# H. Wayne Snider Distinguished Guest Lecturer Series Summary: Fall 2018

## Tuesday, January 15, 2019

Dear alumni,

The Alumni Affairs team would like to sincerely thank the alumni who participated in the Fall 2018 edition of the H. Wayne Snider Distinguished Guest Lecturer Series. This semester's series was titled "Distinguished Young Alumni", highlighting the success of our recent graduates. All of this semester's presentations were incredibly insightful and beneficial to our members, and the knowledge they learned will help them develop as industry professionals. This information is extremely valuable to our members, especially because it comes from alumni who have experienced the program here at Temple University and know the struggles and triumphs of starting a career post-graduation. **This was the best received speaker series thus far!**

The spring 2019 H. Wayne Snider Distinguished Guest Lecturer Series will also feature various alumni, including Jillian Turner, Senior Underwriter at Trion, Class of 2010; Kevin Johnson, Head of Insurance Program Underwriting - Brokers & Banks at MunichRe, Class of 2009; Susan Pateras, COO at Ironshore Bermuda, Class of 1996; and Rich Henne, Founder of Ivory Ella, Class of 2015. **If you would like to attend one of these meetings, please reach out to Michael McCloskey (michael.mccloskey@temple.edu), Kyle Betley (kyle.betley@temple.edu), or Varun Sivakumar (varun.sivakumar@temple.edu) for further details.**

We encourage all alumni to continue to support the program and to participate in many of our other events that allow alumni and students to engage in meaningful and professional conversations. Look for future newsletters for these opportunities to get involved!

Sincerely,
Alumni Affairs Team


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## Payal Patel (Class of 2010)
## Vice President, E&O & Cyber Center of Excellence
## Marsh
## Wednesday, September 12, 2018

Payal Patel is a placement specialist with Marsh's Professional Liability and Network Security and Privacy Practice in New York, New York. She focuses her work on large, complex accounts in the cyber, media and professional coverage arenas. Payal's current responsibilities include conducting exposure analysis for clients and prospects, as well as negotiating with carriers on terms and conditions. Through this experience, she has a broad view of the exposures and challenges clients face and also of the availability of coverages in today's marketplace.

Payal joined Marsh in August 2015. Prior to that, she spent approximately five years with a large national broker where she worked as a cyber and professional liability broker and also as an account specialist. Payal helped new and existing clients understand their cyber exposure, provided market insights and placed E&O and cyber coverage for clients greater than $500 MM in revenue. As an account specialist, Payal also was involved in large international placements, managed client relationships and brokered property & casualty lines. She graduated from Temple University with a Bachelor's Degree in Marketing and Risk Management & Insurance in 2010.

Payal gave a great presentation on the vulnerability and variability of cyber risks that are currently faced by the insurance industry. Additionally, she spoke about how companies such as Marsh are preparing to combat such risks in the near future. This gave students a unique insight into the future of insurance risks and will encourage them to think of their own solutions.

**Watch her presentation here**

## Jason Woods (Class of 1997)
## Vice President of Business Development
## ISO Insurance
## Wednesday, September 19, 2018

Jason Woods joined ISO Student Health Insurance in May of 2018 as Vice President of Business Development. ISO is an organization that provides international students studying in the US with health insurance that meets and exceeds the requirements of their visa. Jason is responsible for creating a new Group Sales Department including strategic planning, infrastructure implementation, communication management, distribution channel development, and implementation and oversight.

Jason has over 20 years of experience in the Accident and Health insurance and reinsurance market and has had oversight of P&L, underwriting, production, product development, and strategic planning. Jason has extensive experience in program management, distribution management, and operations management for a diversified portfolio of specialty products including employer stop loss, managed care, organ transplant, short-term medical, fixed indemnity, leisure travel, personal accident, blanket special risk, dental, vision, prescription drugs, and international student health insurance. Jason graduated from Temple University's Fox School ofBusiness with a dual degree in Risk Management and Insurance, and Economics in 1997. He has professional designations in Associate in Risk Management (ARM) and Associate in Reinsurance (ARe).

Jason shared his experiences in a very unique line of the insurance industry: international student insurance. For many international students in attendance, this was a topic that they could strongly relate to. The presentation was incredibly interesting for the general body as a whole.

