

## PIACT Elects New Officers at Annual Business Meeting

MASHANTUCKET, CONN. — The Professional Insurance Agents of Connecticut Inc. (PIACT) and the Connecticut Young Insurance Professionals (CTYIP) elected their officers and board of directors at their annual business meeting at Foxwoods Resort Casino last week.

Teri Walsh, president of Sachs Walsh

Insurance in Westport, was elected president of PIACT. Walsh previously served as president-elect in 2014-15, vice president in 2013-14 and treasurer in 2012-13. She currently serves as vice president of the Administrative/Nominations Committee.

Mary Kay Andrews, CIC, vice president of Ion Insurance Corp. in Naugatuck,

was elected PIACT vice president. Andrews served as treasurer in 2014-15; secretary in 2013-14 and is conference chair of the Association Programs Committee. Andrews was also presented with the PIACT Director of the Year award at the annual meeting.

Marissa Barbera, president of Charter *continued on page 40*

## Succession Planning Process Discussed at New England 1752 Club

MEDWAY, MASS. — Christine Sullivan, CIC, founder, owner and president of Innovative Management Solutions LLC, recently talked to members of the New England 1752 Club about successful growth opportunities and the importance of business succession planning.

Sullivan estimated that of the more than 100 insurance agencies that she currently works with or has worked with in the past, about 75% have not given a lot of thought to succession planning. She said that every six months, she now asks

the agencies she works with to update her on where they are in the succession planning process. Typically, the first question she is asked by her clients now is, "When should we start a succession plan?" Sullivan's answer: "As soon as you purchase or start a business. You really need to begin with the end in mind."

Sullivan noted that many agency principals have either inherited the business or were trained by someone who never discussed succession planning. The problem then becomes that many *continued on page 8*

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# executive suite



Nicki Renaud

HPM Insurance has hired **Nicki Renaud** as a commercial lines risk control specialist. As a licensed insurance agent in New Hampshire, Renaud is responsible for engaging with clients and prospects to help identify coverage needs and find solutions to fit those unique needs.

Renaud joins the agency's team with more than 20 years of commercial insurance experience from agencies like Wiczorek, Cross, Davis and Towle and USI. Renaud has also earned a Certified Insurance Counselor designation and the Accredited Advisor in Insurance designation.

"I'm excited to have been given the opportunity to work with such an energetic group of professionals with new and unique ideas," Renaud said. "I look forward to a long and mutually successful career with HPM Insurance."

Lyle Fulkerson, president and CEO of HPM Insurance, stated, "Nicki is a great addition to the HPM team. Her knowledge, experience and sincere desire to help a business owner understand their insurance options make her a great fit for our organization."

Renaud will be working primarily out of HPM's main office in Bedford, N.H., but will also service clients who originated out of the Milford, N.H. office.

HPM Insurance established its roots in southern New Hampshire in 1860.



Brian Cadigan

Quincy Mutual Group recently announced the promotions of **Brian Cadigan** as vice president of marketing, **Andrew Greene** as assistant vice president, personal lines and **Paula Laberge** as

assistant vice president, personal lines.

Cadigan has been with Quincy Mutual since 2010 and has had over 35 years of experience in the insurance industry. A Suffolk University alumnus, Brian holds Chartered Property & Casualty Underwriter (CPCU) and Certified Insurance Counselor (CIC) designations.



Andrew Greene

Laberge entered the insurance industry in 1986, working on the agency side of the business. She has been with Quincy Mutual since 1999. A graduate of Eastern Nazarene College, Laberge earned her degree in business management.

Quincy Mutual Group writes automobile, homeowners and small business insurance through a network of more than 500 independent insurance agents in New England and New York.



Chip Manozzi

Greene graduated from The University of Connecticut and holds a CPCU designation. Andrew has been with Quincy Mutual since 1995 and in the insurance industry for more than 25 years.



Paula Laberge

Lockton has announced the promotion of **Chip Manozzi** to executive vice president and leader of its Boston office. Manozzi also will join the executive committee of Lockton's Northeast operations.

"Chip is a proven leader and played a critical role in our success when we entered the Boston market," said Tim Ryan, COO of Lockton's Northeast operations. "In his new role, Chip will lead both business develop-

ment and our recruiting efforts as we look to grow the Lockton team in Boston. He will also help shape the direction of our business as Lockton continues its New England expansion."

Manozzi joined Lockton in 2013 as a founding member of the Boston operation. He has worked in risk management and commercial insurance for more than 30 years, advising a wide array of multinational clients. His expertise includes development of captive insurance companies, alternative risk finance and collateral funding alternatives. Manozzi has held a number of senior positions at major brokerage houses in Boston and elsewhere in the United States.

Berkshire Hathaway GUARD Insurance Companies recently added **Connie Bedaw** as a senior field representative to address targeted growth in New England. She will serve producers in Maine, New Hampshire and Vermont, three of the longest tenured territories in the company's operating area.

In her new capacity, Bedaw is responsible for identifying prospects for appointments while providing information about available resources and new developments to existing members of the distribution network. She will also function as agents' field liaison with Berkshire Hathaway GUARD's underwriting, loss control and claims staff.

Bedaw has been part of the insurance industry in New England for over 35 years and has extensive experience with all lines of coverage while working with a variety of agency groups.

According to Assistant Vice President of Regional Sales Larry Weinert, "Berkshire Hathaway GUARD is anxious to increase our presence and our market share in the region. We've enjoyed a long history of success in New England, and we believe the addition of Connie Bedaw to serve Maine, New Hampshire and Vermont will help us further expand and develop our presence in that part of the country."

A specialist in writing workers compensation insurance, Berkshire Hathaway GUARD was rated A+ ("Superior") by A.M. Best.