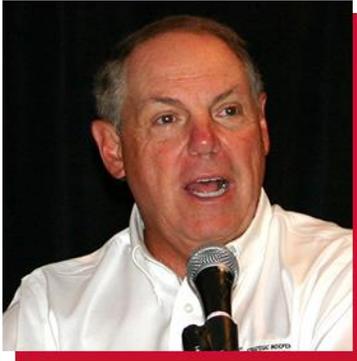




Jim Masiello

Founder, Chairman & CEO

Founded SAN Group in 1983, and SIAA in 1995



As SIAA has grown to the largest alliance of independent insurance agencies in the United States, Jim Masiello has been a leading voice in today's insurance industry.

He is the founder of several Masiello Group entities in many industries, including: Insurance, Real Estate, Commercial Leasing, Real Estate Development, Employment Services, Financial Services, and Travel. He has also consulted and lectured on P&C compensation and incentives for agency producers based on cross-selling initiatives.

Subsequent to founding the Masiello Insurance Agency, Jim created the Satellite Agency Network (SAN Group) in 1983 and grew it to over 350 member agencies in New England and eastern New York. The very successful SAN Group model was replicated at the national level to form SIAA (Strategic Insurance Agency Alliance) in 1995.

SIAA currently has 49 master agencies covering all 48 contiguous states and has signed 6,723 independent insurance member agencies writing over \$7.4 billion in premium, making SIAA the largest national independent insurance agency partnering network.

In his tenure within the insurance industry, Jim has:

- received the Dr. Henry C. Martin Industry Achievement Award from The Rough Notes Company, Inc.
- been a recipient of the Insurance Marketing and Management Services (IMMS) Marketer of the Year award
- served as President of the New Hampshire Life Underwriters Association
- chaired the New England Life Insurance Forum
- served on many insurance company advisory boards

Additionally, Jim:

- served as Mayor for the City of Keene, NH for two terms
- served as President of the Greater Keene Chamber of Commerce for two terms
- served as President of the Greater Keene YMCA for two terms
- chaired the New Hampshire State Board of Education
- served as a Trustee for Southern New Hampshire University
- has been active in many insurance-related, community, political and statewide organizations