**Watch his presentation here**

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## Jonathan Leather (Class of 2010)
## Regional Leader - Americas, Insurance Risk Management
## BP Treasury
## Wednesday, September 26, 2018

Jonathan Leather started his career with Marsh's Analyst development program in Houston after an internship in their New Orleans office. In 2012, he joined Exxon Mobil Corporation where he was responsible for new country entry, OCIP, Infineum, Latin America, and Middle East. Last year, Jonathan joined BP as the Risk Manager for Alternative Energy, Latin America, Retail, and U.S. Refining, Chemicals, and Lubricants. In addition to managing insurance activity, Jonathan has led a variety of strategic initiatives, including technology replacement projects, implementation of a Risk Engineering program, and developing principles of contractual risk distribution.

## Chris Mulvey (Class of 2007)
## Managing Director
## Aon Risk Services Southwest
## Wednesday, September 26, 2018

Chris Mulvey started with Aon in July of 2006 as a summer intern. Upon graduation, Chris began his career as an Account Specialist in the Corporate Risk Solutions group, working on large multinational corporations and middle market accounts. In 2010, Chris was promoted to Account Executive and began managing his own accounts.

Chris is an Account Executive and currently responsible for coordinating global insurance programs in Australia, Asia, Europe, Latin America, and North America for several multinational accounts. In addition to his global expertise, Chris specializes in managing complex risk management programs. Chris works with fortune 2,500 firms, both domestically and overseas, utilizing his extensive experience in the design, structure and placement of global insurance. Additionally, Chris has experience in creating and developing non-traditional risk funding alternatives.

Jonathan and Chris gave a joint presentation discussing how Aon Risk Services and BP work together as a broker and risk manager to create a working risk strategy for BP. Since BP self-insures for much of their risks, BP consults with Aon on reserving and structuring its risk strategy to ensure proper coverage. This was an excellent opportunity for members to see how they could be interacting with others in the insurance industry, once employed either full time or as an intern.

**Watch their presentation here**

## Shera Chase (Class of 2002)
## Director of Total Rewards and HR Operations
## Reliance Standard
## Wednesday, October 3, 2018

Shera Chase is an accomplished Total Rewards professional with 16 years of practical experience on both the consulting side and corporate side of employee benefits and total rewards. Shera began her career at Mercer Human Resource Consulting, where she consulted on health and welfare benefit plan design, budget, cost containment strategies, compliance, and benefit implementations with a broad spectrum of clients. In 2007, she moved on to Susquehanna International Group, LLP, (SIG), as an Employee Benefit Specialist.

Ready for the next step in her career, Shera joined Atlas Energy, LP, as Employee Benefits Manager in 2012, where she was able to expand her HR technology skills by implementing employee digital self-service, and a new HRIS/Payroll platform. She also had an opportunity to work outside of employee benefits and HRIS, and hone her skills in the principles and practices of executive compensation and remuneration. In early 2016, Shera accepted the position of Director of Employee Benefits and HRIS, at Drinker Biddle & Reath, LLP.

In late 2017, Shera joined Reliance Standard Life Insurance Company as the Director, Total Rewards and HR Operations. In this new role, Shera has been tasked with taking the HR organization through a digital transformation, creating, and executing a Total Rewards Strategy, and helping Reliance Standard to realize its goal of becoming an employer of choice.

Shera graduated magna cum laude from Temple University in 2002 with a Bachelor of Business Administration degree in Risk Management, with a specific focus on employee benefits and electronic marketing.

Shera focused her presentation on discussing total rewards, healthcare, and employee benefits. Specifically, she spoke of the importance of matching a total rewards package with a company's mission statement to ensure that employees feel the company is thankful for their work and truthful in terms of the values instilled in the company.

**Watch her presentation here**

# Martin Hershy (Class of 2009)
# Vice President
# Lockton Companies
# Wednesday, October 10, 2018

Martin Hershy is Vice President and Commercial Insurance Unit Manager in Lockton Northeast's Philadelphia office. In this position, he manages the local account team responsible for managing client relationships and placing clients' insurance programs.

He works closely with clients to design and implement risk management solutions that are tailored to t their individual needs through a strategic engagement process that ties each client's risk management objectives to their broader business goals. He also leads Lockton's cross-departmental service team, ensuring that the full breadth of Lockton's resources are effectively delivered to clients, including placement, account management, analytics, claims and safety services.

Martin's background at both regional and multinational insurance brokerage firms gives him a unique diversity of experience that is well-aligned with Lockton's business model—local service delivery coupled with expansive global resources. He has experience with clients in a broad range of industries, including transportation, real estate, construction, financial institutions, professional services, manufacturing and human services.

