



Insurance

BUSINESS AMERICA

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HALL OF FAME

2018

IBA honors 29 of the insurance industry's most influential leaders

MANAGING TODAY'S EMPLOYMENT RISKS

Why employment practices liability is more crucial for your clients than ever before

MEET THE 2018 YOUNG GUNS

Get to know 54 rising stars who are rewriting the future of insurance

EXPERT ADVICE ON E&S

Four leaders in the E&S segment reveal the best opportunities for brokers

YOUNG GUNS 2018

IBA highlights 54 up-and-comers who are well on their way to becoming the new leaders of insurance

RECRUITING, ENGAGING, training and retaining young talent in the insurance industry has long been a concern, yet the 54 individuals featured on *IBA's* annual Young Guns list paint a much brighter picture of the industry's future. All 35 years of age or younger, together they have contributed leaps and bounds above what some decades-long veterans have achieved.

On the following pages, you'll be introduced to insurance professionals who have dedicated themselves to community works or to passing their knowledge to other rising stars in the industry. You'll also meet entrepreneurs who are already leading their organizations and tech-savvy pros who are driving the charge for greater digital integration in the industry. Despite their limited time in insurance, this year's Young Guns have a lot to offer the industry.

YOUNG GUNS 2018 INDEX

NAME	COMPANY	PAGE	NAME	COMPANY	PAGE
Aslam, Osman	Hull & Company	69	Fritchie, Alec	Gillis, Ellis & Baker	68
Blume, Joi	Blue River Underwriters, a Breckenridge Insurance Group company	75	Gaglioti, Paul	Diversified Risk Solutions LLC	66
Bordonaro, Lauren	USI Insurance Services	73	Haney, Max	Acentria Insurance	60
Brewe, Nick	Redmond General Insurance/ AssuredPartners	60	Kobeski, Taryn	International IRM	63
Burnett, Kyle	AXA XL	61	Kodryanu, Anna	Burns & Wilcox	56
Cahoon, Aaron	USI Insurance Services	70	Kuhn, Emilee	Arch Insurance Company	71
Capel, Matt	Van Wyk Risk Solutions	64	Lankerd, Travis	J.M. Wilson Corporation	62
Castro, Mary	Charity One Insurance Agency	70	Larson, Christine	Empire Insurance Group Inc.	56
Chmel, Matthew	Aon	65	Lehtonen, Justin	Worldwide Facilities LLC	73
Clement, Betsy Ellis	Gillis, Ellis & Baker	59	McEachern, Blake	Acentria Insurance	74
Closson, Kelsey	KBK Insurance Group Inc.	74	McKay, John	EZLynx	73
Cohen, Seth	Hub International	64	Mitchell, Stephanie	Socius Insurance Services	73
Coppock, Nicole	Frank H. Furman Inc.	56	Nassau, Steve	ONI Risk Partners	63
Dumeny, Riva	AmWINS Group Inc.	60	Nebel, Brian	RPS Nebel Inc.	67
Eagan, Andrew	Eagan Insurance Agency LLC	59	North, Megan	AmWINS Group Inc.	59
Escalona, Mark	Cobbs Allen	70	O'Brien, Delaney	Topa Insurance Group	62
Eversull, Patrick	Environmental & Energy Underwriting Managers LLC	75	Parascando, Louis	Hub International	57
Fishel, David	Higginbotham	72	Pedersen, Bob	Brown & Riding	68

YOUNG GUNS 2018



NICK BREWE

Agency president

**REDMOND GENERAL INSURANCE/
ASSUREDPARTNERS**

Age: **33**

As head of a third-generation insurance agency, Nick Brewe is effectively ushering Redmond General Insurance into a new era. After growing up around the industry, Brewe began his insurance career at QBE, where he worked on underwriting and small auto claims before joining the family business and transitioning from personal to commercial lines. Since then, Brewe has held virtually every position in the agency, from receptionist and customer representative to producer and manager, before becoming president in September 2018.

Under Brewe's leadership, the agency successfully transitioned into the AssuredPartners group of companies after its merger with another local agency. In 2017, Redmond General Insurance received AssuredPartners' Diamond Award for outstanding performance in operations.



