

Gregg Calestini **PRESIDENT / CHIEF EXECUTIVE OFFICER**

PERSONAL CREDO: "Do it right or don't bother."

Gregg Calestini is a entrepreneurial adventurer with a firm foothold in the insurance industry. With 24 years experience as an industry strategist, he's worn the hats of executive, manager, underwriter, salesman and marketer – and experienced many of the challenges business leaders face today. He's seen what works and knows what doesn't. Time spent in the trenches has given him the practical knowledge and objective insight to help companies of all sizes and complexities refocus their sights on achieving great results.

In 2002, Gregg became an integral member of the executive management team assembled to recast Americana Financial Services, Inc. into American Wholesale Insurance Group (AmWINS), the largest and most diversified wholesale insurance distributors in the country. Three years later, he shifted his focus and joined the executive team of Mercator Risk Services and launched a national wholesale broker based on an innovative team-based business model focusing on larger, tougher risks.

Following a passion for business development, Gregg launched InStrategy Group in 2008. As President and Chief Executive Officer, he leads all aspects of the company's innovative strategy and consulting services. Regardless of the level of InStrategy's engagement with a client, Gregg personally gets involved – with an eye on exceeding their expectations every time.

PROUD SUPPORTER

AAMGA; CIAB; IIABA; IMCA; NAPSLO; PIAA; Target Markets

CAREER HIGHLIGHTS

- Gregg cut his teeth as a marketing representative for Safeco Insurance in Pleasanton, California.
- Served as Corporate Vice President of Marketing and Regional Director of Commercial Sales for Royal & SunAlliance in Charlotte, NC.
- As Chief Marketing & Sales Officer of AmWINS, Gregg spearheaded an innovative branding and product marketing campaigns that resulted in rapid recognition of AmWINS across the wholesale market place.
- Gregg was a key member of the AmWINS executive management team that set company-wide strategic direction and developed policy. Under his leadership, AmWINS focused its marketing and sales team efforts in ways that contributed to the company's unprecedented growth.
- As Executive Vice President of Mercator Risk Services, Gregg structured and guided all aspects of sales and distribution management.
- At Mercator Risk Services, his direct leadership over strategy, company policies, product development and enterprise-wide initiatives drove superior results for clients.

PROFESSIONAL ACCOMPLISHMENTS

- Honored Member of Biltmore Who's Who
- Graduate of the Royal & SunAlliance Strategic Business Development Executive Program and International Training Program, London, England
- Graduate of the University of Chicago Booth School of Business Executive Education Program on Strategic Sales Management, Chicago, Illinois

EDUCATION

B.A., Communications,
San Francisco State University

T. 704.843.3207

M. 704.641.7644

F. 866.941.4658

E. gregg@instrategygroup.com