

Advisen People on the Move

As of November 27, 2007

Dennis J. Baltz, Gracie Bechtol, Charisse Bertrand, Robert De Blasio, Peggy Brockmann, Robert M. Bryar, Chris Condello, Stephen Crabb, Adrianne Cronas, Stephanie R. Davenport, John N. DiBlanda, Ted Doolittle, Lisa Elliot, Mickey Estey, Alexis Fishman, Brian E. Flynn, Jeremy Frumkin, Lisa K. Gentile, Abe Gottesman, Jerald L. Griffin, Gina M. Gunther, Thomas H. Hite, Sem Karetny, Esther Kim, Erin D. Kivo, William L. Klein, Jennifer S. Law, Devon Lay, Tom Leahy, Jill Levy, Paul Long, Seth Madnick, Christopher M. Mango, Joseph Marino, Edward E. Monteith, Michael Mullaney, Shane Palmer, Jeannemarie Pettipas-Ross, Jeffrey M. Phillips, Paul Podzikowski, Kerrick D. Porter, Laura Purcell, Marc E. Rindner, David Rogers, Mickey Ross, Connie Rowe, Drew Sanders, Larry Santapaola, Frank Scardino, Frank Seigel, Robert Sinclair, Stephen M. Sitterly, Sean Slutsky, John B. Smith, Paula Smith, Scott Sterner, Geoff Taylor, Todd M. Trcka, Brendan Traynor, Bonnie Tsutsumi, Duncan Urquhart, Paul S. Vaughn, James Welsh, Matt Whitelaw, Michael Yovino, Zulma Marquez Zak, Teri Zanders, and Laura Zaroski are People on the Move. Read their details on Advisen. POM is sponsored by Smith Hanley Insurance Recruiters.



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WHO'S IN PEOPLE ON THE MOVE?

Over 65 people are listed in this POM. Advisen's publishes POM about every three weeks. We include any Broker, Underwriter, Risk Manager, Consultant, Attorney or other commercial insurance professional. Add yourself to POM by sending announcements of job changes and promotions to editors@advisen.com with "POM" in the subject line.

Dennis J. Baltz, CPCU, ARM has joined HRH Atlanta as a Vice President. He has 15 years of risk management and insurance experience. He was most recently a Director, Risk Management at Coca-Cola Enterprises Inc.(CCE) in Atlanta. Prior to joining CCE in 2004, he served as Risk

Manager-Property for BellSouth Corporation in Atlanta for seven years. Dennis started his career with a national insurance brokerage firm, and was based in San Francisco and then Atlanta.

“Dennis has been a well-regarded corporate risk management professional for the past ten years, and we are thrilled to have him join our expanding team,” said HRH Atlanta President Doug Strohl. Reach Dennis at 404.942.5123 or dennis.baltz@hrh.com

Gracie Bechtol has joined Lockton as a Senior Account Executive in the Employee Benefits Consulting Practice in San Antonio, TX. She has more than 20 years of experience implementing health and welfare programs. She provides guidance on actuarial valuations, employee benefit communications, plan design, modeling, wellness programs, audits, compensation and retirement plans. For the past 12 years, she worked with United Healthcare of Texas in San Antonio. Reach Gracie at 210.491.3120 or gbechtol@lockton.com

Charisse Bertrand has joined Edgewood Partners Insurance Center (EPIC) as Director, Risk Management Services, for the Program Group. She has more than 20 years of experience in loss control and risk management solutions, including workers compensation claims administration on both insured and self-insured programs. She previously led the risk management team for programs at UnionBanc Insurance Services. Reach Charisse in San Ramon, CA at 925.242.2551 or cbertrand@edgewoodins.com

Robert De Blasio has joined Kinloch to lead the Healthcare Industry Practice as of October 10. Prior to joining Kinloch Holdings, Inc., he was with Hilb Rogal & Hobbs, where he was responsible for establishing the nationwide healthcare industry specialty practice. Before HRH, he was a middle market sales professional and client executive in the Healthcare industry practice at Marsh & McLennan. “Healthcare is one of the fastest growing industries in the United States. Delivering specialized expertise and customer-focused services to this important segment is a critical part of our strategy,” said CEO Bob Lockhart. “Bob De Blasio is one of the most knowledgeable professionals in the field and has an out-outstanding track record for building and managing a highly successful healthcare practice. We are thrilled to have him as part of the Kinloch team.” Contact Bob at 203.733.7672 or robert.deblasio@kinlochpartners.com

Peggy Brockmann, Senior Vice President and National Wrap Up Practice Leader, joined MRM Consulting, Inc. in Westport, CT on July 2. MRM is an independent firm, whose sole business practice is Wrap Up Administration. Most recently, she was the Wrap Up Insurance Manager at Bovis Lend Lease in New York City. Contact Peggy in Westport, CT at 203.254.1385 or pbrockmann@mrmriskmanagement.com

