



Jane Paolucci
SVP Marketing
ABD Insurance and Financial Services
San Francisco, CA
jane.paolucci@theabdteam.com

Tom Marchetti
VP/Partner
Ames & Gough, Inc.
Mc Lean, VA
tmarchetti@amesgough.com

Steven Handmaker
CMO
Assurance
Schaumburg, IL
shandmaker@assuranceagency.com

Rachel Carr
Marketing Director
Baldwin Risk Partners
Tampa, FL
rachel.carr@baldwinriskpartners.com

Rachel DeAngelo
BRP & BKS-Partners Marketing
Baldwin Risk Partners
Tampa, FL
rdeangelo@bks-partners.com

Chelsea Pastrana
Regional Marketing Director
Baldwin Risk Partners
Jacksonville, FL
chelsea.pastrana@bks-partners.com

Kedar Bryan
Chief Marketing & Communications Officer
BB&T Insurance Holdings
Charlotte, NC
kedar.bryan@bbandt.com

Dana Michell
Marketing Project Manager
BXS Insurance
Baton Rouge, LA
dana.michell@bxsi.com

Sandra R. Springer
SVP, Marketing
Captive Resources
Itasca, IL
sspringer@captiveresources.com

Etela Ivkovic
Manager, Digital Marketing SEO/PPC
Clements Worldwide
Washington, DC
eivkovic@clements.com

Nabeel Ahmed
Head of Global Marketing
Clements Worldwide
Washington, DC
nahmed@clements.com

John Doetzer
CEO
Consolidated Insurance & Risk Management
Owings Mills, MD
jwdoetzer@cicinc.com

Kassy Herrig
Director of Marketing
Cottingham & Butler
Dubuque, IA
kherrig@cottinghambutler.com

Jochen Koerner
Managing Director
Ecclesia Holding GmbH
Detmold, BRD,
jochen.koerner@ecclesia.de



Darby Clark
Director, Business Development
Fallon Benefits Group
Atlanta, GA
dclark@fallonbenefits.com

Danielle Shull
Director of Client Experience
Gehring Group
Palm Beach Gardens, FL
danielle.shull@gehringgroup.com

David Fischer
Chief Revenue Officer
Gregory and Appel
Indianapolis, IN
dfischer@gregoreyappel.com

Andy Paden
AVP, Marketing
INSURICA
Oklahoma City, OK
andy.paden@insurica.com

Kevin Wellfare
VP, Agency & Brand Development
INSURICA
Oklahoma City, OK
Kevin.Welfare@INSURICA.com

Colleen Albrecht
Marketing Specialist
Johnson, Kendall & Johnson
Newtown, PA
calbrecht@jkj.com

Leigh Rubin
Marketing Director
Johnson, Kendall & Johnson, Inc.
Newtown, PA
lrubin@jkj.com

Katie Lochte
VP, Client Communications
Kelly & Associates Insurance Group, Inc.
Phoenix, MD
klochte@kellyway.com

Jen Silberzahn
SVP, Communications & Mktg.
Kelly & Associates Insurance Group, Inc.
Sparks, MD
jsilberzahn@kellyway.com

Karen Shirvanian
SR Vice President
Kevin Davis Insurance Services
Los Angeles, CA
kshirvanian@kdins.com

Britni Shrout
EVP Marketing & Communications
MJ Insurance
Carmel, IN
britni.shrout@mjinsurance.com

Troy Moody
COO & VP
Moody Insurance Agency, Inc.
Denver, CO
tmoody@moodyins.com

Sara Holloway
Marketing Coordinator
Morris & Garritano
San Luis Obispo, CA
sholloway@morrisgarritano.com

Christopher Gagnon
Chief Strategy Officer
OneGroup
Syracuse, NY
cgagnon@onegroup.com



Pierre de Mirman
Global Head - Corporate Accounts
Pacific Prime International
Hong Kong,
pierre@pacificprime.com

Matthew Gardner
CEO & Founder
Patriot Growth Insurance Services, LLC
Ft Washington, PA
mgardner@patriotgrowthpartners.com

Vicki-Lynn Terpsta
Sr. Marketing Manager
PayneWest Insurance
Billings, MT
vterpstra@paynewest.com

Jeremy Vannatta
Managing Director, Marketing & Communications
PayneWest Insurance
Billings, MT
jvannatta@paynewest.com

Victoria Farrell
Director of Marketing & Communications
RCM&D, Inc.
Baltimore, MD
vfarrell@rcmd.com

Alice Topping
SVP | Chief Marketing & Communications Officer
Ryan Specialty Group
Chicago, IL
alice.topping@ryansg.com

Justin Jacobs
Vice President, Marketing
The IMA Financial Group
Denver, CO
justin.jacobs@imacorp.com

Sarah Friend
Executive Vice President
The Partners Group
Portland, OR
sfriend@tpgrp.com

Zach Tanham
Partner & General Counsel
Thompson Flanagan
Chicago, IL
ztanham@thompsonflanagan.com

Mary Savage
Marketing Director
UNICO Group
Lincoln, NE
msavage@unicogroup.com