

# PERSONAL LINES

## PIANH elects Foy president; Zerio joins Teachers; Moore joins Trumbull

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### **PIANH**

The Professional Insurance Agents of New Hampshire Inc. elected its officers for 2003-2004 at its August 26 annual meeting. Jeffrey Foy of East Kingston will serve as president. He is COO of Foy Insurance Group in Exeter.

Active in the association, Foy is chairperson of PIANH's Government Affairs Committee. He also serves as a member of the Nominations and Executive/ Budget & Finance Committees.

Scott Brown, CIC, of Pittsfield will serve as president-elect. Brown is owner of the Paige Insurance Agency in Pittsfield.

Thomas O'Dowd, CIC, of Wolfeboro will serve as vice president. O'Dowd is president of the J. Clifton Avery Agency in Wolfeboro.

Linda Rice, CIC, CPIW, AAI, AIS, of Sunapee will serve as secretary/treasurer. Rice is vice president of McCrillis & Eldredge Insurance Inc. in New London.

Robert Wiczorek, CIC, of Manchester will serve as PIANH's immediate past president. He is president of Wiczorek Insurance Inc. in Manchester.

### **Teachers' Insurance Plan**

Stephen T. Zerio has been appointed Connecticut manager of the newly formed Teacher Agent Network for Teachers' Insurance Plan. With more than 20 years of experience in insurance sales and marketing, Zerio will be heading up the growth of TIP in the state through statewide recruitment of teacher-agents for the Meriden headquartered auto insurer. In addition to his role with Teachers, he is currently in his second term of office as city councilor for the City of Meriden.

### **Trumbull Services**

Sean Moore has been named national director of alternative market services at Trumbull Services. In his previous position, he was responsible for eastern regional outsourcing services. Before joining Trumbull in 1999, Moore spent more than 16 years in the insurance industry. He is a graduate of Florida Southern College, in Lakeland, Fla., with a degree in economics and also attended the Insurance Executive Program at Appalachian State University in Boone, N.C.

### **DentaQuest**

Dr. Doyle Williams has been named chief dental officer of Boston-based dental benefits company DentaQuest Ventures. Patricia Ma was named vice president and general counsel. Dr. Williams will be responsible for leading the DQV dental provider networks and benefit policies on a national level for all DQV locations. Ma will be responsible for the full range of legal and regulatory affairs for DQV and will serve on the executive management committee of the company.

### **New York Life**

Robert W. Sumrall has been hired as a field director New York Life's advanced markets network department. In this role, he will be responsible for retail sales for M Financial Group member firms in the eastern U.S.

### **Zurich North America**

Kenneth Marcus has been appointed account executive of Zurich North America. He will be responsible for managing relationships with agents and brokers to increase profitable production, implementing strategic business initiatives and partnering with other Zurich business units to address customer needs in the region.

Donna Galer has been appointed executive vice president in the Office of the CEO at Zurich. She will lead the company's corporate responsibility and compliance program, working closely with the internal strategy, finance and risk management teams to coordinate the company's governance and compliance activities. She will also be responsible for strategic planning activities. □