Robert M. Bryar joined C.M. Meiers Co as Executive Vice President in June. He is responsible for growing the agency’s Middle Market and Entertainment Divisions, and he will handle Carrier Relations and work on Special Projects with the principals. Bob spent two years as Managing Director, Southern California for Acordia/Wells Fargo and 14 years as President and CEO of Speare & Co. Prior to that, he was with Hoffman Brown Co. for 14 years and with Max Behm & Associates for 10 years. Reach Bob in Woodland Hills, CA at 818.224.6162 or rbryar@cmmeiers.com

Chris Condello at Willis has been appointed as Executive Vice President and North America Leader of the Japan Global Practice Group. He joined Willis in 2004 and has 16 years of experience. He has developed an expertise in the electronic and pharmaceutical industries

assisting clients with their complex risk in the US and globally. From 1997 to 2004, Chris worked in the Japanese Practice of Marsh in New York. Willis North America CEO Don Bailey said, "It is terrific to have so much talent in the North America Practice, and to have significantly grown our Japanese business in such a short timeframe. I am confident that with the work ethic, expertise and dedication that Chris brings, we will continue to strengthen our North American Practice. Chris brings exceptional skills and experience to this position. We are happy to have him with us." Reach Chris at 212.915.8026 or chris.condello@willis.com

Stephen Crabb has joined Beazley as a Claims Manager in the Specialty Lines department as of October 15. He focuses on UK and International Professional Indemnity claims. He was previously a Senior Associate in the Insurance and Reinsurance Group at CMS Cameron McKenna. Reach Stephen in London at 020.7674.7053 or stephen.crabb@beazley.com

Adrianne Cronas has joined Marsh USA as a Senior Client Advisor in the Global Environmental Practice in New York. She has more than 20 years of insurance experience and has focused on environmental risk and insurance through much of her career. Before joining Marsh, she had her own consultancy, specializing in environmental insurance brokerage. She also established and led the New York Environmental Practice of Willis. She began her career as an Underwriter with USF&G and then joined Minet, where she was head of the Property/Casualty Department from 1987 to 1996. "Managing the wide array of environmental exposures continues to be among the most significant challenges for businesses in several industry sectors located in New York City and the surrounding area," said David Liston, Managing Director and head of the New York office. "Adrianne brings an impressive track record for developing innovative solutions to environmental risks. She will enhance our strong existing capabilities in this area." Reach Adrianne at 212.345.6985 or adrianne.cronas@marsh.com

Stephanie R. Davenport has joined newly formed Valiant Insurance Group, Inc. as Vice President of Finance. Valiant was formed in 2007 to provide specialty property and casualty products and services to the US agency and brokerage market. It is a subsidiary of Bermuda-based Ariel Holdings Ltd. She was formerly Senior Vice President of Fiduciary Accounting and Claims at Gallagher Re and held various positions such as Director of Reinsurance Management, Director of Financial Operations and Accounting Manager for Marine and Aviation Pro-rate Treaty Reinsurance at CNA Global Resource Managers. Reach Stephanie at 917.971.0815 or stephanie.davenport@valiantinsurance.com

John N. DiBlanda has joined Valiant Insurance Group, Inc. as Chief Financial Officer and Chief Operating Officer. "We are extremely pleased that John DiBlanda has joined us. He is a highly-qualified executive manager with over 20 years diverse financial and operational management experience within the insurance, reinsurance, financial services and public accounting industries. He brings a wealth of experience and will be instrumental in helping us establish a broad-based platform servicing the U.S. agency and brokerage market," says Gary Dubois, President of Valiant Insurance Group. John was previously CFO of Delos Insurance. He was US COO and Global CFO of Gallagher Re and he was a senior executive of John P. Woods Co., Inc. He also held senior positions at Centre Reinsurance Company and KPMG. Contact John at 201.633.3604 or john.diblanda@valiantinsurance.com

Ted Doolittle has been named Managing Director, Global E&O Liability Practice Leader at Carpenter Moore effective November 5. He has over a decade of executive liability experience, focusing on E&O programs across all industries. He has advised clients ranging from private companies to the Fortune 100, helping them to obtain technology E&O and cyber-liability coverage. Prior to returning to Carpenter Moore, Ted spent over two years as a Principal and National E&O Practice Leader with Integro. From 1997 through 2005, he was a broker with Carpenter Moore Insurance Services. Contact Ted in San Francisco at 415.243.2384 or ted.doolittle@nasdaq.com

