

## Recruiters Testimonial

**Heather Acerra:** It's always helpful to find students that may have some exposure or knowledge of the insurance industry already. We don't *exclusively* hire insurance majors, but certainly those that have majored in insurance have already demonstrated a commitment to moving forward in that profession.

**Deanna Frautschi:** The Katie School of Insurance is definitely unique because it provides students an opportunity to learn about many facets of the insurance business and it provides an opportunity for them to network. It provides an opportunity for them to be interns at actual insurance companies, such as our own, COUNTRY Financial. And it provides just a wonderful wealth of opportunity for them to look at an industry which needs many good employees.

**Jim Ekdahl:** The Katie School is a direct contributor of talent – that's a very obvious way that it's important. Also I think the Katie School impacts a larger population of students, not just those going into the industry, because so many in the College of Business take classes there. They get a better understanding of the industry which affects the way the industry is viewed. I also think they contribute to the industry through providing programs that people currently working in the industry benefit from. So there's multiple ways that the school contributes. We're looking to try to leverage all of those for the benefit of our company, but I do think in general for the whole industry the Katie School makes a very, very broad contribution beyond just those that graduate with an insurance degree.