



**ROUNDSTONE**  
TURNING RISK INTO RESULTS

### **Roundstone Management, Ltd.'s Regional Sales Management Team Grows**

January 9, 2014

Roundstone Management, Ltd.

Contact: Jennifer Boerio – [jboerio@roundstoneinsurance.com](mailto:jboerio@roundstoneinsurance.com) – 440-617-0333, ext. 238

### **Roundstone Management, Ltd.'s Regional Sales Management Team Grows**

**Westlake, OH** – Roundstone Management, Ltd. is proud to announce the addition of two new Regional Sales Managers. Glenn Bowman and Dan Evans are now part of the Mid-Market Med stop loss sales team. They will be extending Roundstone's presence in the Southeast and West with their experience and market relationships.

With his nearly 40 years of experience, Glenn Bowman will use his expertise and knowledge of managed care, self-funded plans and consumer directed healthcare to further extend Roundstone's expertise. Glenn's territory will include Florida, North Carolina, South Carolina and Southern Virginia.

Dan Evans offers a strong background in health insurance. Dan's skillset is focused on building relationships, strategic planning and customer service with a deep understanding and expertise in growing health insurance programs. His sales responsibility includes Arizona, Colorado, Nevada and New Mexico.

"Glenn and Dan bring self funded knowledge matched with long term advisor relationships in the Southeast, Southwest and Rockies," explains Gene Pompili, Roundstone's Senior Vice President of Sales. "We believe their experience will help us quickly open these markets to our Medical Captive solution. We're excited to have them on our team."

Roundstone delivers an innovative insurance solution to rising healthcare costs for midsized companies. Known as Mid-Market Med, the solution leverages the strengths of wellness initiatives, self funding and captive insurance, while simultaneously addressing their shortcomings. The Mid-Market Med group captive enables employers to pool risk and leverage savings they would not be able to obtain on their own.

**Roundstone Management, Ltd. ("Roundstone") based in Westlake, Ohio is an insurance organization focused on the development, underwriting and servicing of alternative risk products, including captives, rent-a-captives and specialty insurance programs. Roundstone's medical stop loss group captive program was established in 2005 and offers medical expense stop loss coverage in all fifty states.**