RIVA DUMENY

Senior vice president

AMWINS GROUP

Age: **33**

As a senior vice president at AmWINS Group, Riva Dumeny oversees the field offices' central servicing unit, which involves a combined force of 200 employees. Dumeny is responsible for furthering centralization efforts while supporting the operating functions in order to achieve process control,

efficiency and quality of service. She and her team have spearheaded various initiatives, such as deploying management training for operation leaders; implementing workflow management tools, including employee and department dashboards and an underwriting portfolio management database; and launching robotics software to help reduce expenses and improve client satisfaction.

Dumeny also manages AmWINS' single point-of-contact solution, a centralized team of underwriters and brokers that provides outsourced placement services to large property & casualty brokers in a technology-enabled environment. Since Dumeny took ownership of the single point-of-contact solution, it has gone from spending more than \$20,000 a month to earning a modest profit and generating seven times the referral revenue for other AmWINS entities.

Beyond her daily responsibilities, Dumeny is a strong proponent of gender equality and the advancement of women. She is currently working with a group of female leaders at AmWINS to establish a women's leadership group. Outside of AmWINS, she volunteers with the Harbor House of Central Florida, a domestic violence shelter and prevention agency.



MAX HANEY

Commercial insurance consultant

ACENTRIA INSURANCE

Age: **35**

Weathering a tragic event and multiple trials early in his life gave Max Haney resiliency and determination to

achieve success against the odds. After his father passed away unexpectedly, Haney postponed his college education to help run the family restaurant. When

he went back to finish his degree at Florida State University, he was recognized with the Reubin O' D. Askew Young Award, the highest alumni award. At Acentria, Haney works on commercial lines, specializing in coverage for country clubs and golf courses.

Committed to helping people who are going through experiences similar to his overcome their difficulties, Haney has given a TED Talk based on his personal experiences and serves on the board of Valerie's House, a local nonprofit that helps children and families deal with personal losses. Haney was named by *Gulfshore Business* as one of Southwest Florida's 40 under 40 for 2018.

YOUNG GUNS 2018

KELSEY CLOSSON

Underwriting manager

K&K INSURANCE GROUP

Age: **34**

Kelsey Closson has more than 10 years of experience in the insurance industry. She honed her skills in K&K Insurance Group's motorsports division as a senior underwriter, managing a book of more than 300 motorsports accounts with premium exceeding \$5 million. In just four years, Closson achieved premium

growth of 57% and was the key player in implementing an automated process that increased efficiency by more than 70%.

Closson's record of success and deep understanding of the motorsports insurance industry led to her recent promotion to underwriting manager for K&K's motorsports division, where she oversees a team of underwriters. In addition, she chairs the company's employee motivation committee, planning numerous events and celebrations for 500-plus colleagues.



WOODY STANCHINA

Production underwriter

CONTINENTAL UNDERWRITERS INC.

Age: **25**

In college, Woody Stanchina was already set on entering the insurance industry, working on his degree in risk management and insurance and serving as vice president of Gamma Iota Sigma, the international risk management, insurance and actuarial science fraternity. It was also during this time that he first joined Continental Underwriters Inc. as a risk assessment intern, and his strong work ethic and drive for success made him a good fit for the team. Upon graduation, Stanchina became part of Continental's forest products/manufacturing team. As a production underwriter, he works directly with agents, brokers and carriers to underwrite and place forest products risks.

Outside of his work at Continental, Stanchina is co-president of the Gamma Iota Sigma Alumni Council of Richmond, helping to connect young professionals in the insurance industry with students and each other. In addition, he is a member of the Chesapeake regional committee of the Inland Marine Underwriters Association.



BLAKE MCEACHERN

Vice president

ACENTRIA INSURANCE

Age: **29**

As an integral part of the Acentria team and a member of its agency council, Blake McEachern assists the senior leadership in streamlining processes, improving existing systems, and gathering and providing valuable feedback from a producer's point of view. Having built a solid book of business at a young age, McEachern has earned the respect of his peers and clients, and is able to effectively mentor the next generation of producers. Outside the office, McEachern volunteers with the Emerald Coast Autism Center and the Children's Volunteer Health Network.