

Strategy Consulting

Every insurer, no matter how big or small, needs a clear, forward-looking, and detailed strategy.

Given the current dynamic landscape on every front, the status quo is not enough to ensure a company's sustainability, as illustrated by:

- Transformative technology, such as autonomous vehicles & artificial intelligence,
- Societal movements, such as the sharing economy & social media,
- Heightened risk areas, such as climate change & cyber hazards.

Enhancing legacy systems, tweaking products, or launching new marketing campaigns will not be enough.

Only by looking at all the components of the business model and articulating a strategy for each, as part of a holistic strategic plan for the company, can an insurer hope to compete and prosper.

Hanover Stone is unique in that we are dedicated to the insurance industry and our senior advisors are thought leaders in the industry.

We work with the client's management team to develop a long-range strategy by:

- Interviewing key senior managers about the company, it's competition and managers' own strategic ideas
- Preparing a current and 'future state' analysis
- Facilitating a strategic planning workshop
- Documenting key decisions & goals from the workshop

All work is done under a confidentiality agreement.



Hanover Stone Solutions

is a consulting firm that is dedicated entirely to the insurance sector, staffed by team of knowledgeable and well-respected insurance professionals who have held senior positions in various companies or regulatory bodies.

Hanover Stone Solutions approach is practical and results oriented.

Engagements will be tailored to meet the unique needs of a company, as detailed in the agreement letter.

For more information contact:

Donna Galer

Hanover Stone Solutions Senior Advisor

Author, and Presenter

Former EVP Zurich Insurance and

Chairwoman Spencer Educational Foundation

dgaler@hanoverstonesolutions.com

Joanne Stone Morrissey, Ph.D.

Hanover Stone Solutions Senior Advisor

Former President and COO

of Firemark Group, Professor of Insurance

and Risk Management at St. John's U.

jmorrissey@hanoverstonesolutions.com



49 Archdale Street • Suite 2F • Charleston, South Carolina 29401
hanoverstonesolutions.com • 843-723-8701