Lisa Elliott has joined Edgewood Partners Insurance Center (EPIC) as an Executive Underwriter for the Program Group. She has over 20 years of experience in the insurance industry. She has worked for TIG, Fireman's Fund and Hartford. Lisa has managed large national accounts, created underwriting templates for small business, and developed group and program business. Before joining EPIC, Lisa was program underwriter consultant at UnionBanc Insurance Services. Reach Lisa in San Ramon, CA at 925.242.2551 or lelliott@edgewoodins.com

Mickey Estey has rejoined Carpenter Moore as a Managing Director in the San Francisco E&O Practice as of November 5. He has eight years of brokerage experience advising complex companies on Professional Liability/E&O and Privacy/Security insurance solutions. He has helped develop E&O programs for companies in a variety of industries, including Construction, Technology, Real Estate, and other professional consultancies. Mickey was most recently a Senior Associate at Integro where he joined after being a Senior Broker at Carpenter Moore from 2000-2006. His background also includes seven years as a Structural Engineer. Reach Mickey at 415.243.2307 or mickey.estey@nasdaq.com

Alexis Fishman joined Beecher Carlson as a Senior Vice President on October 1. She has more than 20 years experience in property and casualty insurance, and she focuses on Risk Management and Healthcare-related businesses. She will work in the Los Angeles office in the Risk Management vertical and lend support to local production efforts. Prior to joining Beecher Carlson, Alexis held a number of brokerage positions most recently at HRH as VP of Marketing. She was also an Associate at Lockton, Aon and Jardine Risk Management. Reach Alexis at 213.337.3906 or afishman@beechercarlson.com

Brian E. Flynn joined RLI Insurance Company on October 8 as a Vice President -Miscellaneous Professional Liability. He will head the professional liability department in Summit, NJ. He was most recently at ACE USA, where he held various underwriting and management positions for the last seven years. He also brings a background on the broker and claim sides of MPL business. Reach Brian in Summit, NJ at 908.598.8375 or brian_flynn@rlicorp.com

Jeremy Frumkin has joined IronPro, the Professional Liability facility of Ironshore Ltd., as an Assistant Vice President. He will manage regional distribution and business development for the Western region. Prior to joining IronPro, Jeremy was Branch Manager for National Accounts Division of AIG Executive Liability, a subsidiary of AIG. Reach Jeremy in San Francisco at 415.277.5449 or jeremy.frumkin@ironshore.com

Lisa K. Gentile has joined Aon Risk Services in October as a Vice President and Account Executive in Aon's San Francisco Risk Management Group. She will handle a portfolio of large clients' risk management needs worldwide. Lisa's expertise includes account oversight of

worldwide property, casualty, and professional liability risk management programs, designing programs and delivering services for large corporations, as well as resolving clients' business risk issues. She has over 16 years in property/casualty insurance. She spent the previous three years at Woodruff-Sawyer managing large accounts, and a total of twelve years at both Chubb and Fireman's Fund, performing various underwriting, management and operations functions. She also spent one year as a consultant in the insurance practice at Accenture. Reach Lisa at 415.486.7658 or lisa_gentile@ars.aon.com

Abe Gottesman has joined Edgewood Partners Insurance Center (EPIC) as a Senior Vice President in the Orange County, CA office. He will produce and manage mid-market to large national and global accounts in multiple industries, with a focus on construction, real estate, financial institutions and retail. He was most recently Chief Operating Officer at S.E.E. Touring Productions, Inc. From 2006 to 2007, he was a Vice President at UnionBanc Insurance Services. He worked at Aon from 2002 to 2006. Reach Abe at 714.937.4278 or agottesman@edgewoodins.com

Jerald L. Griffin has joined Engle Martin & Associates to open and head a new Sacramento office. "Engle Martin sees Northern California as offering excellent opportunities for providing our quality of service and responsiveness to customer needs. Building upon our presence in Los Angeles, the northern California office will help us service claims from Reno to San Francisco," said CEO Kevin Engle. Jerry has worked for Philadelphia Insurance Company, Hartford Insurance Company, Continental Insurance, and Tokio Marine Insurance. Contact Jerry in Rocklin, CA at 916.786.5445 or jgriffin@englemartin.com

Gina M. Gunther is now a Vice President of Client Services at Insurance Policy Enforcement Consultants LLC. IPEC was founded in the aftermath of Hurricane Katrina to advise corporate, governmental and charitable organizations on exactly what their insurance policies cover, and what they do not cover, how to negotiate for the best coverage and how to get disputed claims paid without expensive litigation. The firm's national practice offers services to assist in preserving the assets of public and private organizations. Gina's responsibilities at IPEC include managing services on behalf of clients and leading the organization's growth with strategic marketing initiatives. "Gina Gunther knows insurance inside and out," said David Bender, Jr., an IPEC founding partner. "She fully understands the subtle changes and weasel words some insurance carriers began inserting into insurance policies following devastating hurricane and wildfire losses." Gina's insurance background includes over 12 years of experience as Managing Director of a commercial insurance brokerage firm. Reach Gina in San Buenaventura, CA at 805.288.1380 or gmg@consultipec.com

