



Nick Pappajohn

President



Nick joined the Masiello Insurance Agency in 1984 as vice president and was responsible for the agency's operations and the development of the first Master Agency — the Satellite Agency Network (SAN) Group. The experience Nick gained in launching SAN Group prepared him for an instrumental role in the planning and development of SIAA's first distribution alliance. Nick became president of SAN Group in 1987 and held that role until 2012, and was named president of SIAA in 1995.

As president of SIAA, Nick maintains responsibility for ensuring the smooth operation and management of the national alliance, including business relationships and contractual negotiations with national insurance carriers, overall relationships with strategic vendors, and ongoing relationships with the principal owners of Strategic Master Agencies. Nick is also responsible for managing SIAA's regional presidents. His role as president includes the management of sales, training and ongoing service for Master Agencies. Nick ensures that the members of Master Agencies are equipped, educated and skilled to attract new members.

During his tenure as president, SIAA has grown from a fledgling startup to an alliance of more than 5,800 signed independent insurance agents writing more than \$6.05 billion in annual premiums.

Nick is a graduate of the University of New Hampshire's Whittemore School of Business and Economics. Prior to joining the Masiello Insurance Agency, Nick held positions with Merchants Insurance Group and USF&G. He has served on a number of insurance company advisory boards.