

## Robert A. Shawah Career History

In brief...

Robert has 40 years experience in the insurance brokerage business. Robert owned and operated a property and casualty and benefits insurance agency for 25 years before selling his agency to First Union Bank in the year 2000. With the advent of mergers and acquisitions in the banking and insurance arena, Robert advanced to Senior Vice President for Wells Fargo Insurance Services managing over \$1,700,000 annual commission revenue, for multiple, middle market, insured clients. He has a wide range of experience focusing on manufacturing, contracting, distribution, social service, and import export companies, all of which culminated with the resurrection of Vision Management Group, Inc. consulting services in 2016.

### 1971 Graduate of Seton Hall University BS in Education

Following in the footsteps of his father, Robert started his career in the insurance industry in 1969, while working part time for the Security of Hartford Insurance Company. After graduating from Seton Hall University, he continued to work with Security of Hartford in various departments. Management recognized Robert's talents for quick acclimation to multiple positions, involving general liability rating, worker's compensation experience modification development, and automobile and property underwriting. Having advanced through the multiple positions, Bob recognized the career opportunities in the brokerage community, thus, the start of a long, satisfying and financially successful career in the insurance brokerage industry.

In 1972, Bob attended the Professional School of Business and was licensed by the State of New Jersey to sell Property and Casualty and Health Insurance. He joined the Topchik Insurance Agency and proceeded quickly to provide significant support to the CEO, in operations. Possessing an aptitude for sales, well-received interaction with insured clients, and an obvious aptitude for premium negotiations with carriers, it was clear to Robert that this was an exciting career path worth developing.

In 1973, at the young age of 24, Bob took on the ambitious, but calculated risk of started his own insurance agency, the Robert A. Shawah Agency. As an insurance agency and broker, Bob was exposed to, and worked with, multiple insurance carriers and brokers. These relationships, would later become a significant factor in the matriculation to Bob's current activities, that of, advocate and consultant, for privately held companies, to identify qualified insurance brokers, to service and market Bob's clients, portfolio of property and casualty and benefits insurance renewals.

The Robert A. Shawah Agency expanded from its original property and casualty platform to include group benefits, as well as, a significant presence in the voluntary

benefits market. The agency was incorporated under the name of Vision Management Group, Inc. in 1985.

In the year 2000, the agency assets were sold to First Union Bank and Bob went to work for the bank to continue the expansion of clients and manage his current client base. First Union Bank was eventually sold to Wachovia Bank and during the financial crisis was bought by Wells Fargo Bank.

Over his 15 years with the bank owned insurance divisions, Bob was elevated to Senior Vice President and produced and managed over \$1,700,000 annual commission revenue.