

# LEADERS OF INFLUENCE — INSURANCE —

Orange County's Brokers of Excellence



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CORE BROKERS



**CHRIS BARTLETT**  
MARSH MCLENNAN AGENCY



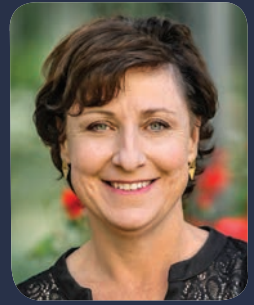
**BARRON DORF**  
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**STEVE FISK**  
MARSH MCLENNAN AGENCY



**RUSS GRAMSTAD**  
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**RITA GUILD**  
MARSH MCLENNAN AGENCY



**STACY HUBBARD, MHA**  
MARSH MCLENNAN AGENCY



**COREY KROVIAK**  
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**ASHLEY POWERS**  
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**JULIE MANGRELO-JENNINGS**  
MNJ INSURANCE  
SOLUTIONS



**MARC PANNIER**  
MARSH MCLENNAN AGENCY



**JOHN RINGER**  
MNJ INSURANCE  
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**JIM ROSE**  
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**TEVYA WEINTAL, AAI**  
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**AMBER WHELAN**  
MNJ INSURANCE  
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**KENDALL WILSON**  
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## 2024 LEADERS OF INFLUENCE - INSURANCE

**JOHN VON DER AHE**

FOUNDING PARTNER

Drawing on more than two decades of experience in both retail and wholesale insurance brokerage, John Von Der Ahe brings a wealth of expertise and industry knowledge to his middle-market clients. His diverse background allows him to offer a unique perspective on risk management, providing tailored solutions that meet the complex needs of businesses across a wide range of industries.

As a partner at Core Brokers Insurance & Risk Management, Von Der Ahe's ability to navigate both sides of the insurance market makes him a trusted advisor. He excels at identifying coverage gaps, optimizing insurance programs, and delivering creative solutions that help businesses protect their assets while maximizing cost efficiency.



Von Der Ahe's consultative approach ensures that his clients receive comprehensive guidance, from policy structuring to risk mitigation strategies. His commitment to client success, paired with his extensive experience, makes him a go-to resource for companies looking to safeguard their operations and enhance their long-term financial security. Von Der Ahe is passionate about building long-term partnerships with his clients, offering insights that help them make informed decisions and achieve lasting results through their insurance programs.

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**CHRIS BARTLETT**

DIRECTOR OF SALES – OC &amp; LA EMPLOYEE HEALTH &amp; BENEFITS DIVISION

Chris Bartlett, as the director of sales for Marsh McLennan Agency's (MMA) Employee Health & Benefits Division, is a seasoned professional who joined the team in 2023. In his role, Bartlett assumes the pivotal responsibility of overseeing the sales team, focusing on growth strategies, producer development, fostering carrier partnerships, and enhancing industry knowledge. He collaborates with various teams within MMA to ensure the effective execution of sales initiatives, all while maintaining a strong commitment to placing the best interests of clients at the forefront. Before embarking on his journey with MMA, Bartlett dedicated twelve years of production and sales leadership to other firms within the employee health and benefits space after beginning his career in insurance as an account coordinator on the property & casualty side.



Bartlett's academic background is anchored in a bachelor's degree in Business Administration with a minor in Spanish, earned from Chapman University. Beyond his professional endeavors, Bartlett is a devoted family man, married with two young daughters. In his leisure time, he finds enjoyment in pursuits such as playing hockey, backpacking, and hunting.

Chris Bartlett's extensive career and multi-faceted experiences illustrate his dedication to the insurance industry, making him a valuable asset and leader in the field of employee health and benefits.

**BARRON DORF**

VICE PRESIDENT OF GROWTH

Barron Dorf, OneDigital's Vice President of Growth, is an award-winning executive with in-depth expertise in employee benefits and sales. With over 25 years of industry experience, he has propelled companies forward at all stages of growth.

His leadership strength stems from a consistent approach built around four key principles: focus, inspiration, accountability, and trust. He proactively cultivates a robust culture to help teams grow and remove roadblocks to success. Dorf mentors and provides inspiration for positive change, leading to the noteworthy success of his team as new leaders. He considers developing future leaders as the biggest accomplishment in his career so far and his passion as he looks to the future.



