



Jack Kuhn, president, geographies, Westfield Specialty
Active in E&S

Jack Kuhn has been at the forefront of Westfield's new specialty business, which recently culminated in the acquisition of Lloyd's of London Syndicate 1200 from the Argo Group.

Drawing on his decades of experience at Chubb, Axis Capital and Vantage Group, as well as a stint in Bermuda, Jack Kuhn is focused as president on growing Westfield Specialty's new geographies and lines of business.

Under Kuhn's management, the company is active in five key lines: E&S property, E&S casualty, E&O and cyber, commercial directors and officers, and financial institutions.

"My role is very exciting, because no two days are the same," said Kuhn. "I'm always looking for new capabilities in the marketplace that I can add to enhance our platform.

"There are many opportunities out there, but it's making sure that we capitalize on the ones that make sense. That means we have to ensure they're a good fit strategically for the business, both in terms of our portfolio and culturally."

One opportunity Kuhn has taken advantage of is the acquisition of Argo's Syndicate 1200 this past September, which markedly increases Westfield's global footprint.

The Syndicate has an estimated \$650 million book of business focused on various lines of specialty insurance, and it will provide a host of opportunities to strengthen Westfield's existing relationships and win new customers, as well as to diversify the company's property and casualty portfolio.

"We've had our sights set on the international specialty market since launching our specialty business a year ago, so this is Westfield executing on our original strategy," said Kuhn.

"We considered multiple pathways, but acquiring Syndicate 1200 emerged as a unique opportunity, because it gets us into the international specialty market quickly with an established platform while capitalizing on current market dynamics."

While Kuhn cites his analytical outlook as a key strength, he also has a track record of building well-connected teams made up of inquiring minds that aren't afraid to ask pertinent questions and present different views. That's vital in a hard and uncertain market where maintaining a competitive edge makes a huge difference.

"The most important thing to remember in this role is that there's no set blueprint," said Kuhn.

"You just have to see where the opportunities are and make sure that you are adding value to your portfolio and enhancing the scope and capability within your market."

Kuhn said of the five lines Westfield provides, E&S property is the most challenging, both for the insurer and the insured, particularly given recent catastrophe events such as Hurricane Ian. On the flip side, he said, cyber remains an ever-evolving growth area ripe with opportunity.

Throughout his career, Kuhn has successfully built and scaled businesses multiple times, managing U.S. and global portfolios worth more than \$6 billion in premiums across the executive leadership roles he has held. That's something he now looks to continue with Westfield. — *Alex Wright*

the customer is at the center of everything we do."

Though he's been in the role just shy of a year, Yee has already tackled some major projects — namely, launching a cloud protection product in partnership with Google and Munich Re.

"With this partnership, we're able to have a better understanding of our clients' risk profiles from the inside out," Yee said.

Yee always has his eye on the future and the challenges and opportunities it may hold. In addition to working as the global industry solution director for technology, media and telecommunications, he is passionate about helping AGCS clients find solutions to the risks posed by global climate change.

He's been exploring what the industry can do to make climate solutions more accessible in insurance markets.

"Climate change is something that's going to impact us in many different ways — whether it's in our personal life, our work life [or] our children and our grandchildren's lives," Yee said.

"If we're able to do something from an insurance perspective to help reduce some of the ever-increasing changes that we're seeing in front of our eyes, then I'm 100% behind that. In my new role, I'm actually discussing these kinds of things with our clients and broker partners, because everybody is trying to go in the same direction. We just need to get our heads together to figure out what is the best viable solution for all parties."

— *Courtney DuChene*



Dan Fortin, president, specialty, QBE North America

Established Realism
Growth is nice, but QBE's Dan Fortin knows that an underwriting discipline is even nicer.

Attracting and retaining the top talent is a priority for Dan Fortin.

Appointed president, specialty insurance, and to the North America executive management board in July for QBE, Fortin has been tasked with selling the company brand to the best candidates, from its vision and capabilities to personal growth opportunities and strength of culture.

To achieve this, he has been using current employees' networks to get the word out and continue to expand and improve the quality of his team.

"Due to the diverse nature of our specialty business portfolio, we have a wide variety of challenges unique to each market segment," said Fortin.

"But one common thread across all of them is the challenge of attracting and retaining top talent."

Fortin's day-to-day role involves setting the vision for and overseeing the progress of QBE's specialty portfolio, including financial lines, accident and health, aviation, specialty programs and residential. He also regularly meets with the leaders and staff of those businesses, shares performance metrics and strategy with the managerial committees and focuses on strengthening relationships with key trading partners and customers.

With almost 30 years' insurance industry experience under his belt, Fortin has held various senior leadership roles in financial lines at BHSI and CNA Financial. He was also a managing director at Aon Financial Services Group. In addition, he has a bachelor's degree from Villanova University and a master's from Northwestern University's Kellogg School of Management.

Citing his ability to keep a long-term focus on the business as his key strength, Fortin has forged a reputation for building high-performance teams. He has also established a track record of enhancing products and developing a top-quality book of business.

"My experience has mostly involved long-tail lines where the temptation is to be more optimistic than realistic, and I've been through enough market cycles to know the importance of being realistic and accepting that sometimes you need to tone down growth to maintain rate adequacy," said Fortin. "Over the long term, brokers and clients appreciate the stability that being realistic and disciplined provides.

"As a leader, I also encourage robust collaboration across functional areas — underwriting, claims, actuarial and product development — so that we can spot trends and solve customer problems more quickly and accurately. Finally, I believe in empowering the leaders that report to me and asking questions that help them think through issues to come up with their own strategies and tactics."

Moving forward, Fortin's focused on optimizing QBE's specialty insurance business portfolio, both in North America and globally — for example, using the growth of the company's financial lines and A&H to offset the property CAT exposure in its commercial insurance business. — *Alex Wright*