Prior to starting his brokerage career, Martin was a teacher's assistant in Temple University's Department of Risk Management and Insurance, providing him with a strong risk management foundation early in his career.

Martin focused his presentation on what to do when things go wrong. He first spoke about his personal backstory and his journey to the role he currently holds, encouraging our members to continue to pursue their dreams and take control of their own future. He also discussed how to address deals that don't go as planned and how to stay calm and collected in these situations. Our members appreciated this description of how to deal with issues that they may face as they prepare to enter the industry.

**Watch his presentation here**

# Richard Huynh (Class of 2008)
# Actuarial Director, Individual & Family Plans- Pricing
# Cigna
# Wednesday, October 17, 2018

Rich Huynh is the Pricing Analytics Director within the Individual & Family Plans (IFP) segment at Cigna. He graduated from Temple University in 2008 with a Bachelor of Business Administration in Actuarial Science and a minor in Management Information Systems. He is a Fellow of the Society of Actuaries and is a member of the American Academy of Actuaries.

Rich has been with Cigna for over 10 years and is a graduate of the Actuarial Executive Development Program (AEDP). Rich's past roles have been in Cigna Group Insurance (Reserving), Internal Audit, Individual Private Medical Insurance (Pricing and Product Development) and Global Health Benefits (Reserving), and Commercial Healthcare (New Initiatives Pricing). Today, he is responsible for the financial analysis that supports the IFP pricing strategy, as well as delivering an actuarial/financial perspective that informs the business strategy.

Aside from his day job, Rich is also co-lead of the Asian/South Asian Colleague Resource Group (CRG) to promote diversity and inclusion at Cigna. In addition, he serves on the Temple University Actuarial Advisory Board and holds the Guinness World Record for the fastest half marathon in lederhosen. He enjoys his free time with his wife Tina, shih-tzu bichon mix dog Maggie, and one year old son Vincent.

Richard spoke about the Affordable Care Act's impact on the healthcare industry and how companies such as Cigna work to ensure that their policies and products fall within the compliance guidelines. As many of our students plan to enter into the healthcare industry, this background will be vitally useful for a smooth transition from a student to a career actuary or benefits professional.

**Watch his presentation here**

## Ed Boyanoski (Class of 2008)
## Property Treaty Reinsurance Underwriter
## Munich Re
## Wednesday, October 24, 2018

Ed Boyanoski is currently based in Munich, Germany, working as a Property Treaty Reinsurance Underwriter for the Global Clients division of Munich Re.

Ed majored in Marketing and Risk Management and Insurance, graduating from Temple University in 2009. After graduation, he began his career with the U.S. Operations of Munich Re, taking a position in the International Graduate Trainee Program.

After completion of the program, he accepted a Property Treaty Underwriting role based in Princeton, New Jersey, working with U.S. based regional and super regional clients. Given crossover with the global headquarters of Munich Re, this position led to an opportunity to work abroad in Munich, where his current focus is the structuring and underwriting of property reinsurance programs for clients with global insurance portfolios.

During his time with Munich Re, Ed has gained a broad range of global experience in traditional reinsurance as well as in the innovative areas of new strategic markets. He has worked with numerous clients based around the world, has assisted in the launch of global systems, participated in a number of global strategy projects, completed a strategic external exchange with Aon Benfield, and recently lead the development efforts for a new insurance product for the U.S. marketplace.

Ed has completed the Chartered Property Casualty Underwriter (CPCU) designation, the Associate in Reinsurance (ARe) designation, and is currently working towards completing the Chartered Financial Analyst (CFA) designation. His interests include photography, reading, movies, and travel.

Ed traveled from Germany to speak with our members and spoke at length about adapting to a new career and life overseas. As many of our members have desires to start their careers overseas, this presentation was an excellent opportunity to hear first-hand how that adjustment comes with both benefits and difficulties. He also discussed the reinsurance market on a global scale.

**Watch his presentation here**

## Chuck Lamonica (Class of 1994)
## Principal, Global Practice Leader
## Buck
## Wednesday, October 31, 2018

Chuck Lamonica is a Principal in the Brokered Services practice at Buck Global, LLC based in Berwyn, PA. He leads a team that focuses on Group Insurance, which includes Life, Accidental Death & Dismemberment, and Disability.