Dorf leads cross-functional teams as a unified force, ensuring they have the necessary resources to provide clients with Employee Benefits, HR Consulting, Property and Casualty, and Financial Services solutions. He deeply understands the growth process and how to execute strategic plans while innovating in complex business environments.

He has a proven track record for exceeding expectations and delivering on his promises. Dorf is committed to building talented sales teams that help clients and their employees thrive. Outside of work, he dedicates his time to coaching his sons in basketball, baseball, and football.

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**STEVE FISK**

PRINCIPAL, ORANGE COUNTY BUSINESS INSURANCE DIVISION

Steve Fisk joined Marsh McLennan Agency (MMA) in 2007 and is a principal in the firm's Orange County Business Insurance Division. Fisk leads the firm's Consumer Goods Practice Group, a significant area of growth for the company. Fisk is widely recognized as an industry leader, earning the distinction of 2013, 2017, and 2023 Risk & Insurance Power Broker by the insurance industry's leading trade publication, Risk & Insurance. He was also named 2018 and 2019 Insurance Business America's Top 100 producers across the U.S. Fisk is a former member of the executive committee for MMA West, and twice merited the accolade of Business Insurance Producer of the year across all of Marsh & McLennan Agencies.



Fisk deliberately seeks out relationships across a variety of disciplines that serve the industry. Fisk leverages his relationships with lawyers, accountants, and bankers, for example, who share Steve's passion and focus on the industry. Through these connections, Fisk learns about the trade from every angle and serves as a connector – introducing his clients to these highly respected partners, thereby elevating his impact beyond the traditional boundaries of insurance. Fisk's career in insurance began in 2003, starting with designing and brokering risk transfer programs for complex risks on the insurance carrier side at Liberty Mutual.

Fisk earned a Bachelor of Arts in business at the University of Kansas. He holds the Certified Insurance Counselor (CIC), Associate in Risk Management (ARM), Construction Risk Insurance Specialist (CRIS), and the Certified Risk Manager (CRM) designations.

**RUSS GRAMSTAD**

SENIOR MANAGING PRINCIPAL

Russ Gramstad is a senior managing principal at OneDigital, the nation's leading insurance brokerage, financial services and HR consulting firm. With nearly two decades of experience in the health industry, Gramstad oversees the strategic financial, personnel, and operational facets of the Southern California market for OneDigital.

Gramstad's forward-thinking leadership has led to the continued success of the organization as a team of fierce advocates of health, wealth and financial security for clients. His extensive human resource education and experience provide clients with an unparalleled level of benefits, support, and management.

His strong commitment to building a culture of inclusion, collaboration and high performance has earned the team recognition as one of Orange County Business Journal's Best Place To Work for 13 consecutive years.

Gramstad graduated from California State University, Fullerton, where he earned a bachelor's degree in human resource management. He also holds a Certified Employee Benefit Specialist designation through the International Foundation of Employee Benefit Plans and the Wharton School of the University of Pennsylvania.

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**RITA GUILD**

DIRECTOR OF EMPLOYEE HEALTH &amp; BENEFITS, ORANGE COUNTY, PRINCIPAL

Rita Guild is the director of Employee Health & Benefits at Marsh McLennan Agency in Orange County. Since joining MMA in 2014, she has successfully brought in many highly regarded businesses, innovated service offerings, and shaped company culture. Her passion for mentorship led her to join the leadership ranks, where she saw an opportunity to grow and better serve her clients.

Guild plays an integral role in guiding MMA teams through the dynamics of rapid growth. Her resilience and flexibility have helped her sales and service colleagues grow professionally, positioning the firm for year-over-year strong growth.

With decades of experience in the industry, Guild has excelled as a fierce negotiator, tailoring efficient employee benefit programs and driving early adoption of innovative solutions in self-funding, pharmacy savings, and point solutions, all while easing clients' administrative burdens.

Her early career in Coachella Valley marked the beginning of her successful path in the industry. Prior to her role at MMA, she served as the vice president of employee benefits at another prominent Orange County brokerage. Guild is actively involved with South Coast Christian, empowering women and supplying meals to children and families through Feed ONE/Convoy of Hope. Her leadership skills, passion for mentorship, and commitment to making a positive impact make her invaluable.





