

## Gary Shertenlieb

### Managing Director, National Casualty Practice

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### Responsibilities

Gary is a managing director in Aon's National Casualty Practice. He is responsible for leading the casualty broking team for the Southeast Region. He is responsible for managing new and existing relationships with clients and interfacing with senior management within the carrier marketplace. He is responsible for the placement of complex casualty programs for clients within the National Casualty Practice while also providing the highest level of customer service and technical expertise to those clients throughout the year.

### Experience

Gary's career has been focused in the large, complex account marketplace. He has held leadership roles in insurance company underwriting, retail broking, and Bermuda wholesale broking. Over his career, Gary has led teams in several marketplaces including Atlanta, New York, Kansas City, Chicago, Dallas, Los Angeles, San Francisco, and Bermuda. Gary has provided consultation to the most complex of insurance clients with focus on strategic program design, financial/collateral management, alternative risk structuring and new business development. Throughout his career, Gary has provided solutions across industries, including manufacturing, retail, staffing, transportation, consumer products, food/beverage, hospitality, healthcare, technology and others.

### Expertise

Gary is an expert in large, complex casualty program design and consultation. He has particular expertise in financial and collateral management as well as alternative markets/structures including captives, reinsurance and structured solutions. He has well established trading relationships across the insurance industry.

### Education

Gary earned an MBA from Emory University's Goizueta Business School and a Bachelors of Science in Industrial Management from The Georgia Institute of Technology.