Chuck Lamonica has 25 years of experience in employee benefits, including 17 years in consulting and eight years in group insurance underwriting working with the largest and most innovative companies in the country. His consulting projects include Strategy Development, Audit, Process Review, Financial Analysis, Rate Projection and Remediation. His expertise covers a wide range of issues focusing on the design, evaluation and integration of health, life, disability and absence plans. Chuck Lamonica is the lead author of numerous surveys on absence management and productivity.

Chuck Lamonica graduated with a B.B.A. in Risk Management and Insurance and Legal Studies from Temple University.

During his presentation, Chuck spoke about his time working with paid family leave and other leave laws, a rather niche portion of the insurance industry. He discussed some of the difficulties in forming policies and assessing risks involved with paid family leave as constantly changing government policies continue to impact how companies can offer these benefits.

**Watch his presentation here**

## Amanda Dolan (Class of 2009)
## Vice President - Executive Broker Manager
## All Risks LTD

## Wednesday, November 7, 2018

Amanda Dolan serves as Vice President and Executive Broker Manager at All Risks Limited. She is responsible for the strategic engagement, growth and management of target retailers, serving as the key executive liaison on issues, opportunities, communication of key messages and connectivity between both firms. Her role as EBN also includes formulation, execution and administration of any incentive agreements, correlating these to national sales plans designed to drive growth with retailers.
Prior to her current role, Amanda spent eight years as a Professional and Management liability broker at All Risks. As part of the Northeast Professional team based out of Philadelphia, PA, Amanda was responsible for establishing relationships with retailers nationwide, and helped to build All Risks' reputation in the financial lines sector as a result.

Amanda has been with All Risks for her entire career, including a summer internship she took while attending Temple University. She is a Fox School & RMI graduate of January 2010 and also served as President for Gamma Iota Sigma in the fall of 2009.

Amanda gave an insider perspective to the everyday life of a wholesale broker. She specifically focused her attention on two ideas: continuing to push yourself within the industry and expanding your personal and professional network to help you find clients and cases. For many members, this intimidating aspect of their careers was simplified. This background will allow our future brokers to have more confidence in the industry, even when the job gets difficult.

**Watch her presentation here**

## Tiana Britton-Davison (Class of 2012)
## Associate Vice President and Associate Actuary
## Nassau Re
## Wednesday, November 14, 2018

Tiana Britton-Davison joined Nassau Re (previously Phoenix) as an actuarial assistant in 2012 and has held rotational assignments in both life and annuity reporting and modeling along with other corporate projects. In previous roles she was the key modeler for Nassau Re's FIA product in MG-ALFA and built a financial model for Sr management. Currently, Tiana has leadership roles in various modeling projects such as testing lead for valuation system implementations as well as being a key decision maker in valuation strategies. She received her FSA in March 2017 and is now an Assistant Vice President and Associate Actuary in Actuarial Modeling. She also currently supports the Actuarial Student Development program as a coordinator with duties such as recruitment lead, working with Sr Management and guiding students throughout the student development program. Tiana holds a bachelor's degree in mathematics with a minor in business, risk management and insurance from Temple University as well as a master's degree in actuarial science from Temple University.

Tiana gave a great presentation discussing the current issue of millennials not purchasing life insurance. As many of our members fit into the millennial population, this was a very relatable and interesting topic. Additionally, this gave members the opportunity to begin to learn about a specific issue within the insurance industry that needs to be handled and solved.

[Watch her presentation here]

# Elissa Viscelli (Class of 2009)
# Contract Surety Specialist
# Travelers
# Wednesday, November 28, 2018

Elissa Viscelli is a home office surety underwriter who specializes in construction contract bonding. Working together with a field underwriting team located throughout the southern and eastern United States, Elissa helps small and emerging contractors develop their business capabilities in order to support the extension of surety credit. She also supports field underwriters in marketing, production, and managing high risk accounts, while helping to maintain accountability for and oversight of a portfolio of small contractor accounts. Throughout her time at Travelers, Elissa has led multiple teams on projects that have focused on improving the way Travelers Construction Services does business and amplifying the value that Travelers brings to customers and to the market.

Elissa discussed her experiences working with surety bonds and their impact on the construction industry. In doing so, she discussed how Temple's new library could pose many risks to an contractor and an insurance company. This was a great opportunity for students to hear about the factors a surety underwriter considers when writing business.

[Watch her presentation here]