

Miami we're open for business – video transcript

Livia Prado, Senior Life Sciences Underwriter:

Sompo is strategically located in Miami. Considering the growth of the industry and the region, having local expertise is essential to provide a good service to our clients.

Guy Debbaudt, Regional Executive:

We are a global insurance company with our headquarters in Japan. We have presence in more than 28 countries, and we are expanding our operations around the world.

Daniel Cohen, AVP, Middle Market Florida

The team we have here, we've been in the Florida market and have experienced doing it for over 25 years between the three of us and fully understand the market conditions in Florida and where it's leading.

Guy Debbaudt, Regional Executive:

Our key differentiators are our people. We have a great team, we bring the best talent into the marketplace, and we really have a genuine approach to really, really want to take care of our clients.

Ron Willet, EVP, Field Management, North America:

Our goal is to take our underwriting expertise and bring it closer to the brokers, closer to the clients, and do everything we can to weave ourselves into the fabric of the regional and local economy.

Guy Debbaudt, Regional Executive:

Our commitment's to build on insight and craft solutions for the future. Many of our products are aligned well with industries growing in Florida, such as financial services, technology, life science, construction, and aviation. We believe it's very important for us to be close to our trading partners and customers, listen to their needs and find the best way to provide solutions for that.