



**ROUNDSTONE**  
TURNING RISK INTO RESULTS

**Roundstone Management, Ltd. Welcomes New Director of Underwriting and Market Development**

June 5, 2014

Roundstone Management, Ltd.

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**Roundstone Management, Ltd. Welcomes New Director of Underwriting and Market Development**

**Westlake, OH** – Roundstone Management, Ltd. is proud to announce the addition of Jonathan Hendrix as Roundstone’s Director of Accident & Health Underwriting and Market Development. Jon will be leading Roundstone’s underwriting and operation teams. In addition, Jon will be assisting in market development for certain geographies and industry verticals.

Prior to joining Roundstone, Jon worked with Aetna where he was responsible for retention, growth and profitability in the Ohio and Kentucky insurance markets. He led multiple sales, service and support teams with great success developing and managing business relationships within the employee benefits industry. Jon brings over 25 years of experience and is well versed in medical cost analysis, assessing risk, self-insured underwriting and health care cost management strategies. Jon’s experience and market relationships will help Roundstone grow its medical stop loss group captive program, Mid-Market Med.

“Jon brings a fantastic track record of leadership in health plan management to Roundstone,” explained Michael Schroeder, Roundstone’s President. “Jon possesses deep knowledge of and relationships in the health care segment. He will be an asset as Roundstone leads the market innovation for providers and hospital systems deploying community health plans. All supported by our turnkey medical captive solution.”

**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 Mid Market Med was established in 2005 and writes medical stop loss coverage in all fifty states.**