



# MARSH & McLENNAN AGENCY



JOE HASKINS  
RISK CONSULTANT  
BUSINESS INS.  
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Joe.Haskins@MarshMMA.com

With over 10 years of experience in the insurance industry, Joe Haskins exemplifies MMA's client-focused and colleague-focused approach. He believes strongly that a solid team foundation is what allows him to build relationships with clients and work closely with them to create individualized risk management solutions.

In his role at MMA, Joe partners with organizations to help manage their commercial insurance programs. The majority of his time is spent working with organizations that are looking to develop a more comprehensive risk management strategy. In particular, his background in working with captives and alternative financing options has afforded him the ability to provide solutions to clients that might be "outside the box"



LAURA MOORE  
MEHS, CIC, CRM  
SVP, BUSINESS  
INSURANCE PRACTICE  
LEADER  
763-746-8252

Laura.Moore@MarshMMA.com

As the Senior VP of Business Insurance, Laura leads all growth initiatives for the organization. She focuses on sales planning, forecasting, talent acquisition, training and development, and developing growth initiatives across the agency.

Laura is responsible for the overall alignment and execution of growth of operational strategies and she will partner with our Business Insurance teams to drive innovation. She is responsible for ensuring the division achieves its strategic objectives through her leadership, talent development, and oversight of daily operations, marketing and revenue production.

As a member of the leadership team, Laura collaborates with agency leaders to support profitable development of the Business Insurance division through organic growth and acquisition; leads the division through organizational change; actively assists in writing and maintaining profitable accounts through strong, effective relationships with various and competitive markets.

Laura's extensive background in safety and loss control coupled with her time as a basketball coach, player and referee puts her in a distinctive position to both find risk management solutions and encourage her clients to achieve the best risk reduction techniques possible.

As a business development manager, Laura oversees less experienced business risk consultants, helping them identify, assess and solve client risk and insurance challenges.



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**JON TERRY**  
CONSULTANT  
EMPLOYEE BENEFITS  
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As an employee benefits consultant with Marsh & McLennan Agency, Jon provides advice on health and welfare plans, wellbeing programs and more to a variety of clients. He helps corporate leaders understand the full scope, implications and cost of various employee benefits strategies and potential plan design changes, not just the immediate line-item expense. Along with his team, he also helps solve business challenges by deploying strategies that create better health care consumers and keeps employers current on regulatory issues.

Working in insurance business since 1987, his extensive experience and understanding of the industry enables him to serve his clients well, especially as he guides them through the complexities of compliance and health care reform. He strives to truly understand his client's business and the technicalities of the industry.



**CHAD WARNER**  
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As a Senior Private Client Consultant of Blakestad, a Marsh & McLennan Agency Company LLC, Chad is responsible for designing and implementing risk management solutions for successful families across the country.

MMA's approach is unique in that they work hand-in-hand with their clients' trusted advisors. This collaboration with wealth advisors, CPA's and attorneys identifies issues and aligns client's property and casualty insurance needs with their overall financial plan. Their clients include: multigenerational wealth, professional money managers, corporate executives, entrepreneurs and professional athletes.



**NATALIE WATKINS**  
EMPLOYEE BENEFITS  
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As an Employee Benefits Consultant with Marsh & McLennan Agency (MMA), Natalie provides advice on health and welfare plans, wellbeing/wellness programs and more to a diverse base of corporate clients. Along with her team, she also helps solve business challenges by deploying strategies that create better health care consumers and keeps employers current on regulatory issues, including those related to health care reform legislation.

She would describe success as being able to identify, relate and deliver a custom benefits strategy to help meet the needs of her clients. This strategic analysis gives Natalie a great sense of accomplishment.