Thomas H. Hite at Wells Fargo Insurance Services has been appointed Regional Business Development Officer for the Mid-Atlantic region, effective October 1. In his new role, he will be responsible for cross-selling Wells Fargo products in the Mid-Atlantic region and building a retail brokerage operation in Charleston, SC. Tom has over 30 years of experience in the insurance industry, most recently as Managing Director, National Practice Leader Property & Casualty for the company. Prior to that, he held many positions with Zurich North America including Executive Vice President of Corporate Marketing; Executive Vice President of Corporate Development; President of Zurich International, and Senior Vice President, International Department. "Tom's vast knowledge and experience in insurance will help us grow

our brokerage group in the South Carolina office,” said Andy Paterno, Regional Managing Director, Mid-Atlantic Region. “With Tom’s expertise we expect our cross-sell results to increase significantly.” Reach Tom via his cell at 312.520.3625 or thomas_hite@wellsfargois.com

Sem Karetny, ARM is now an Account Manager at ECBM Insurance Brokers and Consultants. He handles large account business, and started on October 29. He was previously a Producer Trainer at The Graham Company. Reach Sem in West Conshohocken, PA at 610.664.8299 x1345 or skaretny@ecbm.com

Esther Kim joined ACE USA effective October 1 as an International Advantage Production Underwriter. Located in ACE USA’s Morristown, NJ branch, Esther is responsible for delivering international property and casualty programs for US-based companies in Northern New Jersey and New York (Duchess, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester). Esther was an International Underwriter with Chubb Group prior to joining ACE and she brings significant industry experience to the point of sale. Contact Esther at 973.775.7588 or esther.kim@ace-ina.com

Erin D. Kivo has joined VRT Insurance Services as an Account Executive and Assistant Vice President as of September 24. She specializes in Management Liability and will focus on companies in the Technology & Life Science sectors. Erin was previously with the Corporate & Executive Liability division of Woodruff-Sawyer & Co. Reach Erin in Oakland, CA at 510.590.9111 or edk@vrtinsurance.com

William L. Klein, CIC has joined Marsh US Consumer-Professional Liability as a Vice President as of November 5. He reported that “I’ll be working with large professional practice associations with planning, designing and implementing programs with malpractice being the product lead. I’ll also provide additional products and services depending on the needs of the association members. Prior to this, I was at McNeary working with hospitals and physicians with coverage, placement and risk management issues. Prior to McNeary, I was a Producer with Cameron M. Harris & Co., in Charlotte, which is now part of Wachovia Insurance Services, and Bertholon-Rowland, in New York, which is now part of USI Affinity.” Reach Bill in Charlotte, NC at 704.374.8152 or bill.klein@marshpm.com

Jennifer S. Law has joined Marsh USA as a Vice President in the FINPRO division. She was most recently an AVP & Underwriter for Arch Insurance, where she worked in the Executive Assurance unit for the past five years. Her insurance career, which began in 1999, also includes underwriting experiences at The Hartford and Reliance National. Contact Jenn in San Francisco, CA at 415.743.8412 or jennifer.s.law@marsh.com

Devon Lay has joined RLI as an Underwriter in the Executive Products Group (EPG) as of October 1. She worked previously at ACE USA, where she spent the last few years underwriting professional liability products and property coverages in Atlanta and Dallas. Contact Devon in Dallas at 972.481.1034 or devon_lay@rlicorp.com

Tom Leahy joined Ironshore Ltd. as a Senior Vice President of Underwriting to manage the NY-based underwriting teams of IronPro, its Professional Liability facility. He has over 13 years of insurance experience. He was most recently an Executive Vice President, National Accounts Division of AIG Executive Liability. He was also a Vice President of Global Specialty Risk and

Underwriting Manager for Reliance National Insurance. IronPro President Greg Flood commented, "I've worked with Tom for many years. We are thrilled that a manager and underwriter of his caliber has joined IronPro. Tom will be a tremendous asset to IronPro's expansion, underwriting and servicing of our Open Brokerage products." Contact Tom at 646.826.6648 or tom.leahy@ironshore.com

Jill Levy has joined the Risk and Insurance Management Society (RIMS) as the new Director of Membership and Chapter Services, effective November 12. RIMS Executive Director Mary Roth announced, "Jill is a management professional with 20 years of trade association experience. Jill was Director of Research and Technology at the National Court Reporters Association; Director of Regional Activities Operations and Director of Membership at the Institute of Electrical and Electronics Engineers, Inc. and Director of Chapter, Region and Membership Activities at the National Kitchen and Bath Association. Jill has extensive experience in membership marketing programs, strategic planning and public relations." Reach Jill at RIMS in New York at 212.655.6030 or jlevy@rims.org

