

Industry Testimonial

Terry Hennen: The Katie School really does a great job at this. First of all, there aren't very many schools that offer a program in insurance and risk management. The Katie School not only does that but they really do it *well*. And I think what I like the best about it is that this is a real-world experience that they're getting. When I see these students and talk to them, I find that they aren't picking up just a real academic, sort of irrelevant, education; they're really tuned into the business and our current issues; they've spent time out in the field visiting various entities within the industry; they've networked with people. And I think bottom line, when we're interviewing them, they're actually *excited* about coming into the industry. So they have some of the skills; they have some of the knowledge. They already have a commitment; they know this is what they want; they're excited about the opportunities that are there. And that's really helpful for us.

John Polak: I think that the Katie School students should recognize that when they come into the workplace that they have committed to the financial services and the insurance industry, that they are probably as well or better equipped than virtually anybody else that they are competing for to enter the industry on the first job, the second job, or long-term in terms of career-involving executive leadership.

Clinton Gardner: There's just a tremendous host of great programs that are made available to the Katie Insurance School students. They can participate in Toastmasters programs. Many of the people that we've hired come to us with a CPCU or CLU course. Many of them have just great experiences that have been afforded by the Katie Insurance School. One thing that really stands out in my nine-year association with the Katie Insurance School is the personalized attention that the entire staff of the Katie School affords to the individual students.

Dixie Axley: Katie School graduates distinguish themselves in a number of ways. One is the foundational knowledge they have about the business that they're entering. And another is the chance they've had to deeply examine themselves and ask the questions about why they're choosing to involve themselves and to engage in the business that they've chosen. They come with solid knowledge. They come with a chance to have practiced engagements in the business that they are pursuing. And they come ready to engage. They come ready to practice continual learning; they don't come to us as fully-finished products. They come to us as professionals who are ready to engage with us in the service of our customers. And we really couldn't ask for anything better.