



BIOGRAPHY

Mary Ann Guay

Senior Vice President, SIAA Book Management & Profitability Standards

Mary Ann joined SIAA in 1998, and has more than 33 years of experience in the insurance industry – 17 of those years came from a retail insurance agency.

Mary Ann has held a number of key internal operation positions with SIAA and is responsible for monitoring the profitability and growth of SIAA's books of business with strategic partner companies. Mary Ann works closely with Master Agencies and independent agency members to track carrier results and take necessary corrective actions.

She also conducts several ongoing training programs for SIAA Master Agencies to ensure they understand both the philosophical and underwriting criteria for new and renewal business of SIAA strategic partner companies, in addition to helping them learn how to continually track, review and correct their Member Agencies' performance with partner companies.

Mary Ann is a graduate of Pennsylvania State University. She is licensed in property, casualty, life and health and holds the Certified Insurance Counselor (CIC) designation.