

INSIGHTS FROM HM LEADERS

Q&A

WITH

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VICE PRESIDENT
UNDERWRITING

JOINED HM:
2022

HM Insurance
Group





QUESTION 1:

WHAT IS THE BEST PIECE OF CAREER ADVICE YOU HAVE RECEIVED?

Just go for it – whatever it is.

As Henry Ford said, “Whether you think you can, or you think you can't – you're right.”

QUESTION 2:

HOW DID YOU END UP IN THE STOP LOSS INSURANCE INDUSTRY?

After working in underwriting on the fully insured side for well over a decade, I was given the opportunity to be part of the inaugural team that launched a New England-based health care company's stop loss product.

For me, it was a natural melding of my clinical background and underwriting experience. And I've been working in stop loss ever since.

QUESTION 3:

WHAT ARE THE BIGGEST CHANGES YOU HAVE SEEN IN THE MARKET?

Gene therapies and high-cost pharmaceuticals. The ability to predict and price the risk associated with these treatments (and to stay ahead of them) is a real challenge.

But these things keep us on our toes, reinventing and improving our processes.



QUESTION 4:

DO YOU HAVE A FAVORITE QUOTE?

“Success is not final, failure is not fatal: It is the courage to continue that counts.”

— Winston Churchill



QUESTION 5:

WHAT IS YOUR FAVORITE THING ABOUT OUR COMPANY?

The people. Everyone is passionate and dedicated to the mission.

QUESTION 6:

WHAT WAS YOUR FIRST PAID JOB AND HOW OLD WERE YOU?

Aside from babysitting the neighborhood kids when I was around 10 to 15 years old, my first W-2-generating job was working at McDonald's.

I don't remember much about that one, but I do know I didn't last very long there.

QUESTION 7:

WHAT IS YOUR FAVORITE SPORTS TEAM?

I am a Boston/New England girl through and through even though I currently reside in Southwest Florida.

My most to least watched sports teams are: Bruins (hockey), Patriots (football), Celtics (basketball), and Red Sox (baseball). I also support the Revolution (soccer) and the Free Jacks (rugby) even though televised events are limited for me now.