

# THE advisor

Fall 2014

ArthurHall  
INSURANCE

## Arthur Hall Insurance Has a New Look

**WITH OUR CLIENTS IN MIND**, we took on the project of updating our company brand. Agency partners Jim Denham, Glenn Burcham, Mark Sammarone, Nicole Grebloskie, and Karen Leary made the decision to give the logo a more modern presence. As we looked at the bigger picture, we realized that Arthur Hall Insurance is more than just an insurance broker. We value our clients and wanted our new branding to reflect our strong belief in the power of three. Three words that we believe reflect what Arthur Hall Insurance stands for, and on which we have built our reputation:

**Advisor. Advocate. Agent.**

As advisors, we start with a conversation. We take time to learn all about you and assess your personal and professional exposures. What are your risks? How can we minimize or avoid those risks while protecting that which you value. Working together, we will formulate a plan to best suit all of your unique needs. This consultative approach sets us apart from our insurance industry peers.

We are your strongest advocate in times of need. If and when claims occur, you can rely on Arthur Hall Insurance to be your strongest ally. Our claim advocates will work with your best interests in mind to be sure you receive a fair result.


We are not just an average insurance agent. By providing exceptional, higher level services and value to our clients, we do more than deliver a policy. We believe that our clients deserve professional advice in the selection and evaluation of

coverage and have an agent who can place that coverage with high quality insurance carriers. Licensed in over 40 states, we can ensure that you will receive the best policy and coverage for your needs.

With our corporate philosophy firmly in place, and our updated look ready for show, we gave our website a refreshed image too. Visit [www.arthurhall.com](http://www.arthurhall.com) where you will find a place to easily locate resources such as claim and billing support, certificate of insurance, vehicle insurance ID card, policy update and quote requests and even insurance company mobile apps. You'll also find links to all of our carriers as well as suggestions for restoration companies should the need arise. The updated site also describes each of the professional services we provide allowing you to see at a glance the value and expertise our specialists are ready to discuss.


On the Arthur Hall Insurance LinkedIn page <http://www.linkedin.com/company/arthur-hall-insurance> connect with us to discover interesting articles and posts that are relevant in today's world. Keep up with what's happening in the industry and learn how Arthur Hall Insurance will be there for you.

Cosmetic changes aside, know that the Arthur Hall Insurance team of professionals continues to provide our clients with the best possible solutions for every need - each customizable to your unique personal or business situation.

Thank you for allowing us to be your **Advisor. Advocate. Agent.** 

## Reflections

ARTHUR HALL INSURANCE would like to take the opportunity to reflect on the thing for which we are most grateful: you, our clients. Thanks to each and every one of you for placing your trust in us. Without exception, each of you is important to us not just as a client but also as a friend, a business associate, and a partner in helping protect what matters to you most. Whether you have been with us for many years or have come to us recently, we appreciate your confidence and faith in allowing us to find solutions to manage your unique risks for your home, automobile, business or commercial properties.

Nothing means more to us than knowing you hold us in high regard. This past October, we humbly accepted the 2014 Daily Local News Readers' Choice Award. This marks the 20th year that Arthur Hall Insurance has been voted the #1 Insurance Firm in Chester County. We are proud that you consider Arthur Hall Insurance as your most reliable, diligent, and dedicated group of insurance professionals. 



*Pictured left to right are Arthur Hall Insurance partners Glenn D. Burcham, Nicole C. Grebloskie, Mark D. Sammarone, Karen L. Leary, and James S. Denham*

# New Faces in the Hall



## ERIC C. ROSLE

Arthur Hall Insurance welcomes Eric as a Personal Lines Account Manager. A graduate of James Madison University with a degree

in Sociology, Eric started his career with Liberty Mutual Insurance in property claims; spending the last seven years developing new business. This experience lead him to Arthur Hall Insurance where he expertly manages homeowner, property, auto, and life accounts.

No stranger to the area, Eric was born, raised and continues to live in West Chester with his wife and children. He and his family enjoy spending time at the beach, skiing, and traveling. Eric takes great pride in working with an agency that supports local commerce and a has strong sense of community.



## VICTORIA P. NICKEY

Joining Arthur Hall Insurance as a Commercial Lines Account Manager, Vicki brings nine years experience specializing in

Professional Liability on both the underwriting and agency side of the insurance industry.

Born and raised in Philadelphia, Vicki graduated from West Chester University with a degree in psychology. Ever the athlete, enjoying hiking, running and training with kettlebells, she recently completed her first Spartan Race and plans on doing more. Vicki lives in Downingtown with her husband and dog, Hazel. Vicky enjoys expanding her knowledge within a new side of the insurance industry.



## DANIEL P. MACKAREVICH

Arthur Hall Insurance is pleased to announce the addition of

Dan Mackarevich as Account Executive. Dan is responsible for generating new business opportunities and strategic client services for Arthur Hall Insurance's Commercial Lines Division. He will provide risk management solutions primarily within the financial institution, non-profit, and document destruction industries. Prior to his hire at Arthur Hall Insurance, Dan served in a variety of roles in finance, tax, and insurance in New York, Atlanta, and Philadelphia. Dan received a Bachelor Science in Business Administration from Bucknell University in 2006. Dan currently lives in Narberth, PA with his wife Stefanie.



## NATALIA NOWAK BEHR

Natalia Nowak Behr brings international flair to Arthur Hall Insurance. Born in Poland, Natalia

now makes Chadds Ford, PA her home. She joins Arthur Hall Insurance as an Account Representative in the Personal Lines department and brings with her a solid depth of insurance industry knowledge. Natalia graduated from Florida Atlantic University with a degree in International Business & Trade including a minor in Economics. It comes as no surprise that not only does Natalia speak Polish, German, and English fluently, she also knows enough Spanish to hold her own and can even order breakfast in Turkish!

## Arthur Hall Insurance Consultants

James S. Denham, CPCU, CIC  
Glenn D. Burcham, CIC, CRM  
Nicole C. Grebloskie, CIC, CISR  
Mark D. Sammarone, CIC, CISR  
Karen L. Leary, CIC, CISR

Kayce M. Alford, CPCU  
Edward R. Blake, CPCU, CIC  
Marie F. Clucas, AIC, CISR  
Virginia R. Glassman, CISR  
Robert G. Hackett, Jr., CIC  
Gloria M. Mastrangelo, CISR  
Elaine S. McDonald, CISR  
Charles E. Panetski, CPCU, CLU, ARM  
Tracy S. Sammarone, CIC, CISR  
Diana Dion  
Christopher M. Keefer  
Jonathan Koegel  
Daniel P. Mackarevich  
Victoria P. Nickey  
Natalia Nowak Behr  
Carol H. Panetski  
Karin E. Ricciardi  
Eric C. Rosle  
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Thomas W. Van Grofski

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