

STERLINGRISK VOICE

SUMMER 2019
Issue

INTEGRITY



INNOVATION

COLLABORATION

CARE & RESPECT

EXCELLENCE

Message from our CEO



SterlingRe

I am pleased and excited to announce our completed acquisition of a reinsurance intermediary, SterlingRe, previously Professional Risk Intermediaries which was owned by Arc Excess & Surplus Lines.

Reinsurance is part of the overall buildout strategy for Programs and will be able to give Programs an edge in the market. The Property/Casualty market is tightening and capacity in some lines is at a premium. Reinsurance will be designed to assist Sterling Risk with the varied cycles and stabilize capacity /price as much as possible.

We welcome these employees to our team effective immediately: Roland Stollsteimer – Senior Production Broker and Stephen Als – Junior Reinsurance Analyst. The reinsurance entity will report to Geraldine DelPrete – Director of Programs.

So please give them a warm Sterling Welcome!



Pictured from left to right: Robert Wolfe, Nicholas Losciale, Dominick Consolo, Laura Laino, Joseph Bottigliere, Kristen Dallacqua, Christie Miller, Sean Brennan, Jimmy Chun, Derek Finneran

Not pictured: Jenifer Ferris, Meghan McDonough, Sandra Fuhremeister, Victoria Huestis

VERY special thank you to Ian Sterling for his amazing photography/camera.

Real Estate Highlights

The changing marketplace has affected real estate accounts more so, than other market segments. The changes that began last year in the excess liability and umbrella markets continue. The general liability and property markets are also hardening in both pricing and coverage terms. During this period of higher pricing, our greatest success has been our retention. Our client focused strategy has created a bind with our clients that has continued through this challenging market.

Latest wins: Team member Kristen Dallacqua, with marketing rep Anthony Villano, and producer Brad Dubler, collaborated to land Sureste Partners. Sureste is an owner of habitational real estate in both Maryland and Georgia.

New Hires: Derek Finneran recently joined the team as an Associate Account Executive. He brings over nine years of varied insurance agency experience to the team. He is currently working with Laura Laino and Joe Bottigliere.

Personal Accomplishments: Dominick Consolo recently passed his New York State Brokers Exam.

Susan Schildcrout

- Q: If you had your own talk show who would be your first three guests? **A: "Rafa Nadal, Bill Clinton, Bill Maher"**
- Q: If your life was being made into a movie who would you choose to play the main character? **A: "Julia Roberts"**
- Q: If you could instantly become an expert at anything what would it be? **A: "Hebrew"**
- Q: If you had to be stuck on an island for a month with one person who would it be? **A: "My husband"**
- Q: Hit the treadmill or hit the couch? **A: "Please do not judge me...the couch."**
- Q: If you could rid the world of one thing what would it be and why? **A: "Antisemitism"**



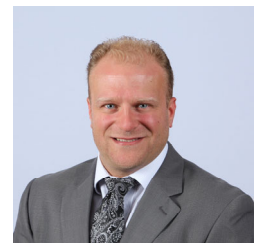
Maureen Watchmaker

- Q: If you had your own talk show who would be your first three guests? **A: "Ellen DeGeneres-Michelle Obama-Michael Kors"**
- Q: If your life was being made into a movie who would you pick to play the main character? **A: Cindy Williams**
- Q: Hit the treadmill or hit the couch? **A: "Treadmill"**
- Q: If you could instantly become an expert at anything what would it be? **A: "Playing the piano"**
- Q: If you had to be stuck on an island with one person for a month who would it be? **A: "Michael my husband"**
- Q: If you could rid the world of one thing what would it be and why? **A: "Guns. Too many dying for no reason"**



Reid Perlstadt

- Q: If you had your own talk show who would be your first three guests? **A: "Living: Tom Hanks, Warren Buffett, Michael Jordan, Dead: Winston Churchill, John D Rockefeller, George Washington "**
- Q: If your life was being made into a movie who would you pick to play the main character? **A: "I'd play myself"**
- Q: If you could instantly become an expert at one thing what would it be? **A: "Hitting a golf ball accurately"**
- Q: If you had to be stuck on an island with one person for a month who would it be? **A: "My wife"**
- Q: Hit the treadmill or hit the couch? **A: "Couch"**



Q: If you could rid the world of one thing what would it be and why? **A: "Cancer, for obvious reasons."**

Robert Bartalini

- Q: If you had a talk show who would be your first three guests? **A: "The Dalai Lama, George Lucas, Trent Reznor"**
- Q: If your life was being made into a movie who would you pick to play the main character? **A: "Brad Pitt since we are probably closest in resemblance."**
- Q: If you could instantly become an expert at one thing what would it be? **A: "Piano"**

- Q: If you had to be stuck on an island with one person for a month who would it be? **A: "Les "Survivorman" Stroud. He can survive in any situation."**
- Q: Hit the treadmill or hit the couch? **A: "Between those 2 options...definitely couch. Treadmills are boring. I'd prefer to ride a bike or play racquetball."**
- Q: If you could rid the world of one thing what would it be and why? **A: "Childhood diseases. Kids should not have to spend the first (and sometimes only) years of life living in hospitals."**