Paul Long joined Colemont Insurance Brokers as a Vice President and Broker in July. He specializes in Property and Inland/Ocean Marine. Paul has over 20 years of industry experience and worked for AmWINS, Swett & Crawford, and Lloyd's of London. Contact Paul in Chicago at 312.986.0404 or paul.long@colemont.com

Seth Madnick has joined Edgewood Partners Insurance Center (EPIC) to lead the EPIC Program Group as Senior Vice President. During his insurance experience, he has developed and managed alternative market risk sharing arrangements as well as insurance and reinsurance placement programs. He has practiced corporate, regulatory and reinsurance law as in-house counsel at various insurance companies, and as a Partner at Musick, Peeler & Garrett in San Francisco. Prior to joining EPIC, Seth was COO of Hawaii Medical Assurance Association and President of the Program Division at UnionBanc Insurance Services. Reach Seth in San Ramon, CA at 925.242.2551 or smadnick@edgewoodins.com

Christopher M. Mango, CPCU, RPLU is now Vice President & Director of Corporate Risk Management at The Hartford Financial Services Group, Inc., effective September 2007. In this role, he is responsible for the overall management of the Corporate Risk Management Department at The Hartford. He was previously with Chubb and its subsidiaries for the past 12 years, primarily in Underwriting Management capacities and most recently Vice President and Southern Zone Manager for ChubbPro and Chubb Healthcare business segments in Dallas, TX. Contact Chris in Hartford, CT at 860.520.2990 or christopher.mango@thehartford.com

Joseph Marino joined The RVI Group in Stamford, CT on October 1 as Vice President, Passenger Vehicle Group. He is responsible for Passenger Vehicle Underwriting, Surveillance, and Analytical Services. Joe spent 22 years with Ford Motor Company, most recently as the Remarketing Finance Manager for Jaguar Land Rover North America. Prior to that, he served as Process Improvement Manager for Jaguar Cars Limited Finance at the Corporate Headquarters in the UK, Profit Analysis Manager for the Ford Credit Europe Controller's Office, and he held numerous other roles in the Ford Credit Controllers Office and Ford Car Product Development Finance. Reach Joe at 203.975.2146 or jmarino@rvigroup.com

Edward E. Monteith joined Lockton as a Senior Vice President on October 1. He is part of the Financial Services Practice. He began his insurance career 29 years ago, and spent the last 20 years with Johnson & Higgins and Marsh USA, where he was most recently a Senior Vice President in the FINPRO unit. Contact Eddie in Houston at 713.458.5419 or emonteith@lockton.com

Michael Mullaney has recently joined Aon Brokerage Group as an Assistant Vice President in the Greater New York Casualty Department. Mike was previously an Assistant Vice President in the Casualty Marketing Group of Willis Risk Solutions in New York. Reach Mike at 212.441.1648 or michael.mullaney@ars.aon.com

Shane Palmer joined Colemont Insurance Brokers as a Senior Vice President in San Francisco. He focuses primarily on property accounts with Fortune 1000 companies, specializing in Earthquake/DIC, Hurricane/Wind Storm, Complex Layered Accounts, Construction, and Cargo/Stock Throughput. "Shane brings a tremendous amount of experience, expertise, and energy," says Doris Barnett, President of Colemont Northern California. "His drive and entrepreneurial spirit are a good fit with Colemont's business culture, and I expect him to be a highly successful and valued member of our team." Shane began his career in 1989 in London as a Lloyd's broker with Sedgwick. He moved to San Francisco in 1995 for a brokerage position and has worked in the industry continuously ever since. Contact Shane at 415.733.3349 or shane.palmer@colemont.com

Jeannemarie Pettipas-Ross has joined R.E. Chaix & Associates as Assistant Vice President, Underwriting. She began her insurance career in 1990 at a workers' compensation carrier. She has worked at Fireman's Fund, Chubb, HRH of Northern California and most recently as production specialist at AIG. Her underwriting responsibilities at R.E. Chaix will include all lines with an emphasis on general liability, property and professional liability. Contact Jeannemarie in Napa, CA at 707.265.9788 x350 or jeannemarier@rechaixinsurance.com

Jeffrey M. Phillips has joined The Claro Group, LLC as a Principal in Los Angeles. The Claro Group is a financial and management consulting firm. Jeff's expertise includes first-party insurance claim processes, from policy analysis and claim preparation to settlement support and negotiations. He has over 18 years of experience in the commercial property insurance industry specializing in large property, business interruption and extra expense claims. Reach Jeff in Los Angeles, CA at 949.209.8781 or jphillips@thecларogroup.com

