



APR - ALTERNATIVE MARKETS

DEDICATED TO PUBLIC ENTITY

APR – Alternative Markets in pleased to announce the addition of two new staff members; **Patricia Poe** and **Vickie Betancourt**.

Patricia (Trish) has assumed the role of Claims and Risk Management Leader. She will work directly with our policyholders, carrier partners, Third Party Administrators and the APR Underwriting team regarding claims and risk management issues impacting our Public Entity portfolio. Trish brings a wealth of experience to this newly created role. Based in Long Beach, CA, Trish entered the insurance industry in 1996. Her experience includes working for insurers, employers, and third party or self-administered entities in multiple jurisdictions. Beyond claims technical positions, Trish served as a Business Systems Analyst, Reinsurance Analyst, and Corporate Leader working with clients in multiple industries such as Long-Haul Trucking, Hospitality, Retail, and Manufacturing. In her new role, she will be focused on assisting Public Entity clients with risk management programs, as well as claim oversight and mitigation strategies. Trish holds a B.S. in Education from Northern Illinois University.

Trish's contact information is:

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Vickie Betancourt has joined our team as a Regional Underwriting Director. Vickie is responsible for the production, underwriting and retention of profitable SIR and excess business on a national basis. Vickie is an insurance industry veteran that is excited to take on the challenges of this changing market. Based in Reno, Nevada, Vickie has been in the insurance industry for over 30 years. During that time, she has held various Regional and National positions in Underwriting, Sales and Marketing for Programs as well as TPA services. Vickie has a B.A. in Psychology from University of Arizona.

Vickie's contact information is:

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In the past three weeks we have announced the introduction of our new streamlined form, our new excess facility, and today the addition of two insurance veterans to our team!

We are very excited about our new products and team members and look forward to working with you in the coming months.



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