

Insurance

BUSINESS AMERICA

IBAMAG.COM
ISSUE 7.06 | \$12.95



Elite

WOMEN

★ ★ ★ ★ ★ ★ 2019

Meet 68 women who are changing the face of leadership in the insurance industry

UPS AND DOWNS IN OIL AND GAS

How ongoing volatility is affecting the sector's insurance market

SHOULD YOU SELL OR JOIN A NETWORK?

How to decide which option is right for the future of your agency

CYBERSECURITY PLANNING

Are your clients missing a crucial piece of the puzzle?

ELITE WOMEN 2019

Elite

WOMEN

★ ★ ★ ★ ★ ★ 2019

ELITE WOMEN INDEX

NAME	COMPANY	PAGE
Allen, Laura	Risk Placement Services Inc.	37
Andolsen, Tanya	Argosy Risk Specialists	30
Arky, Nancy	Alliant Underwriting Solutions, a division of Alliant Insurance Services	28
Bandy, Stacy	Burns & Wilcox Brokerage	36
Bendick, Heidi	CNA Insurance	48
Boone, Nina	Aon	32
Brogan, Marcia	Marcia C. Brogan Agency LLC	40
Brown, Maureen	Munich Re Specialty Insurance	38
Cazares, Teresa	Beecher Carlson	49
Champagne, Collette	Hagerty	38
Chipurnoi, Christine	USI Insurance Services	48
Cousins, Ellen	Athenium Analytics	32
Davies, Elizabeth	Stonemark Inc.	25
de Sordi, Laura	Sedgwick	44
DelPrete, Geraldine	SterlingRisk Insurance	40
Dolin-Benguigui, Tracy	S&P Global Ratings	51
Drabik, Laura	Guidewire	38

NAME	COMPANY	PAGE
Dreuth, Donna	Captive Resources LLC	35
Dumeny, Riva	AmWINS Group Inc.	27
Erbig, Alison	Liberty Mutual Insurance	48
Flanders, Renae	Aon	47
Gallagher, Maureen	AssuredPartners	31
Garner, Emma	CRC Group	45
Glennon, Kari	Hub International Insurance Services Inc.	36
Goldie, Bobbie	Chubb	46
Goltermann, Lori	Aon	44
Gonsalves, Judy	Chubb Bermuda	28
Graham, Stephanie	Preferred Employers Insurance, a Berkley company	42
Greenidge, Nancy	Norcross McLarens	43
Hargrove, Donna	AmWINS Group Inc.	34
Hazell, Janelle	AHT Insurance	26
Hunter, Ashley	HM Risk Group	47
Kodryanu, Anna	Burns & Wilcox	34
Kornesczuk, Jane	Great American Insurance Group	42

NAME	COMPANY	PAGE
Korver, Angela	The Insurance Center, an Alaskan corporation	50
Law, Jennifer	Nationwide	39
Loftin, Katie	Marsh Wortham	42
Logue, Teresa	Zurich North America	50
Lusky, Estela	Alliant Insurance Services Inc.	30
Madsen, Katie	IMA of Dallas	50
McLaughlin, Betsy	RLI Corp.	43
McMullan, Leigh	Crum & Forster	38
Mendenhall, Jennifer	Alliant Insurance Services Inc.	27
Moody, Terry	AmWINS Brokerage of Texas Inc.	28
Murphy, Christina	Marsh	51
Murray, JoAnne	Allan M. Block Agency Inc.	35
Nash, Kelly	BKS-Partners	34
Oliver, Marita	Arch Insurance Group Inc.	30
Osborne, Courtney	El-Ad Group	34
Pane, Janet	Willis Towers Watson	44
Pavlov, Denise	Topa Insurance Group	44



Insurance Business America celebrates 68 of the industry's foremost female leaders

WOMEN ACCOUNTED for 61% of the insurance industry workforce from 2006 to 2015, according to the US Bureau of Labor Statistics – and their presence continues to grow as companies become more dedicated to fostering diverse and inclusive workspaces. Yet despite growing numbers in the field, women remain underrepresented in leadership positions.

This year's class of Elite Women challenges that notion – 35% of this year's list is composed of C-level executives, in addition to a wide range of directors and vice presidents. From insurtech leaders and specialty program experts to entrepreneurs and analytical masterminds, these women have proved that they're more than capable of achieving any goal, even in an industry that is still largely helmed by men. In doing so, they're forging a path for future generations of women – and men – to follow.

