

UNDERWRITING SEARCH EXPERTS -



SABRINA KNAPP

TRANSFORMING UNDERWRITING THROUGH EXCEPTIONAL TALENT

With over two decades of unparalleled experience, Sabrina and the HGI Underwriting team empower financial services organizations across the nation to thrive.

Sabrina's journey began under the expert mentorship of HGI's Financial Services team where she mastered her craft and developed an in-depth understanding of the nuances of the underwriting industry. Her unwavering commitment to excellence has propelled her to become a driving force in the industry, earning her the trust of her clients as a go-to partner and advisor for critical roles within their organizations.

Sabrina and our underwriting team take immense pride in their unique ability to foster enduring connections between clients and candidates. She believes that true success lies in the long-term relationships she builds. Her commitment to finding not just the right candidate for the job, but the right fit for the organization, has resulted in remarkable tenure and countless success stories.

Many of the individuals Sabrina and her team placed have not only thrived in their initial roles but have also been promoted to higher positions within the companies they now call home. This is a testament to the quality and precision Sabrina brings to the recruitment process. She's not just in the business of placements; she's in the business of building lasting career pathways for both our clients and candidates.

Sabrina's expertise and leadership at HGI underscore her pivotal role in shaping the future of underwriting within the financial services industry.

Unmatched Results:

Propelling Underwriters to New Heights: Over the years, Sabrina and her team have propelled nearly 450 underwriters into their next career chapter, creating an invaluable impact on the industry's growth and development.

Long-term client partnerships: A testament to their success, a remarkable 80% of clients return to HGI for multiple hires, relying on Sabrina's expertise and her team's dedication to building top-tier underwriting talent.

Economic Impact: Sabrina and the HGI underwriting team have contributed significantly to the financial services sector, generating an economic impact of over \$55 million in the last decade. Their commitment to excellence is not only changing careers but also fueling economic growth.





A DECADE OF SUCCESS



HARRISON GROUP INC.



OUR EXPERTISE

LEVEL

6% CHIEF

4% MANAGER

30% CONSULTANT

42% SENIOR

18% PRODUCTION



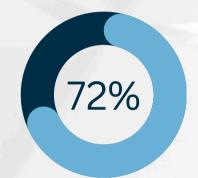




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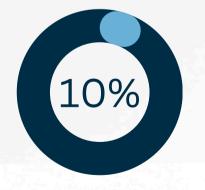
SPECIALTIES



INDIVIDUAL LIFE



UNDERWRITING INNOVATIONS



DISABILITY/LTC

EXPERIENCE

25 years dedicated specifically to the Financial Services space



UNMATCHED EXPERTISE

Understanding the nuances of the industry has led to over 2500 placements in the last 2 decades

COMPETITIVE INTELLEGENCE

Our team has real-time industry insights on trends happening in the market

SEARCH PROS

45 years of successful search experience

DEEPLY ROOTED RELATIONSHIPS

Our team has vast networks across the Financial Services Industry resulting in an 80% repeat client rate

OUR SEARCH PROCESS

The Harrison Group's full-service recruitment process is a comprehensive series of events from establishing the client partnership, through the spectrum of talent acquisition, logistics, and final on-boarding of successful hires.

Throughout the Harrison Group talent acquisition process, clients can expect the following:

Messaging & Needs Target Market Recruiting Candidate Candidate Feedback & **Analysis** Identification Deployment Qualification Outreach Presentation Collaboration HGI presents qualified candidates HGI initiates client discussions around HGI leads clients through an in-depth collaborative the existing developmental/business. process to gain a comprehensive download of the and calibrates talent acquisition process with the client. From there, we collaborate on company story, opportunity, and candidate defining the talent and position expectations. HGI then assembles messaging and required to solve this problem. branding to take the client's opportunity to the candidate market.

Candidate Interview Identification of Final Candidates

Candidate References Offer Process

Candidate
Start Date

Follow-Up

HGI manages candidate and client interview logistics, including document exchange, audio/video calls, and in-person meetings for candidates that will be both excluded from and progressed through additional stages.

HGI consults on and manages candidate and client negotiations leading to an accepted offer and successful hire.

HGI maintains contact with both the client and hire(s) for a minimum of one year to ensure the onboarding process is successful.





SUPPORT TEAM

Our Support team is an integral part of our Financial Services team. They are responsible for building our database, and ensuring our recruiters have access to top talent, and the most exciting opportunities available in the market. They also handle the behind-the-scenes operations that allow our recruiters to focus on building strong relationships with clients and candidates.



TYLER TURNER
Director of Business
Strategy



THERESA JONES
Director of Operations



ALEX MILNE
Research and
Marketing Specialist

UNDERWRITING TEAM

The strength of the HGI Underwriting team lies not only in their individual expertise but also in their unwavering commitment to collaboration. Together, they form a formidable network that spans the nation, enabling them to connect with underwriting professionals at every level of the industry. This deep network is more than just a contact list; it's a web of relationships built on trust, respect, and a shared dedication to excellence. Their unique perspectives and skill set, allow them to identify talent that perfectly aligns with the diverse needs of financial services organizations. By pooling their collective knowledge and connections, the our team ensures that they can deliver exceptional results and make lasting impacts on the careers of underwriting professionals across the country.



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In the world of underwriting recruitment, Sabrina & Cait are trusted partners for financial services organizations looking to build high-performing teams. Their reputation for excellence, client loyalty, and substantial economic impact make them the go-to choice for underwriting talent solutions.

Cait Klenk
Underwriting Recruiter

