

TOP SPECIALIST BROKERS 2020

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Meet 47 market experts who have mastered a specific area of expertise to help secure coverage for specialty clients and hard-to-place risks

FROM AUTONOMOUS VEHICLES to zip-line courses, from chemical companies to schools, the industries that require special insurance coverage are countless. Each area of business also requires a knowledgeable expert who can meet its specific, ever-changing needs. That's where the 47 specialist wholesale brokers featured on the following pages come into play.

Nominated by their agent partners and colleagues, these

individuals possess unique insights and highly developed skill sets tailored to their particular specialty, which they use to help retail agents and their clients secure the best coverage possible. By staying abreast of trending topics and changes in their areas of expertise, these brokers not only ensure agents and their clients are taken care of, but that each business is covered for future risks as well.

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CLEODA MAYWEATHER III

Senior underwriter

PROFESSIONAL PROGRAM INSURANCE
BROKERAGE

SPECIALTY: CANNABIS

Cleoda (Clay) Mayweather III has been the senior underwriter on the cannabis team at Professional Program Insurance Brokerage [PPIB] since 2013, coming to the company after working in the wholesale business. Working with carriers and the underwriting staff, Mayweather develops applications, quote templates and unique policy forms, and is regularly asked by retail brokers to provide tips on how to work with cannabis businesses.

Due to his rapport with brokers and carriers, Mayweather has helped to turn the cannabis program into PPIB's fastest-growing business and also has an excellent quote-to-bind ratio. As PPIB expands its cannabis program into more of a wholesale model, Mayweather is playing an instrumental role in developing more options for brokers.



KEN C. BURRELL

Managing partner

SYNAPSE SERVICES

SPECIALTY: ENVIRONMENTAL

Ken Burrell has more than 22 years of experience in the environmental insurance and consulting industries. Prior to joining Synapse Services in 2008, Burrell served as the executive vice president and head of the corporate accounts division of AIG Environmental, a business worth \$700 million in premium volume. He joined Synapse as a managing partner and specialty environmental broker and currently leads the Southeast region, collaborating with his partners to manage the strategic expansion of the business's brokerage platform while maintaining its commitment to providing highly technical and specialized brokerage services. Burrell is often consulted by specialty environmental carriers as they prepare to roll out new coverage forms.

Before entering the insurance field, Burrell worked as an environmental geologist and project manager with an engineering firm. "I've always had an interest in both the environment and in business," he says, "and this field provides me the perfect opportunity to use my experience and education to solve complex problems for my clients."



DAVID DELORENZO

Owner and CEO

AMBASSADOR GROUP/BAR AND
RESTAURANT INSURANCE

SPECIALTY: HOSPITALITY

David DeLorenzo's path to the insurance industry was more winding than straight. While interning at Warner Bros. Records during college, he fell in love with the entertainment industry and decided to make it his future. However, due to the tough marketplace at the time, he found himself instead working at his father's agency, Ambassador Group Insurance, after graduation.

Right away, DeLorenzo embraced the bar and nightclub business, learning all the nuances about the type of protection these businesses need. Once he had gathered the required knowledge and experience in that field, he created a subsidiary of the Ambassador Group: Bar and Restaurant Insurance.

Today, 20 years later, DeLorenzo's team takes part in associations and committees in the hospitality industry, promoting "great service and strong, positive relationships ... Knowing your client's business practice, strengths and weaknesses is base-level effort," he says. "Go the extra mile to design a service that covers all of their needs while making them feel like a real person, and you will never be seen as just another commodity."