NAME	COMPANY	PAGE
Pealer, Nikki	Lockton Affinity LLC	40
Pena, Jackie	Acentria Insurance	26
Poopor, Sharone Menczel	Everest Insurance	30
Preston, Susan	Professional Program Insurance Brokerage	49
Propis, Marya	All Risks Ltd.	26
Quane, Alessa	AIG	46
Randall, Kim	Worldwide Facilities LLC	28
Reed, Kimberly	AIG	42
Rodríguez, Lisa	Brown & Riding	32
Sansone, Michele	AXA XL	48
Sawley, Bonnie	Crawford & Company	35
Serpico, Madeline	Aon	46
Singh, Pomy	HipTen	32
Spriggs, Élise	State Auto Insurance Companies	46
VanAbeI, Christine	VAST	26
Wallace, Carey	IntelAgents Inc. and Ohio Insurance Agents Association Inc.	42
Wilson, Shannon	Lockton Affinity LLC	36



ELIZABETH DAVIES

President

Stonemark

As head of Stonemark, Elizabeth Davies has overseen the firm's growth of more than 550% over the past five years, leading Stonemark to become one of the largest independently owned premium finance companies in the US. With more than 35 years of experience, Davies' leadership skills have resulted in significant and consistent year-over-year growth – a true testament to the strong foundation she has built at Stonemark.

Last year, she led the company to merge with Royal Premium, a subsidiary of H.W. Kaufman Group, and now leads the combined organization, continuing to operate and integrate the business with specialists deployed throughout the family of companies. She received the Dale Carnegie Leadership Training for Managers' Innovation Award in 2012, and she also serves as a board member for the National Premium Finance Association.

ELITE WOMEN 2019



CHRISTINE VANABEL

Chief operating officer and chief financial officer

VAST

This year is Chris VanAbel's 50th in the insurance industry – and with the same agency. After starting her career at VAST in 1969, VanAbel held a variety of positions before taking on the roles of COO and CFO in 1997. She has helped cultivate VAST's growth and has turned it into an award-winning workplace by adapting to meet the needs of young mothers through job-sharing positions, remote work sites and flexible scheduling. VAST has been recognized as an IIABA Best Practices Agency

for 11 consecutive years and was an *IBA* Top Insurance Workplace in 2018.

Outside of VAST, VanAbel is dedicated to giving back to her community through numerous charitable organizations, including the United Way and the YMCA. In 2018, the Rotary Club of Marquette named her Community Citizen of the Year, and this year, she was awarded the Hildebrand Award from the Michigan Association of Independent Agents and will be inducted into the Michigan Insurance Hall of Fame. She also serves as chair of the Independent Insurance Agents' national council for best practices.



MARYA PROPIS

Senior vice president, distribution and broker partnerships

All Risks Ltd.

As SVP of distribution and broker partnerships at All Risks, Marya Propis supports field distribution and sales initiatives and leads the execution of national growth, broker engagement, compensation and strategic partnerships. Propis is a frequent speaker at industry events on the topics of emerging leadership, education and talent development, and she is a fierce advocate of women in leadership. She was honored by the New York City Association of Insurance Women as Professional of the Year in 2019, was named to *IBA*'s 2019 Hot 100 list and was awarded the 2017 IICF Global Inclusion Champion Award, which recognizes insurance professionals who advance diversity while demonstrating an inspiring level of personal commitment to community service.

Outside of insurance, Propis has been on the Spencer Educational Foundation board of directors since 2012 and currently serves as chairperson. She is also part of the industry advisory council for the risk insurance and healthcare management department at Temple University's Fox School of Business, sits on the board of trustees for Canisius College and is a board member at large for Disabled Sports.



JANELLE HAZELL

P&C client services manager

AHT Insurance

Since starting her insurance

career in 1998, Janelle Hazell has worked in nearly every function of the industry, from commercial underwriter and account executive to commercial lines manager and controller/ops manager. Today, Hazell is the P&C client services manager at Virginia-based AHT Insurance, where she is responsible for maintaining focus on achieving bottom-line results, while formulating and implementing practical business solutions. She also leads the P&C service staff and all workflows and processes, and works to ensure the service team is working effectively and efficiently and delivering desirable results for clients.

Outside of AHT, Hazell is a member of the National African American Insurance Association and membership chair for its National Capital Central Maryland chapter.



JACKIE PENNA

Vice president

Acentria Insurance

Before partnering with Acentria Insurance in 2018, Jackie Pena was the president and founding

partner of ASI Florida. With more than 15 years of insurance experience, Pena developed her book of business organically from zero to more than 1,100 client policies, including over 500 condominium association policies, with a client retention rate of more than 95%.

Pena is a Certified Professional Insurance Account Manager and Certified Professional Insurance Agent, as well as an active member of the Latin American Association of Insurance Agents, serving as the organization's legislative fly-in.