

## London Market Study Tour Testimonials

**Terry Hayday:** In 1995, I came over to Illinois State University for the first time. I felt having spoken to the guys here that there was an opportunity to develop a training program and it was clear – that when I turned up with my ideas on one side of the paper and they presented me with a dossier of what they could do for me – that we were going to have a great time. So what we did in the year 2000, we compressed two weeks of study activities into one week and we start the program up in Chicago and we then bring them down to Illinois State for the final couple of days .

**Ross Loudon:** We fit quite a lot into the days, and we've broken it up with visits. We've been to the Chicago Board of Trade, we've been to State Farm today – so we're breaking up the classroom in sort of different things. So it's been quite diverse, which has kept it interesting. And then in the evenings, it's been very much like London again...

**Ciara Ringwood:** I thought it a bit strange because most of the people here are underwriters. I've never met any of these people before, and I think it was a great opportunity for me to meet more people in the industry; it's networking really. They're all, obviously, very nice.

**Terry Hayday:** We always have a hot topic. This year's hot topic has been the subprime credit-crunch issue in the states, and so we've built a session in *this* year, in 2008, on that topic. A couple of years ago, we had a specialist topic on Hurricane Katrina. And so, the program modifies to an extent, depending on current issues. You need to come over here to see the United States for yourself. The contrast for example between Bloomington/Normal and Chicago is extreme. Many people who will habitually travel to the states on business will go to New York, Chicago, or San Francisco. They don't have the opportunity to come to "Heartland America". But it's in places like this that the risks that are underwritten in Lloyd's actually exist. So it's important to have firsthand knowledge of the United States overlaid with very high-quality presentations and expert tuition from the faculty/the teaching staff here at the Katie School.