

***Insurance Times: Personal Lines:*** Masiello named COO at SAN; LaPerriere joins OneBeacon; top CSRs named

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#### SAN Group

SAN Group, a network of 155 independent insurance agencies in New England and New York, named Matthew P. Masiello as its chief operating officer. Masiello has been with SAN Group since 1993, and previously served as SAN's executive vice president

SAN Group is a founding Member of SIAA, Inc., a national network of 975 agencies.

#### OneBeacon

OneBeacon Insurance Group in Boston announced that Paul LaPerriere has joined the company as senior vice president of marketing. He will report to John Cavooges, president and chief operating officer.

"In addition to fostering strong agency partnerships, Paul will focus on OneBeacon's product mix and industry segmentation, as well as new business prospecting and retention of our targeted customers," said Cavooges.

LaPerriere joins OneBeacon after 15 years at Fireman's Fund Insurance, where he served most recently as chief marketing officer.

#### CSR of Year Winners

The Society of Certified Insurance Service Representatives (CISR) and the Society of Certified Insurance Counselors (CIC) have selected the state winners of the 2002 Outstanding CSR of the Year Award. They include:

Connecticut: Kimberly A. Tompkins, AIS, PHM, ACSR, CPIW

Massachusetts: Maureen Stephany, CISR

New Hampshire: Wendy P. Bagley, AAI, AIS, CPIW

New Jersey: Janet Stiles, CISR

New York: Teresa B. Patterson, CIC, CISR, API

Vermont: Sandra L. Brassard, CIC

#### Banknorth Insurance Group

Morse, Payson and Noyes, a South Portland, Maine affiliate of Banknorth Insurance Group, has named two new employees. Peter D. Palumbo is a new senior account manager who will handle Vermont personal lines accounts. Adam G. Sturtevant is the new employee benefits account executive responsible for account sales in Maine and New Hampshire.

#### Amity Insurance Agency

Eric Freedman has joined Amity Insurance Agency in Quincy, Mass. The agency specializes in insurance for the legal community, commercial real estate properties, charter schools and the hospitality industry. In his new position, Freedman will be involved in sales, claims and customer service.

#### Princeton Insurance

William J. McDonough, formerly marketing director with Professional Risk Underwriters, has been appointed chief operating officer at Princeton Insurance in West Windsor, N.J. He will oversee operations of strategic development, underwriting and claims. p

#### NAIW Rhode Island

The National Association of Insurance Women of Rhode Island is pleased to announce its new slate of officers for the 2002-2003 term. They include: Carol A. Glowacki, president; Donna L. Varin, president-elect; Margaret M. O'Meara, vice president; Donna A. Liro, treasurer; Kathleen L. Lavallee, recording secretary; Joyce T. Boucher, corresponding secretary; Peg M. Davis, director; Florence Mello, director; Peggy Guidry, director; and Karen V. Holman, parliamentarian.

#### Guardian Life

Robert E. Broatch has joined The Guardian Life Insurance Co. of America, based in New York, as executive vice president and chief financial officer. He will focus on corporate financial issues, including planholder value, planning and enterprise-wide risk management. Broatch has worked in senior financial positions with GAB Robins, UnumProvident, Aetna and other companies.

#### RI Chapter CPCU

Evelyn Watkins has been elected the new president of the Rhode Island chapter of the Society of Chartered Property Casualty Underwriters. She will be joined by Silvana Klara, president-elect; Steven Daigneault, vice president; Lois Schroder, secretary; Judy Wright, treasurer; Robert Reifel, director; and Marvin Hall, director.

#### Hinckley, Allen & Tringale

Edward J. Kane, formerly senior vice president for legal and federal affairs for Blue Cross Blue Shield of Maine (now Anthem, Inc.), has joined the Boston health care consulting firm of Hinckley, Allen & Tringale. Kane is also a former member of the Maine legislature.

#### Hartford AIFA

Peter W. Haas, an agent affiliated with Allstate Insurance Co., has been elected president of the Hartford Association of Insurance & Financial Advisors, Inc. Other officers elected include Vincent P. Saggese, president-elect; Michael V. Lewis, vice president; Catherine Wynn, secretary/treasurer; John M. Stone, national committee person; and David J. Peichert, immediate past president.