



Lisa R. Paul, CPCU Ms. Paul is the President and CEO of Paul Hanson Partners – Specialty Insurance Solutions, which provides insurance placement and risk management to the transportation industry, as well as underwriting, consulting, and program administration services for AIU Holdings, Amtrust Insurance Company, Hallmark and Protective Insurance Company. Her insurance experience started in 1987 as a Transamerica Management/Underwriter Trainee. In 1989, she was employed as a Large Line Casualty Underwriter for Employers of Wausau underwriting casualty accounts in excess of \$1,000,000. Lisa moved to retail insurance placement in 1991 with Willis Carroon as Vice President Broker Services managing the Transportation Division in San Francisco. In 1993, Lisa Paul founded Paul Hanson Insurance Services located in Napa, California. Lisa has provided consulting and risk management brokerage services to the California Moving and Storage Association, The Virginia Movers Association, the Missouri Mover's Association, the Customized Logistics and Delivery Association, The National Home Delivery Association and many of the country's national van lines and transportation providers. In 2010 Ms. Paul launched Biz Choice Transportation which provides insurance placement and risk services to contract carriers serving the last mile and transportation industry through the companies filed risk purchasing Group, Biz Choice Transportation. These insurance placement services conducted on the Biz Choice and Mover's Choice Online platforms comprise the entire life cycle of employee, independent contractor or contract carrier vendor management; including onboarding, compliance, insurance, business services, safety, loss control, payroll, fuel, factoring and other business services needed by the transportation industry's largest growing segment, the small carrier. Ms. Paul has developed over 20 transportation insurance programs in her career all with specialty coverage, terms and value propositions impacting a segment of the transportation industry. Paul Hanson Partners was acquired by Hub Specialty Programs on June 1, 2017 providing a broader base of insurance company partners from the Hub platform in North America. PHP provides marketing, underwriting and support to over 250 retail transportation brokers, including HUB International retail transportation brokerage.