sweater, hat, slippers, mittens, a mini heater, etc. for your desk because offices are cold
- 8. Join a gym, because you will gain weight from all the snacks
- 9. Don't be intimidated, people are here to help you
- 10. "At 3PM today, someone poisons the coffee. Do not drink the coffee. Further instructions to follow." Okay, but seriously, coffee is super important
- 11. A stack of papers to raise your monitor to an appropriate height will totally save your neck in the long run
- 12. Post-its. Always have post-its ready because you never know when you're going to have to label something
- 13. Smile and greet people; be enthusiastic. You never know who you will end up working with or working for
- 14. Take deep breaths if overwhelmed or frustrated, and stretch at some point during your day
- 15. Send thank you emails/cards to people that have helped you. It does not go unnoticed!
- 16. Proofread emails!
- 17. Attend all meetings
- 18. Always bring a phone charger—your phone will die and you will regret it.
- 19. Always say hello/good morning to people—a small gesture can really brighten someone's day
- 20. Make yourself indispensable

### Welcome to SterlingRisk!

#### New hires as of May 2015

Alicia Prestia Associate Attorney

Raquelle Kabatsky Personal Lines

Jessica Carucci Program Associate

Connor Hagans Inside Sales Representative



# **Strive**

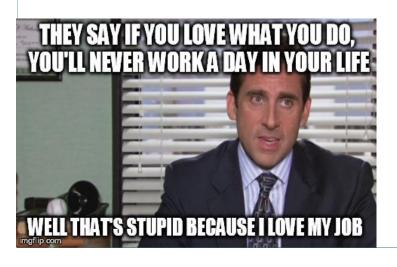
For all SterlingRisk information, news and updates, please make sure to bookmark our intranet. http://strive:8082/STRIVE/

- Twitter posts for IncomeAssure and SterlingRisk
- Announcements about fundraisers, events and values updates
- Human resources documents
- Training documents
- Request tools
- Branded company templates

# STERLINGRISK

Check out our internship program video! It was scripted, filmed, and produced by our interns!

To Be Premiered at our Company Meeting 8/5!



# **Suggestion Box**

Have a suggestion for the Values Communications sub-committee?

Have an idea for a possible story in this newsletter?

We want your ideas!

#### E-mail us:

valuescommunications@sterlingrisk.com

#### Crossword Puzzle

How well do you know SterlingRisk & Insurance?

