

Frank Pennachio

Frank Pennachio has spent 30 years leveraging his Workers' Compensation knowledge and teaching insurance agents how to market and manage Workers' Compensation programs. Before its evolution to Oceanus Partners, Frank co-founded The WorkComp Advisory Group in 2009, to help independent insurance agents implement a consultative approach to win business by competing on value.

Frank is an expert in the technical elements of workers' compensation, emphasizing the need for agents to understand all aspects of protecting an employers' workforce in order to provide true value. In addition, Frank is knowledgeable in agency sales and marketing strategies designed specifically to reduce reliance on contingency commissions and increase agency revenues.

Frank has worked with agents and experienced producers in an educational community setting for nearly a decade and has personally trained more than 1,000 agents.

Frank was the recipient of the Workers' Compensation Notable People for 2009 award sponsored by the LexisNexis Workers' Compensation Law Center. He regularly publishes articles in such outlets as *Risk and Insurance*, *Professional Insurance Agent*, *WCEC*, *HR Magazine* and *Insurance Journal*.