



Roundstone Management, Ltd. Welcomes New Regional Sales Managers

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Westlake, OH – Roundstone Management, Ltd. is proud to announce the addition of three new Regional Sales Managers. Charles Gragg, David Fox and David Grenell are now part of the Mid-Market Med stop loss sales team. They will be extending Roundstone’s presence across the nation with their experience and market relationships.

With over 25 years of experience, Charles Gragg is an expert in the employee benefits industry and is well versed in self funding. Gragg has an extensive background in underwriting and benefits management with an emphasis on developing advisor relationships. Charlie’s primary territory will focus on Alabama, Arkansas, Georgia, Mississippi and Tennessee.

As a veteran of the employee benefits industry, David Fox offers experience in sales, account management and client relationships. Fox’s specialty is a deep expertise in selling specialty insurance products coupled with developing strategic partnerships. His territory includes Illinois, Indiana, Kansas, Michigan, Minnesota, Missouri and Wisconsin.

David Grenell comes to Roundstone with a strong background in benefit sales and is well versed in self funding. Grenell’s experience includes 25 years selling group insurance for large to mid-size insurance carriers and third party administrators. His subject matter expertise includes ancillary products, voluntary and worksite products. His focus will be on the Texas, Oklahoma and Louisiana markets.

“We’re very excited to bring these seasoned benefits sales veterans to the Mid-Market Med team,” said Gene Pompili, Roundstone’s Senior Vice President of Sales. “We look forward to leveraging their experience and extensive network of advisors to promote our inimitable offering.”

Roundstone delivers an innovative insurance solution to the rising healthcare costs of 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 allows employers to pool risk and leverage their numbers to reap 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.