

Insurance

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HOT 100



IBA spotlights 100 movers and shakers who are redefining the insurance industry

FROM BOOMERS TO MILLENNIALS

How can agencies prepare for a generational shift in the workforce?

THE INDUSTRY OUTLOOK FOR 2019

Insurance CEOs reveal the threats and challenges that are keeping them up at night

THE LAY OF THE LAND

What agents should keep in mind when building a specialty in agribusiness



PATRICK DONNELLY

CEO

JLT SPECIALTY USA

Patrick Donnelly joined JLT in 2014 as president and deputy CEO of the US specialty division before being promoted to CEO earlier this year. He is also a member of the US specialty board and management committee, and shares leadership responsibility for JLT's US operation and expansion.

Prior to JLT, Donnelly spent 14 years with Aon in a variety of management and executive positions. He created and led the cyber and professional liability practice in the US for 10 years and ran the financial lines business in London from 2010 to 2012. He returned to the US in 2012 to lead brokerage for Aon's US retail platform, where he was responsible for brokerage strategy and the placement of approximately \$12 billion in annual premium. Before Aon, Donnelly spent 10 years in technology architecture and consulting.



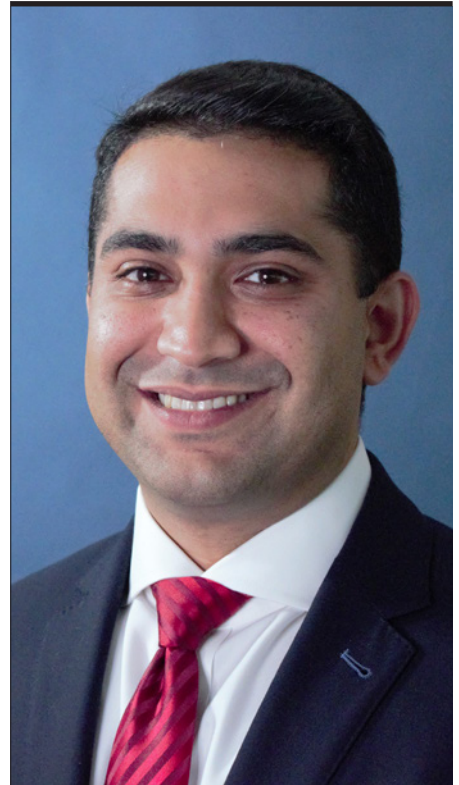
DAVE NORTH

President and CEO

SEDGWICK

Dave North has served as president and CEO of Sedgwick for more than 20 years. Under his leadership, the company has grown from a boutique, regional third-party claims administrator to a global provider of innovative business solutions in the areas of workers' compensation, disability, absence management, property loss adjusting and more. North is a frequent keynote speaker at national and industry events. He has been honored with several awards, including the 2018 CLM Lifetime Achievement Award, and co-authored the book *The Art of Self-Insurance*.

In 2016, North was appointed by Tennessee governor Bill Haslam to serve on The University of Memphis' newly chartered board of trustees; he previously served on the university's board of visitors and concurrently serves on the foundation board and the president's innovation board.



SHIRAZ SAEED

National practice leader, cyber risk

STARR INSURANCE COMPANIES

Through the course of his career, Shiraz Saeed has earned a reputation for understanding the complexity of the risks businesses face from a technical and organizational perspective. In 2017, Saeed joined Starr Insurance Companies as the national practice leader for cyber risk, responsible for the strategic direction and expansion of Starr's cyber risk products and services.

Prior to joining Starr, Saeed served as a cyber specialist within the financial lines division of an international company. During his tenure there, he quickly assumed greater responsibilities for underwriting, product development and distribution, and eventually led the cyber risk team and led many training programs. Before joining the insurance industry, Saeed worked in the retail and real estate sectors for 10 years in various business development and management roles.



GARETT KANEKO

Senior vice president, sales and marketing

**RIC INSURANCE GENERAL AGENCY,
A DIVISION OF WORLDWIDE FACILITIES**

With a background in sales, agency distribution and marketing, and considerable knowledge of commercial lines products, Garrett Kaneko joined RIC Insurance General Agency two years before its acquisition by Worldwide Facilities in May 2018. Kaneko began his career with Liberty Mutual as a commercial lines underwriter, transitioning into sales in 2007. He was eventually promoted to territory manager for the San Francisco Bay Area before moving to Travelers in 2009, where he rose to regional sales director.