Paul Podzikowski has joined Oswald Companies. He reports, "I started at Oswald in Birmingham, MI on October 22 as an Account Manager. Prior to this position, I worked as a Client Representative in the Middle Market department at Marsh USA in Detroit." Reach Paul at 248.341.8824 or ppodzikowski@oswaldcompanies.com

Kerrick D. Porter, RPLU, has joined RLI as a Senior Underwriter in RLI's Executive Products Group (EPG) in Dallas. He has five years of specialty lines underwriting and management experience from Chubb's Dallas office, where he handled D&O, Fiduciary, EPL and a wide variety of E&O-related products. He will be writing D&O, Fiduciary and EPL products for RLI. Contact Kerrick at 972.481.1034 or at kerrick_porter@rlicorp.com

Laura Purcell joined Colemont Insurance Brokers as an Assistant Vice President and Casualty Marketing Manager in Chicago. She will broker accounts and manage the Colemont-Chicago

Casualty Marketing department. “Laura has over 20 years experience in the E&S Insurance industry, a stellar reputation, and an invaluable knowledge of the marketplace,” says Tom Dillon, President of Colemont-Chicago. “We could not be more excited to have her as a part of the Colemont organization.” Laura started her career in 1986, working for McAlear. She also worked for Mercator before coming to Colemont in September. Contact Laura in Chicago at 312.601.9361 or laura.purcell@colemont.com

Marc E. Rindner has joined Wiley Rein on November 1 as a Partner in the Insurance Practice’s Professional Liability Group. He worked most recently at Ross, Dixon & Bell, LLP and is a former Assistant United States Attorney with the United States Attorney’s Office for the District of Columbia. He counsels insurers on issues relating to professional liability lines of coverage, represents insurers in coverage litigation and serves as coverage counsel in connection with claims arising under a wide variety of professional liability policies, including public and private company, financial institutions, investment advisors, fiduciary, media, lawyers and accountants liability policies. Reach Marc in Washington, DC at 202.719.7486 or mrindner@wileyrein.com

David Rogers joined IronPro, the Professional Liability facility of Ironshore Ltd., as an Assistant Vice President. He will manage regional distribution and business development for the Central region. David worked previously in the Professional Lines group at Endurance Insurance in Bermuda, and prior to that, worked in Chicago for Chubb and Marsh USA. Reach David in Chicago at 312.466.5650 or david.rogers@ironshore.com

Mickey Ross has joined MacKenzie-Jones Insurance Services as a Senior Consultant as of October 1. He will be responsible for the insurance agency mergers and acquisitions practice and insurance agency acquisition financing. He will also extend MacKenzie-Jones’ offerings to community and regional banks. Mickey was previously Chief Strategic Initiatives Executive of NetBank from 2002 through 2007. He spent 23 years with Bank of America in a variety of senior management positions. Reach Mickey at 904.864.5323 or rossm@mackenziejonesinsurance.com

Connie Rowe has joined Edgewood Partners Insurance Center (EPIC) as a Client Services Manager for the Program Group. She has 18 years of experience with workers compensation and disability risk management, claims and employer on-site safety programs. Prior to joining EPIC, she worked at UnionBanc Insurance Services, Wausau, Fremont, and Idaho State Fund as well as in risk management for Sanmina. Contact Connie in San Ramon, CA at 925.242.2551 or crowe@edgewoodins.com

Drew Sanders has joined Edgewood Partners Insurance Center (EPIC) as a Principal. He will focus on expanding the private equity, hedge fund, and venture capital business throughout the Western United States. Drew began his insurance sales career at InterWest, where he focused on large property owners and financial institution business. Contact Drew in San Francisco at 415.307.3987 or dsanders@edgewoodins.com

Larry Santapaola has joined Sobel Affiliates Inc., a Brown and Brown Company, as Director of Marketing, effective October 10. Prior to Sobel, he was a Senior Marketing Representative with Sterling & Sterling, Inc for the past five years. Larry also worked for Marsh Global Broking in NYC for almost five years. Larry’s 19 years of insurance experience also includes underwriting roles at Cigna Special Risk and Reliance National. Contact Larry in Garden City, NY at 516.745.1111 x275 or lsantapaola@sobelins.com

Frank Scardino, an Executive Vice President at Lockton, has been named President of Lockton's Dallas property & casualty operation. He has over 20 years of experience in property and casualty risk management. Prior to joining Lockton in 2006, he was Managing Director of Wachovia/Palmer & Cay. His professional background also includes executive positions with the Stephens Group, Marsh Inc., Johnson & Higgins, and Chubb. Reach Frank at 214.969.6745 or fscardino@lockton.com

