

NSSTA Board Member Statement

Throughout my nearly 30-year career in the insurance and structured settlement industry, I have been guided by a simple but enduring belief: our work has the power to restore stability, dignity, and long-term security to individuals and families navigating life's most difficult moments. This purpose has shaped every role I've held—from my early days in insurance sales to senior leadership positions at Western National/American General/AIG, Structures Inc., and now Prospera Market Strategies—and it is the perspective I would bring to the NSSTA Board of Directors.

My professional journey began with American National Insurance, where I built foundational expertise in client service, financial planning, and long-term relationship management. These early experiences instilled in me a service-first mindset that became central to my approach in the decades that followed.

I spent nearly 20 years with AIG, ultimately serving as Associate Director of Structured Settlements. In this role, I established supported and expanded long-standing broker relationships nationwide, helped advance the adoption of new technologies and operating processes, and contributed to AIG's emergence as a market leader in the structured settlement industry. During my time there, I was honored to receive the NSSTA Leadership Award in consecutive years (2013 and 2014)—recognition that affirmed my commitment to industry stewardship, professional excellence, and collaborative leadership.

In 2018, I continued my career progression by joining Structures Inc. as Vice President of Sales and Marketing, where I focused on elevating market education, introducing innovative programs, and expanding consultant engagement. I am proud to have helped grow the organization's assets under administration to more than \$1 billion, reflecting strong partner trust and market demand.

Today, as Vice President of Business Development at Prospera, I play a key role in expanding our national footprint and strengthening Prospera's position as one of the industry's most trusted brands. Through deep relationships, strategic business development, and a commitment to innovation, I've helped grow our organization's book of business to more than \$1.6 billion in assets under administration. My experience across three major organizations has given me a unique, comprehensive understanding of the structured settlement ecosystem—from carrier operations to market dynamics to evolving client expectations.

Across every chapter of my career, I have remained grounded in values that I believe are essential to NSSTA's mission: professionalism, ethical leadership, and a collaborative, forward-thinking approach to industry advancement. I understand the critical importance of protecting the tax advantages and regulatory frameworks that underpin structured settlements while helping it grow with market-based settlements, and I believe our

association must continue to champion the educational efforts, advocacy initiatives, and consumer-focused messaging that strengthen public trust.

I have served on the education committee for many years including 4 different terms as chair or co-chair of the committee. Earning the president's award 2 different times during my tenure. I also served on the marketing committee for 2 years as well.

As a board member, I would bring:

- A strategic perspective shaped by leadership roles across multiple organizations
- A collaborative mindset focused on aligning carriers, brokers, consultants, policymakers, and all providers
- A passion for innovation and growth of new products, balanced with respect for the industry's foundational principles
- A commitment to mentorship and professional development, recognizing that our future depends on preparing the next generation of industry leaders

Most importantly, I remain inspired by the real-life impact structured settlements have on the people we serve. I believe deeply in this industry—its purpose, its integrity, and its potential—and I would be honored to contribute to NSSTA's continued leadership at a time when advocacy, education, and responsible governance have never been more important.

Thank you for your consideration. I would be privileged to serve the NSSTA community and help shape the future of our industry.