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2021 Year in Review: Spencer Macalaster, Executive Vice President, Risk Strategies Company

December 31, 2021 - Spotlights



Spencer Macalaster
Risk Strategies Company

How has your working environment changed over the last year? Spent the last 18 months primarily remote.

What was your greatest professional accomplishment or most notable project, deal, or transaction in 2021? Designed and negotiated a master environmental and cyber insurance program for over 600 doctor clinics throughout the U.S. In addition, designed and negotiated captive deductible protection options for large portfolio real estate clients, reducing costs and providing long term sustainable property insurance for our clients.

What are your predictions for your industry in 2022? Our industry will become more dependent on web-based consulting and broker services, including the implementation of block chain based solutions.

What is the best advice you have received, and who was it from? Jack Derby at Derby Management provided valuable insight and help as our sales and prospecting interactions changed with remote-only environments.

What was the biggest lesson you learned while working during the pandemic? Stay flexible and pivot early and often.

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