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Poised for progress: Markel announces leadership updates

By Britt Glisson

In order to be successful as businesses, we must continuously look for ways that will best position us for future growth. To support Markel Corporation's business model for financial stability, competitive offerings, and future growth, we are excited to share with you key leadership announcements that we felt made sense to support these ongoing initiatives.

Effective February 1, 2009, I began a new chapter in my career at Markel as Chief Administrative Office (CAO) for Markel Corporation. I am excited and energized by this new challenge. As CAO, I will be responsible for ensuring that Markel Corporation is operating in the most effective and efficient ways possible in central functions such as IT, policy administration, billing and collections, reinsurance, and claims. > [Read the article](#)

Babies, bathwater, and the insurance market

By Barrett Hubbard, Vice President, Markel Risk Solutions

I'm not sure where the expression came from that exclaimed, "Don't throw the baby out with the bathwater," but it surely did not come from an insurance executive. > [Read the article](#)

You don't have to be a horse pro to be a hero

By Chris Heavrin, Agriculture Underwriter

The quickest way to increase your agency's premium is to cross-sell additional products to current clients. This holds true in any market,

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but especially with today's economic position.
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Hunting down outdoor business

By Noreen Burns, Associate Vice President,
Property and Casualty Underwriting Department
From guides & outfitters, to wing-shooting lodges
& plantations, to sportsmen's clubs, Markel
Outdoors offers solutions designed specifically for
enthusiasts of the awesome outdoors. > [Read
the article](#)

Markel expands child welfare insurance opportunities and Rhonda Sciortino joins Markel

By Thomas K. Smith, VP Marketing

Markel has been committed to insuring youth-related organizations for over 60 years. Recently, we expanded our resources for this market and acquired the property and casualty insurance renewal rights from Child Welfare Insurance Services. > [Read the article](#)

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