Frank Seigel, CPCU has joined Horan Goldman as a Regional Vice President. He will be responsible for all of the marketing, sales, underwriting and service activities in New Jersey and Pennsylvania. Frank began his insurance career as a Commercial Casualty underwriter for Aetna Casualty in 1973. He joined Delaware Valley Underwriting Agency (DVUA) in 1991, and was responsible for all areas of internal operations, including branch support, producer relations, IT liaison and marketing and communications. In January 2006, he joined Jimcor Agencies as Branch Manager of the North Jersey Branch. Reach Frank in Marlton, NJ at 856.396.0395 x603 or fseigel@horangoldman.com

Robert Sinclair has joined Guy Carpenter's GCFac facultative reinsurance unit as a Senior Vice President effective August 22. He will be based in Tokyo and will focus on building the firm's business and developing its service capabilities for multi-national companies based throughout the Asia Pacific region. Robert has more than 13 years of experience in the reinsurance industry, of which eight were specific to Asia. He was most recently at Cooper Gay. He worked briefly at Guy Carpenter before Cooper Gay and he also spent eight years with AIG's Societe Anonyme D'Intermediaires Luxembourgeois (SAIL) subsidiary. He began his reinsurance career at Ecclesiastical Underwriting Management Limited (EUML) in 1993. Contact Robert in Tokyo at 03 5353 0155 or robert.sinclair@guycarp.com

Stephen M. Sitterly joined Valiant Insurance Group as Vice President of Information Technology for US property and casualty operations. Valiant President Gary Dubois commented, "Stephen Sitterly will oversee the planning and implementation of all phases of system development at Valiant Insurance Group. We are extremely pleased that he is joining us as systems development is critical to the success of any company, but even more so to a start-up insurance business that will rely on exceptional customer service. As a new organization, we have an opportunity to implement state of the art systems and Steve will be integral to this process." Steve was previously IT Project Manager at Liberty International Underwriters. He also served as Principal Business Analyst at Liberty Mutual. His experience also includes work as a Senior Underwriter at State Farm Insurance Company. Reach Steve at 201.633.3601 or steve.sitterly@valiantinsurance.com

Sean Slutsky joined ACE USA effective October 1 as an Accident and Health Business Development Specialist. Based in New York City, Sean will have overall responsibility for Accident & Health new business development for ACE USA Accident & Health in Northern New Jersey, lower Connecticut, Manhattan, Long Island and upstate New York (Duchess, Orange, Putnam, Rockland, Sullivan, Ulster and Westchester). Prior to joining ACE, he held a variety of marketing and sales positions with several insurance and advertising companies. He brings significant industry experience in sales and territory development to his present role. Contact Sean at 212.703.7057 or sean.slutsky@ace-ina.com

John B. Smith, CIC joined Hilb Rogal & Hobbs of San Antonio, TX in July 2007 as a Commercial Property & Casualty Producer. He has over 10 years of experience in risk management account production and account management. His sales & service career has focused on many different industry groups including healthcare, manufacturing, construction, real estate and other various risks. Prior to HRH, John worked for a large banked owned agency, serving clients in both San Antonio and Houston. Contact John in San Antonio, TX at 210.483.5813 or john.smith@hrh.com

Paula Smith has been appointed Senior Vice President, Leader of London Terrorism Practice at Guy Carpenter. She worked previously at HSBC's international property and casualty division, where she was a divisional director within the terrorism team, servicing accounts from a worldwide network of clients. She joined HSBC from Heath Lambert, where she was a member of the Latin American international property team, specializing in terrorism, with a particular focus on Latin America. She began her insurance / reinsurance career in 1993 with Sun Alliance International as a commercial property underwriter, moving in 1995 to AIG Europe (UK) Ltd's crisis management division, underwriting terrorism, kidnap and ransom, and product contamination insurance. Reach Paula in London at 020.7357.2402 or paula.smith@guycarp.com

Scott Sterner has joined the Morristown office of Hays Companies as a Vice President and Client Executive. In his new role, he will work with the larger, risk management clients in the office. Scott's background stresses providing service and insight to clients in the risk management arena. He has been in the industry for over 20 years, and has worked with Allied Coverage, Acordia/Wells Fargo, and most recently Meeker Sharkey. Contact Scott at 973.359.3618 or sssterner@hayscompanies.com

Geoff Taylor has joined Willis Corporate Risk Solutions as Executive Director in London as of September 3. He will focus on assisting global clients with their risk strategies. Geoff was previously Director of Risk Management at Nike EMEA and recently completed a year as Chair of the Association of Risk Managers in the UK (AIRMIC). Contact Geoff in London at 020.7975.2089 or taylorge@willis.com

