

Lisa Abernathy, CPCU

Senior Vice President/Risk Management and Programs Practice Leader
Wells Fargo Insurance Services USA, Inc.

As a Risk Management and Program Practice Leader, Lisa's responsibilities include retention and expansion of our risk management clientele. She functions in a dual capacity in the development and growth of program business. Through evaluation of strategic initiatives with our clients, she helps connect areas of expertise within our company. She works with our teams to better understand our clients' overall business objectives which allow us to bring the depth of Wells Fargo's resources together in order to provide the appropriate financial solution. Her years of experience allow for vast knowledge of alternative programs available. She works with our marketing group to suggest program design and placement of insurance product and/or reinsurance for our risk management clients.

Lisa has over 25 years of experience in the insurance industry in the areas of commercial risk management and underwriting. Lisa's experience as a former underwriter allows her to understand the thought process of our carrier partners which permits her to anticipate issues beforehand and provide strategy to address any issues upfront. For the past 20 years, Lisa's career has been dedicated to marketing and sales. Her relationships span the globe.

Because of Lisa's proficiency, she has been utilized by many insurance carriers to assist in evaluating entry to the Florida marketplace and development of programs for the staffing industry. She has also participated on many carrier counsels through the years to aid in the improvement of client service and competitive advantage.

Lisa attended Queens College, majoring in Business Administration. Her professional designations include a Property & Casualty License and Chartered Property Casualty Underwriter (CPCU). Lisa has been a Wells Fargo team member since 2002.

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