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### STACY HUBBARD, MHA

PRINCIPAL, MANAGING DIRECTOR,  
ORANGE COUNTY

Stacy Hubbard is a principal and managing director for the Orange County office the associate managing director for the Los Angeles office. She specializes in employee benefits for both public and private industry sectors. Hubbard has been in the health care industry for over 28 years and has experience with fully insured and self-funded health plans. Her responsibilities include client consulting and management, compliance, strategic planning, and project management.



Prior to joining MMA, Hubbard managed the client services department in Orange County at Gallagher Benefit Services for eight years. Prior to moving to the broker side of the industry, Hubbard worked for seven years at Beech Street, a national PPO network for self-funded employer groups.

Hubbard earned a bachelor's degree in organizational learning and a master's degree in healthcare administration (MHA) from Chapman University. She is actively involved with the Ronald McDonald House organization and volunteers her time for various events throughout the year.

### COREY KROVIAK

FOUNDING PARTNER

With 20 years of insurance production experience, Corey Kroviak has built a dynamic career specializing in complex risk placements and delivering cost-reducing solutions to meet his clients' unique challenges. As a founding partner at Core Brokers Insurance & Risk Management, Kroviak is known for his consultative approach and his commitment to being a highly responsive problem solver.



Kroviak's expertise lies in understanding the intricacies of his clients' risk profiles and developing tailored insurance programs that not only address immediate needs but also anticipate future risks. His ability to navigate high-stakes, complex insurance placements makes him a valuable advisor for businesses seeking robust protection and innovative strategies.

What sets Kroviak apart is his unyielding focus on client service. He prides himself on being accessible and providing proactive guidance to ensure that his insureds are always well-informed and equipped to make sound decisions. This has earned him a reputation as a trusted partner to business across a wide range of industries including manufacturing, wholesale, and construction. Whether addressing a claims issue or structuring a custom risk management program, Kroviak is dedicated to helping his clients minimize exposure and maximize their insurance investments. Kroviak lives in Seal Beach with his wife and two children, and enjoys coaching youth sports and being an active member of his small community.

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### JULIE MANGRELLO-JENNINGS

PRESIDENT, EMPLOYEE BENEFITS

Julie Mangrello-Jennings is the president and founder of MNJ Insurance Solutions, bringing over 25 years of expertise in Employee Benefits. Known for her client-centric approach and prior years of experience as a HR director, Mangrello-Jennings is passionate about helping employers design benefits packages that align with their budgets while delivering the best value for their employees. She believes in the importance of educating employers and employees on how to become better consumers with their insurance, and customizing benefit solutions that not only meet compliance standards, but also serve the diverse needs of today's workforce.



In 2024, MNJ Insurance Solutions was honored as "Best Insurance Services in Laguna Niguel," a testament to Mangrello-Jennings's commitment to excellence and her agency's impactful service. That same year, she was recognized as "Woman-Owned Small Business of the Year" by the OCIACC and the LAIACC, highlighting her leadership and success as an entrepreneur.

Mangrello-Jennings's deep passion for employee benefits is driven by a desire to make a difference for employers and their employees. She takes pride in simplifying the complexities of health insurance, empowering businesses to offer competitive benefits that attract and retain talent. Her dedication to service and finding the right solutions has solidified her reputation as a trusted advisor in the industry.

julie@mnjinsurance.com  
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# COREBROKERS

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### MARC PANNIER

PRINCIPAL, ORANGE COUNTY  
EMPLOYEE HEALTH & BENEFITS DIVISION

Marc Pannier, principal at Marsh McLennan Agency (MMA), was a founding member of the Employee Health and Benefits Division in the Orange County office in 2006. Pannier is a client advocate with over two decades of industry experience. His responsibilities encompass business development, managing benefits for complex large and middle-market clients, mentoring and contributing to the growth of the Orange County office.



Prior to MMA, Pannier accumulated 12 years of experience at Marsh & McLennan Companies, including roles with Mercer and Johnson & Higgins. Before venturing into the brokerage industry, he worked for two years at Health Net.