Todd M. Trcka has joined Lockton's new office in San Antonio, TX as Senior Vice President and Producer. He has more than 15 years of experience spent designing and implementing health and welfare programs. He worked most recently with Aon Consulting in San Antonio, and he began his employee benefits career in 1992 with Humana Health Plans of Texas in Corpus Christi and Austin. Contact Todd at 210.491.3101 or ttrcka@lockton.com

Brendan Traynor has joined Integro Insurance Brokers as an Associate in the Management Risk. He worked previously at AmWINS in NY. Reach Brendan at 212.295.8610 or brendan.traynor@integrogroupp.com

Bonnie Tsutsumi has joined Edgewood Partners Insurance Center (EPIC) as Program Director in the San Ramon, CA office. She will lead the underwriting, program development and program administration team. Prior to joining EPIC, Bonnie managed programs at UnionBanc Insurance Services. Her background includes managing a variety of programs, including alternative risk funding and captive plans. She has multiple years of underwriting and management experience with various insurance companies in casualty lines of business. Reach Bonnie at 925.242.2551 or btsutsumi@edgewoodins.com

Duncan Urquhart has joined Lockton International as Managing Director for the International Construction team. He was most recently Head of the Construction and Power Team at Oxygen. Prior to this role, he worked for Marsh for ten years as Managing Director of their Construction Division. Reach Duncan in London at 020.7933.2286 or duncan.urquhart@uk.lockton.com

Paul S. Vaughn, ARM, AU, ASLI is now an Underwriting Consultant at AIG National Accounts in Dallas as of November 12. He was previously at CNA Risk management for 21 years as an Underwriting Consultant. Reach Paul at 214.932.2235 or paul.vaughn@aig.com

James Welsh has joined Swett & Crawford in the Jenkintown, PA office as a Broker. Before joining Swett, Jim was a broker with USG Insurance Services in Pittsburgh for the past five years. Reach Jim in Pittsburgh, PA at 724.503.4308 or james_welsh@swett.com

Matt Whitelaw has joined Tri-City Brokerage in San Francisco as Senior Vice President. He specializes in public and private D&O as well as E&O for venture capital and private equity firms. Matt spent the past eight years as a Managing Director at Carpenter Moore Insurance. His prior industry experience includes Chubb and Acordia of California. Reach Matt at 415.675.2214 or mwhitelaw@tricityins.com

Michael Yovino has joined Tri-City Brokerage on Long Island, NY as a Senior Vice President. His experience includes a focus on placements of large lines umbrella programs as well as difficult placements for OL&T accounts, tough products, product recall, energy risks, heavy auto exposures, pharmaceuticals/nutraceuticals, OCIP's/CCIP's, and project specific programs as well as practice policies for construction risks. He worked most recently at AmWins Brokerage of New York where he was a Vice President and Casualty Broker. Prior to AmWins, he was an AVP at Marsh. Contact Michael in Hauppauge, NY at 631.478.6023 or myovino@tricityins.com

Zulma Marquez Zak has formed Centurion Liability Insurance Services, LLC where she is now President. The company opened for business on October 15. Centurion Liability is an independent wholesale insurance operation which provides executive protection exposure insurance products and services to private, non-profit, and publicly traded businesses. Zulma explained, "Centurion stands apart from its competitors because 10% of the gross revenue from its executive line products is earmarked for charity. When choosing Centurion, clients identify their preferred charity and Centurion will make donations based on these preferences." Zulma has over 23 years of insurance experience with a focus on Executive Liability products. She began her career at American Home/AIG where she concentrated in claim administration of Directors & Officers Liability risks and underwrote all Professional Liability products. She has also served National Union/AIG as a New Jersey Branch Manager and Swett & Crawford as a Financial Services Broker. In 1997, Zak co-founded ECM Insurance Services and was most recently at Beecher Carlson. Reach Zulma in Tustin, CA at 714.277.4363 or zzak@centurionliability.com

Teri Zanders has joined Edgewood Partners Insurance Center (EPIC) as a Vice President of Business Development & Client Services. In her new role, she will be responsible for client service deliverables, new business production efforts and advocating on behalf of clients. She has extensive technical experience in workers' compensation and integrated disability management. Teri spent the previous 15 years at ABD, where she was most recently Vice

President of Client Advocacy. Contact Teri in San Mateo, CA at 650.295.4630 or tzanders@edgewoodins.com

Laura Zaroski has joined the Chicago law firm of O'Hagan Spencer as of July 1. Her practice focuses on coverage and claims monitoring for the London and Domestic insurance markets. Her practice includes handling various Professional Lines Programs, with a focus on EPL, LPL and E&O. She has over 13 years experience in claim handling, coverage and risk management. She was most recently a Partner at Donohue Brown Mathewson & Smyth. Reach Laura in Chicago at 312.422.6142 or lzaroski@ohaganspencer.com

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