



Insurance

BUSINESS AMERICA

IBAMAG.COM
ISSUE 6.11 | \$12.95

HALL OF FAME

2018

IBA honors 29 of the insurance industry's most influential leaders

MANAGING TODAY'S EMPLOYMENT RISKS

Why employment practices liability is more crucial for your clients than ever before

MEET THE 2018 YOUNG GUNS

Get to know 54 rising stars who are rewriting the future of insurance

EXPERT ADVICE ON E&S

Four leaders in the E&S segment reveal the best opportunities for brokers

YOUNG GUNS 2018

IBA highlights 54 up-and-comers who are well on their way to becoming the new leaders of insurance

RECRUITING, ENGAGING, training and retaining young talent in the insurance industry has long been a concern, yet the 54 individuals featured on *IBA's* annual Young Guns list paint a much brighter picture of the industry's future. All 35 years of age or younger, together they have contributed leaps and bounds above what some decades-long veterans have achieved.

On the following pages, you'll be introduced to insurance professionals who have dedicated themselves to community works or to passing their knowledge to other rising stars in the industry. You'll also meet entrepreneurs who are already leading their organizations and tech-savvy pros who are driving the charge for greater digital integration in the industry. Despite their limited time in insurance, this year's Young Guns have a lot to offer the industry.

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LAUREN BORDONARO

Vice president, commercial insurance
USI INSURANCE SERVICES
Age: **31**

Lauren Bordonaro started her career in 2009 as a relationship banker with First Niagara Financial Group before transitioning into the role of junior financial advisor, where she handled consumer and small business retirement planning. Following FNFG's acquisition of HSBC Bank branches, she transferred to the insurance team. Since moving into insurance, she has established a book a business, assisted in the transition of predecessors' client accounts, and managed both internal and external client relationships.

Earlier this year, as the result of another acquisition, Bordonaro joined the USI team, where she now serves as vice president and commercial lines producer. Outside of insurance, Bordonaro is active with Leadership Buffalo, Susan G. Komen of West New York and St. Mary's of Swormville.



STEPHANIE MITCHELL

Assistant vice president,
property & casualty broker
SOCIUS INSURANCE SERVICES
Age: **31**

Stephanie Mitchell began her insurance career in 2009 after earning a degree in multinational business from Florida State University. Over the next five years, she worked as a P&C broker while earning CPCU and CIC designations. In 2014, Mitchell joined Socius Insurance Services as assistant vice president, specializing in placing excess & surplus lines property, casualty and environmental business.

Two years ago, Mitchell received the Socius Award for Outstanding Salesmanship, and last year, her team was recognized with the Socius Award for Outstanding Sales Team. Outside of the office, she is a member of the Insurance Agents of Tampa Bay, the Pinellas Association of Independent Agents and the Lee County Association of Independent Insurance Agents.



JUSTIN LEHTONEN

Vice president
WORLDWIDE FACILITIES
Age: **33**

At Worldwide Facilities, Justin Lehtonen specializes in the placement of insurance coverage for medicinal and recreational cannabis dispensaries, grow facilities, genetics facilities, R&D laboratories, and testing and extraction facilities. In addition to advising many startup cannabis businesses throughout the US, Lehtonen has worked with insurers to develop and deploy new product offerings, rating methods and coverage forms for this industry.



JOHN MCKAY

Director of sales
operations
EZLYNX
Age: **34**

Like many in the insurance business, John McKay fell into industry by accident more than a decade ago. After graduating from the University of North Texas, he began selling agency management systems to independent agents across the US. He's spent the past five years as director of sales at EZLynx, where he leverages his past sales experience to bring unprecedented growth to the company's top line.

While he wears many hats within the organization, McKay focuses on bringing new processes, efficiencies and ideas to the departments he oversees. His deep knowledge of the technology leveraged by independent agents has contributed directly to innovation at EZLynx.