

Robert M. Marshall, CPCU, RPLU, AIC

**Senior Vice President
New York Health Care Practice
Willis of New York, Inc.**

Robert M. Marshall is a Senior Vice President, Health Care Practice Leader for the New York Health Care Practice. The Health Care Practice within Willis North America provides coordination of insurance brokerage and risk management services for the Health Care industry. In this position, he is responsible for business development, client relations, coordination of insurance and reinsurance broking, risk management consulting and analytical reviews for corporate and non-profit clients.

Rob has a multi-disciplined insurance background in claims management, medical professional liability underwriting and brokerage. Prior to joining Willis, Rob held several positions of increasing responsibility within The St. Paul, Zurich North American Specialties Health Care Division, and Aon. Rob is well-versed in insurance program evaluation, structure, selection, negotiation and placement of professional and non-professional insurance lines with particular emphasis in the design, implementation and oversight of alternative risk financing vehicles such as single parent, group captive/self insured retention programs, risk retention groups, and reinsurance placements of captives.

Rob has a BS in Finance from St. John's University, NY, and an MBA in Financial Management from Pace Lubin School of Business in NYC. He holds several insurance designations including, the Chartered Property Casualty Underwriter (CPCU), Registered Professional Liability Underwriter (RPLU), and Associate in Claims (AIC).

Rob is a member of Omicron Delta Epsilon, an International Honors Society for Economics, and was nominated as a "Power Broker" from Risk and Insurance Magazine 2009 in the Health Care segment. Rob has also spoken at PLUS, Crittenden, ASHRM, and other professional liability industry events over the last five (5) years on a variety of professional liability topics.