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**HANOVER STONE SOLUTIONS LAUNCHES INSURER
STRATEGIC PLANNING CONSULTING PRACTICE**

CHARLESTON, South Carolina, March 28, 2018 – Hanover Stone Solutions, an advisory firm providing enterprise risk management (ERM), ORSA compliance and other consulting services to U.S. property-casualty and life insurance companies, has established a new practice to help senior insurance company executives design and implement a strategic planning process.

Led by Hanover Stone Solutions senior advisors Donna Galer and Joanne Stone Morrissey, the practice will guide insurance executives through a collaborative process to identify, evaluate and capitalize on their company’s key opportunities for growth and sustainability in a dynamic, complex and competitive business environment.

“Today, small and large insurers need a well-designed strategic plan to stay relevant and focused on specific issues and initiatives that really matter to their company’s success,” said Donna Galer. “By engaging our team to help them conduct an extensive current and future state analysis, facilitate a strategic planning workshop and document outcomes, insurance company leaders can emerge with an effective road map to guide their immediate and longer range decision-making.”

The Hanover Stone Solutions approach is practical, efficient and tailored to the specific needs of individual insurance company clients. The insurers benefit not only from strategically thinking through core aspects of their business, but also from having documented decisions about where the company is going and how it is going to get there.

“Today, there is tremendous synergy between strategy development and enterprise risk management,” Ms. Galer observed. “A fundamental element of ERM involves identifying and addressing risks to strategy, and a key aspect of strategic planning is to understand critical risks and develop a strategy that takes them into consideration. Each of our team members brings many years of experience in insurance company strategic planning and ERM.”

She added that insurance regulators and leading rating agencies typically inquire about an insurance company’s strategy as part of their assessments, which may give insurers that can provide a clear and well communicated strategy a competitive advantage.

A typical strategy engagement may span 6 - 8 weeks, including a 1 - 2 day strategy workshop. Hanover Stone Solutions team members collaborate with the client on the analytics for workshop participants, facilitate the workshop and document outcomes.

For more details on HSS’ Strategy Consulting Practice , contact Timothy Morris at tmorris@hanoverstonesolutions.com, Donna Galer at dgal@hanoverstonesolutions.com, or Joanne Stone Morrissey at jmorrisey@hanoverstonesolutions.com

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About Hanover Stone Solutions

Hanover Stone Solutions provides customized enterprise risk management solutions, strategic planning and other advisory services to property-casualty and life insurance companies throughout the U.S. An affiliate of Hanover Stone Partners, the firm works with insurers to develop, assess and realign strategic risk-based decision-making processes to manage risk more effectively to help drive performance and facilitate growth. Visit www.hanoverstonesolutions.com.