

UNDERWRITING SEARCH EXPERTS -



## CAIT KLENK

### TRANSFORMING UNDERWRITING THROUGH EXCEPTIONAL TALENT

Cait Klenk is a seasoned recruiter specializing in the underwriting space at Harrison Group, Cait leads the HGI Underwriting team, collaborating closely with financial services organizations nationwide to identify and secure top talent.

Cait is an integral part of the HGI Financial Services team that boasts more than two decades of successful search experience in the financial services space, and a dedicated underwriting team for more than a decade. Cait and her team have demonstrated unparalleled expertise in matching exceptional talent with the unique needs of our clients in the financial services space.

#### **Propelling Underwriters to New Heights:**

Under Cait's leadership, the HGI Underwriting team has achieved remarkable results over the years. They have assisted nearly 450 underwriters in taking their careers to new heights, helping them find the perfect roles within leading financial institutions. What sets Cait apart is her commitment to building long-term relationships; 80% of clients return for multiple hires, relying on Cait to assemble entire teams of underwriting professionals.

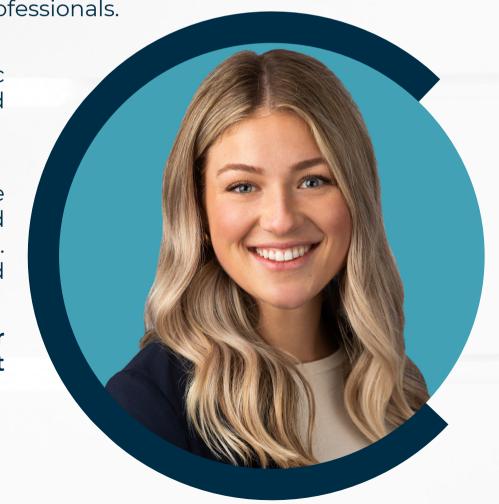
#### **Economic Impact:**

Cait and the HGI underwriting team have left an indelible mark on the industry, with a cumulative economic impact exceeding \$55 million over the last decade. This impressive figure attests to their ability to identify and match talent that drives the success of the organizations they serve.

#### **Retention and Promotion:**

One of the most notable achievements of Cait and the Underwriting team's placements is their remarkable staying power within their respective organizations. A significant majority of these placements have exceeded their organization's average tenure, underscoring the exceptional quality of talent Cait and her team deliver. Many have also risen through the ranks, starting from their initial positions and earning well-deserved promotions within the companies they now call home.

In the world of underwriting recruitment, Cait Klenk and the HGI Underwriting team 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.





## A DECADE OF SUCCESS



HARRISON GROUP INC.

### **\$5M Economic Impact**

2015

#### **Underwriting Focus**

**Financial Services** team branches out to build a dedicated Underwriting team

2015

### #1 Team In **Underwriting**

Top ranked Underwriting Team in the MRINetwork

#### **#1 Contract & Permanent**

**HGI** Underwriting Team was the #1 ranked in both contract & permanent placement

2018

\$15M Economic **Impact** 

2016

100

**Placements** 

The HGI

Underwriting team

passes the 100

placement milestone

2015



## **OUR EXPERTISE**

### **LEVEL**

**CHIEF** 6%

4% **MANAGER** 

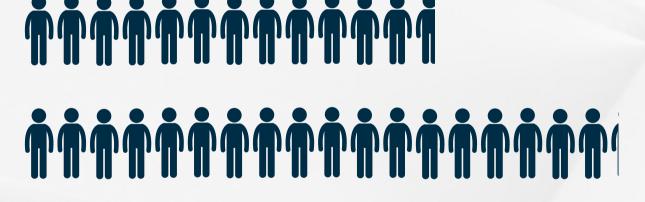
**CONSULTANT 30%** 

SENIOR 42%

**PRODUCTION** 18%









### **SPECIALTIES**



INDIVIDUAL LIFE



UNDERWRITING INNOVATIONS



LIFE CLAIMS

## **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

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.

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 Candidate Identification of Candidate Offer Follow-Up Start Date Interview Final Candidates References Process



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.

## 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. Each team member brings a unique perspective and skill set, allowing them to identify talent that perfectly aligns with the diverse needs of financial services organizations. By pooling their collective knowledge and connections, the HGI Underwriting team ensures that they can deliver exceptional results and make lasting impacts on the careers of underwriting professionals across the country.





Sabrina Knapp
Underwriting Recruiter







# 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
Manager of Data
Strategy



THERESA JONES
Director of Operations



ALEX MILNE
Research and
Marketing Specialist