Pannier holds an MBA from the University of California at Irvine and a bachelor's degree from Tufts University. Pannier actively participates in various community roles, having served as the president of the Orange County Employee Benefits Council and holding the position of treasurer for 14 years at both Ashford Place HOA and Oak Creek HOA. He is an active interviewer for the Tufts Alumni Admission Program for Orange County and continues to serve as an Eagle Coach for aspiring Eagle Scouts. Additionally, he dedicates time to coaching and officiating several youth sports programs, including Little League baseball and several forms of soccer including AYSO, Club, High School and College.

### ASHLEY POWERS

VICE PRESIDENT OF CLIENT SERVICES

Ashley Powers, the vice president of client services at OneDigital, is a seasoned executive with a proven track record of excellence. Her leadership in Southern California has redefined the client service experience, consistently surpassing expectations and setting new industry standards.

With a results-driven approach, Ashley leverages data-driven insights to pinpoint critical client needs and preemptively address potential challenges. Her strategic acumen and innovative solutions have not only solidified strong, enduring client relationships but have also cultivated unwavering trust and loyalty. Her stewardship is reflected in remarkable client retention rates, a testament to her unwavering commitment to client-centric strategies.



Beyond her extraordinary impact on client experiences, Ashley Powers excels in building high-performing teams. She has fostered a culture of continuous learning, professional development, and employee engagement, resulting in enhanced team performance and unparalleled employee retention.

Away from the professional realm, Ashley cherishes time spent traveling with her husband and two daughters. Her dedication to the community shines through her active involvement with organizations such as SHRM, CEBS, and Vistage. She goes a step further by serving as a Board of Directors member for the Speech and Language Development Center, where her strategic insights and connections with community resources enrich and expand access to quality services for individuals affected by developmental disorders.

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### JOHN RINGER

EMPLOYEE BENEFITS/MEDICARE AGENT

John Ringer has over 25 years of experience in the Employee Benefits industry and brings a wealth of knowledge and dedication to his clients at MNJ Insurance Solutions. Specializing in group insurance, Medicare plans, and key-man life insurance, Ringer focuses on creating tailored solutions that meet the unique needs of businesses and their employees. His expertise ensures that organizations are well-equipped to attract and retain talent while providing comprehensive and competitive benefits packages.



Ringer's passion for helping others extends beyond his professional career. As an active leader at his church, he is deeply committed to serving his community with integrity and compassion. Known for his genuine desire to assist people, Ringer approaches each client relationship with a heart for service and a commitment to their well-being. His strong sense of responsibility, combined with his extensive industry experience, makes him a trusted advisor in the world of employee benefits.

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### JIM ROSE

FOUNDING PARTNER

With 36 years of experience in the insurance industry, Jim Rose is a seasoned professional who has consistently been a top producer, sales manager, and mentor. Throughout his career, Rose has developed a deep expertise in providing tailored insurance solutions, earning the trust of businesses across California.



One of Rose's key focuses is the golf industry, where he has built a strong reputation for insuring many of the state's premier golf courses. His knowledge of the unique risks and needs in this sector allows him to provide specialized coverage that protects both the course operations and the facilities themselves.

As a partner at Core Brokers Insurance & Risk Management, Rose combines his industry knowledge with a client-first approach, ensuring that his insureds receive the highest level of service and strategic guidance. His leadership extends beyond his own success, as he actively mentors other professionals, helping to shape the next generation of insurance leaders.

Whether it's navigating the complex risks of the golf industry or managing diverse insurance portfolios, Jim Rose's expertise, dedication, and mentorship make him a trusted advisor to businesses seeking long-term stability in their insurance programs.

(562) 257-2565

### CHRIS TRUDEAU

FOUNDING PARTNER

Backed by over 18 years of experience in the insurance industry, Chris Trudeau is a seasoned broker dedicated to delivering innovative and alternative insurance solutions tailored to his clients' unique needs. As a partner at Core Brokers Insurance & Risk Management, Trudeau has built a reputation as a trusted advisor for companies looking to turn their insurance spend into a strategic investment.



Trudeau's deep expertise allows him to navigate complex risk environments, offering proactive strategies that go beyond traditional coverage. He specializes in transforming risk-distressed companies into best-in-class risks, helping them qualify for group captives and realize significant ROI through their insurance programs.

His commitment to client success is driven by a hands-on approach, ensuring that businesses not only manage risk effectively but also create safer workplaces and improve operational efficiency. Trudeau's focus is on long-term partnerships that foster growth and stability.

