

O'Brien joins IIABA; SafecoLife names Burton; Morse, Payson, Noyes adds Mancuso

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IIABA

Patrick O'Brien has joined the Capitol Hill office staff of the Independent Insurance Agents & Brokers of America (IIABA) as the new lobbyist/grassroots coordinator. O'Brien has spent the past four years working in Sen. Ted Kennedy's Washington, D.C. office as a special assistant to the chief of staff. In his new role with IIABA, O'Brien will be responsible for coordinating Big "I" grassroots efforts among member agents and carrying out assigned lobbying activities on the Hill.

Rogers & Gray

Charles N. Robinson, president of Rogers & Gray Insurance Agency, Inc., has announced the election of Martin McGrann to assistant vice president. McGrann is a specialist in surety bonds and contractors in the Plymouth, Mass. office.

Safeco Life

SafecoLife & Investments has hired Philip Burton as regional sales manager for its northeastern territories, covering the states of Connecticut, Massachusetts, Maine, New Hampshire, New York, Rhode Island and Vermont. Burton was formerly vice president of institutional sales with Goldman Sachs & Co. in Boston. Burton joins a team of nine regional sales managers, charged with expanding advisor-sold distribution of Safeco Life & Investments products and services across the country. He will be based in Southborough, Mass.

Morse, Payson & Noyes

Morse, Payson & Noyes, an affiliate of Banknorth Insurance Group in Portland, Maine, has appointed Benjamin T. Mancuso as an account executive for employee benefits lines for southern New Hampshire. In his new position, he will be responsible for developing and servicing group health, life, disability and voluntary employee benefits accounts in his region. Mancuso has 25 years of experience in the insurance industry. Before joining Banknorth Insurance Group, he served as regional director of New England with the Allstate Workplace Division and as a senior account executive with Blue Cross/Blue Shield of New Hampshire.

Golden O'Neill & Gebhart

A New Haven, Conn. agency has named Robin Avroch to its staff as commercial lines account manager. Avroch brings 20 years of experience to her new employer, Golden, O'Neill & Gebhart, Inc.

A.B. Gile, Inc.

Past president of the Independent Insurance Agents of New Hampshire and Claremont native, John Gorman, Jr., has joined A.B. Gile, Inc. of Hanover as senior commercial lines account executive. Gorman will staff a office in Claremont.

ProMutual Group

John M. Crowe, MD, has been named to the board of directors of ProMutual Group, a medical malpractice insurer in New England. Crow is chair of the Massachusetts Medical Society and Alliance Charitable Foundation. He formerly served as chair of the surgery department of Good Samaritan Center in Brockton and, prior to that, at Goddard Memorial in Stoughton.

Fred C. Church

Lowell, Mass.-based Fred C. Church Insurance recently announced two staff appointments. Sharon Lambert of Hudson, New Hampshire, joins the staff in Lowell as commercial lines service representative, bringing 21 years of experience. Also, Margaret Iannuzzi joins the agency's Dracut, Mass. office as staff accountant. She also brings 20 years of accounting and customer service experience. □