

Patrick McConachie

Senior Vice President, Marsh & McLennan Agency

Years in Present Position: 8

Alma Mater: University of Central Florida

Degrees and Certifications: BS Finance, CLCS, AAI, CPCU



A & B: How did you come to work in the insurance industry? Shortly after undergrad, I interviewed with our leadership team and immediately “drank the Kool-Aid.” I connected with a general philosophy at our agency – No Jerks! Put more professionally, we believe it all boils down to our company culture. We’re a company that people like working for and with.

A & B: What is the most challenging aspect of your job? Project management. There are a lot of moving pieces, being handled by large teams on a daily basis and my job is to know about all of them.

A & B: What aspect of your work as a broker do you find the most rewarding? Creating a true trusted advisor relationship. It takes time, but if you bring transparency to a complicated transaction and work hard – you can find a win-win.

A & B: How has COVID-19 affected your work life? While we still can perform all of our job duties, there is no substitute for a handshake and in-person meeting.

A & B: How has COVID-19 affected your home life? Remi, my Labrador retriever has become especially spoiled.

A & B: How has COVID-19 affected your clients? My clients are primarily in essential industry, so business has continued. Complying with and understanding the regulation and governmental guidance has taken enormous amounts of time and energy from their core business areas.

A & B: What do you consider the most important short- and/or long-term issues facing the agent/broker community? Continued market pressure on pricing and terms and conditions, caused by the need for market profitability and social inflation (increase in size of jury verdicts)

A & B: What is a recent book and/or movie you've enjoyed? Shoe Dog. Shoe Dog chronicles the history of Nike from its early struggles to its evolution into one of the world's most recognized and profitable companies.