Trudeau's personalized service and results-driven mindset make him a sought-after advisor for SMB companies throughout California.

Trudeau enjoys quality time with his wife and three children, staying actively involved in their local community in Costa Mesa.

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### TEVYA WEINTHAL, AAI

PRINCIPAL, DIRECTOR OF SALES | BUSINESS INSURANCE DIVISION, ORANGE COUNTY

Tevya Weintal serves as the principal and director of sales for the Business Insurance Division at Marsh McLennan Agency (MMA), based in the Orange County office. Weintal is the driving force behind the development and implementation of sales strategies to meet revenue targets, overseeing the sales team, fostering key client relationships, and ensuring the satisfaction of both prospective and existing clients. Weintal also keeps a keen eye on industry trends and developments, actively identifying new business opportunities for MMA, which may involve the creation of new products or services to ensure MMA's continued competitiveness and long-term growth.



Weintal has nearly two decades of invaluable experience in the insurance field, making him a seasoned expert in his roles. His insurance journey began with MMA in 2005, and over the years, he has cultivated a loyal client base, primarily within the technology and life science sectors. His deep understanding of the unique challenges and needs of these industries has solidified his reputation as a trusted advisor to his clients. Before joining MMA, Weintal spent eight years gaining first-hand experience in the technology sector, providing him with profound insights into the ever-evolving tech landscape. Additionally, Weintal has earned the designation of AAI (Accredited Advisor in Insurance).

Tevya Weintal's expansive career and deep industry knowledge underscore his significance in the field of business insurance and make him extremely valuable to MMA's Orange County office.



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## 2024 LEADERS OF INFLUENCE - INSURANCE



**AMBER WHELAN**  
ACCOUNT MANAGER

Amber Whelan is a highly valued account manager at MNJ Insurance Solutions, bringing over 20 years of experience in the Employee Benefits industry. Her commitment to client care is evident in her hands-on approach to helping employees with their insurance needs, solving complex claims and billing issues, and ensuring that each client and their employees receive the support they need. Whelan is known for going the extra mile, whether it's navigating insurance complexities or addressing concerns in a very timely manner.



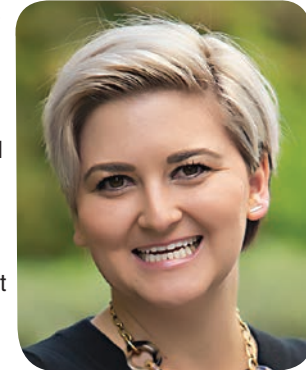
Whelan consistently looks out for the best interests of both the employers and their employees, providing personalized attention and proactive solutions that foster trust and long-term relationships. Her ability to balance her years of experience and knowledge of employee benefits with her unwavering focus on customer satisfaction, makes her an invaluable asset to MNJ Insurance Solutions and the clients she serves. Her proactive approach, attention to detail, and dedication to problem-solving have made her a go-to resource for clients who value her ability to quickly and effectively resolve issues. Whelan's passion for client service and her deep industry knowledge make her an integral part of the MNJ Insurance Solutions team. Her care and dedication to her work ensure that each client receives personalized attention and solutions that fit their unique needs.

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**KENDALL WILSON**  
REGIONAL VICE PRESIDENT OF MARKETING

As a regional vice president of marketing, Kendall Wilson oversees the development and execution of the marketing strategy for OneDigital's West Region. She leads a team focused on retention, growth, and event marketing, helping the organization drive workforce transformation in health, success, and financial security for customers.



For over 12 years, Wilson has continuously demonstrated her leadership skills at OneDigital and she has a proven track record for building high-performing teams. She has a knack for identifying the right people and specialties to deliver measurable results and return on investment successfully.

As a leader, Wilson takes a people-focused approach and constantly advocates to provide opportunities for growth and career development. Her intentional leadership style challenges her team while ensuring that they have guidance and support to succeed.

Wilson's expertise and unwavering dedication to helping accelerate the growth of the organization have led to the OneDigital marketing teams being viewed as true partners to sales and operational teams. She has a passion for working to fix the inefficiencies and gaps in the current health-care landscape, which wholly aligns with OneDigital's goal of delivering a people-first workforce strategy that prioritizes purpose, mental health and financial wellbeing.

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**2024 WOMEN IN BUSINESS AWARDS**

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