



# Hi, I'm Jeffrey.

TREATY BROKER, NEW YORK

## MY BACKGROUND AND ASPIRATIONS

I consider myself to be the product of three cultures. I was born in Japan, raised in Hong Kong and culturally influenced by the United States. I graduated from Syracuse University with a double major in economics and political science, and a minor in marketing. Prior to working at Guy Carpenter, I interned at C.V. Starr & Co., concentrating on cross-selling opportunities and conducting due diligence for an expansion into China. I look forward to the challenges advanced technologies will have on the (re)insurance industry in the near future, and I hope to become more efficient by integrating technology in my day to day work. Outside the office, I like to travel internationally and spend time rock climbing.

## WHY I CHOSE A CAREER IN (RE)INSURANCE

I chose (re)insurance because it is an industry of all trades. In the current marketplace, there is an insurance product for almost anything you can think of. Whether it's your house, your car, your pets or the possibility of your pets biting other people. There are also always new products being developed and evolving -- such as cyber insurance. For all these products to be properly evaluated and underwritten, individuals must become experts in the relevant fields. The versatility and constant evolution of the industry were the strongest draws and continue to motivate me.

## MY ROLE DESCRIPTION

I am part of the Treaty Broking team in New York. I support global and national clients, helping them achieve their strategic and transactional goals through reinsurance placement. My role also requires me to travel domestically to various client offices, and internationally to destinations such as Bermuda and London that are home to robust reinsurance marketplaces.

## WHAT HAS SURPRISED ME THE MOST

The (re)insurance industry is driven by business-to-business interactions. As a result, you don't see strong global or national marketing campaigns, as compared to personal lines insurance (e.g. GEICO, State Farm, etc.). When I first joined the industry, what surprised me most was the magnitude of the business transactions being conducted and the value Guy Carpenter adds by being a consultant to insurance companies all over the world. I was also struck by the access I had to highly talented and experienced individuals from an early stage of my career. Guy Carpenter strongly supports the cultivation of emerging talent by promoting interactions with thought leaders and experts within GC and throughout our industry.