

# ARTHUR J. GALLAGHER

## SUMMER INTERNSHIP PROGRAM

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**Arthur J. Gallagher** ([www.ajg.com](http://www.ajg.com)) is visiting Illinois State University on November 2-3, 2011 to interview candidates for Gallagher's summer internship program.

**November 2, 2011- 6:00-7:00 pm** - Orientation night allowing internship candidates to learn about Gallagher's Internship Program. Anyone participating in an interview is strongly encouraged to participate in the orientation night. **In SFH 356**

**November 3, 2011- 9:00-4:00** - On campus interviews **In SFH125 B & E**. Please sign up for a 30 minute interview at the Katie School of Insurance office- **SFH 432**

### *Consider a Career in Brokering*

Our Summer Intern Program was created to attract new talent to the insurance industry and train professionals for a career in insurance brokerage. In the Summer Intern Program, we will teach you basic insurance concepts, and show you what a broker does and where Gallagher fits in the world of insurance. The experience provides you with a chance to assess a career in insurance, while Gallagher evaluates your potential as a future broker and insurance salesman.

Although you might not have heard a lot about what brokers do, this career path offers tremendous growth potential. Ask any successful broker what he or she likes best about this job and you'll likely hear some version of this response: "Freedom to create my own success." As an intern, you'll gain some perspective on what this means. Most of our summer interns discover that a career as a broker appeals to them and many of the participants become full-time employees after graduation.

### *Gallagher Summer Intern Program Advantage*

Our program embraces the concept of learning by doing. As an intern, you'll be working closely with producers on a daily basis in their work environment. Former interns are quick to point out that these Gallagher professionals are very approachable as they guide students through many workplace scenarios. Gallagher interns do much more than push paper and act as "go-fers." As an intern, you'll witness and be part of the business at hand – the sales process.

### *Program Overview*

We offer **paid internship opportunities** for upcoming college juniors and seniors. Interns can participate in the internship for one or two summers—beginning the summer before junior year and concluding the summer before senior year. Each summer consists of a nine-week program that includes a week of classroom instruction in Gallagher's Home Office in Itasca, Ill. The program is from **June 4th through August 3rd in 2012**. During this orientation week, you'll be introduced to many facets of both the insurance industry and our company. You'll also have a chance to meet our division heads, operational leaders and successful producers (sales professionals) who serve as instructors – many of whom are former Gallagher interns. The seminar week is an opportunity for interns from all participating branches to meet. Most interns consider this to be a highlight of the program.

Following this week of training, you'll return to your sponsoring branch office to spend the remaining weeks of the program. During this time, you'll follow rotational assignments introducing you to various departments. A real plus to this portion of the program is experiencing Gallagher's student-friendly culture. The primary activity in the program is to shadow successful brokers as they work and participate in different phases of the sales cycle. As an intern, you are not responsible for selling, but you will gain an understanding of the sales process while helping to prepare proposals, gathering data and accompanying producers as they make sales calls, meet with clients and negotiate with underwriters.

Additional information about Arthur J. Gallagher and Co, one of the world's largest insurance brokers, can be found at [www.ajg.com](http://www.ajg.com). (JOIN THE TEAM / SUMMER INTERNSHIP PROGRAM)

We encourage you to reach out to some of Illinois State University's former Gallagher Interns to ask any questions you may have.

Laura Miller (Current ISU Student)- [LauraE\\_Miller@RPS.ins.com](mailto:LauraE_Miller@RPS.ins.com)

Vince Porter '10- [vince\\_porter@ajg.com](mailto:vince_porter@ajg.com)

Ryan Doyle '09- [ryan\\_doyle@ajg.com](mailto:ryan_doyle@ajg.com)

Patrick Doyle '09- [patrick\\_doyle@ajg.com](mailto:patrick_doyle@ajg.com)

Amanda Marks '08- [amanda\\_marks@ajg.com](mailto:amanda_marks@ajg.com)

Eric Pan '04- [eric\\_pan@ajg.com](mailto:eric_pan@ajg.com)

Bob Jacobsen '03- [robert\\_jacobsen@ajg.com](mailto:robert_jacobsen@ajg.com)

Jayne Rector (Current ISU Student)- [jerecto@ilstu.edu](mailto:jerecto@ilstu.edu)

We hope you will take advantage of the Gallagher Internship program and sign up for an interview by going to the Katie School of Insurance Office #432. Please email your resume to [debbie.babcock@ilstu.edu](mailto:debbie.babcock@ilstu.edu) so I can send it on to Gallagher.