

Mark Lawrence Biography

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As president of HM Insurance Group (HM), Mark is responsible for the company's overall strategy, operational management and executive leadership.

With more than 20 years of underwriting experience in insurance and reinsurance, his areas of expertise include the development of long-term, profitable and growing relationships in the accident, health and reinsurance markets and providing underwriting service that is focused on client needs.

Mark joined HM as senior vice president, Underwriting, in February 2018 and was promoted to the president role in September 2020.

He came to HM from Everest Reinsurance Company, a global leader in reinsurance and insurance, where he served as the chief underwriter with top and bottom line responsibility for multiple lines of business including primary self-funded medical, insurance and reinsurance for direct and partner relationships. Prior to that, Mark worked in

underwriting roles of increasing responsibility for Canada Life Assurance Company and LDG Re, a division of HCC.

Mark earned a Bachelor of Arts degree in Anthropology from the University of Regina, located in Regina, Saskatchewan, Canada.

Thought Leadership Topics:

- Maintaining a thoughtful approach to risk and relationships
- Coronavirus Consideration: Underwriting in a changing self-funded risk landscape
- Lessons learned in the birthplace of underwriting
- The Fifth Season: Renewal Season

Interviews/Articles:

Smart underwriting practices ensure thoughtful approach to stop loss risk management

<https://www.benefitspro.com/2020/08/21/smart-underwriting-practices-ensure-thoughtful-approach-to-stop-loss-risk-management/?expertPerspective=hm-insurance-group-1>

"Transparency really makes it possible to have a good marriage of what they're looking for and what we're providing," Lawrence says. "From an insurer's point of view, access to the same data gives us confidence to price and underwrite the case appropriately."

About HM Insurance Group

HM Insurance Group (HM) provides insurance and reinsurance coverage to protect businesses from the financial risk associated with catastrophic health care costs. A recognized leader in Employer Stop Loss, the company delivers protection for a range of group sizes. HM also offers managed care solutions, including Provider Excess Loss insurance and Health Plan Reinsurance.

HM Life Insurance Company, HM Life Insurance Company of New York and Highmark Casualty Insurance Company are all rated "A" (Excellent) by AM Best Company.* Through its insurance companies, HM Insurance Group holds insurance licenses in 50 states and the District of Columbia and maintains sales offices across the country.