



HUB INTERNATIONAL ANNOUNCES SUCCESSION PLAN FOR GULF SOUTH REGION

Metairie, LA December 3, 2018 - HUB International Limited (Hub), a leading global insurance brokerage, announced today the succession plan for its Gulf South region. Steven Terry, who has served as President of the firm since 2002, will be moving into an advisory role effective January 2019. He will retire at the end of the second quarter of 2019.

Shaun Norris, who currently serves as the region's Chief Sales Officer, will assume the role of President.

In 2007, Terry successfully transitioned the once bank-owned firm from Hibernia/Capital One to HUB International. At that time, the agency posted revenues of \$18mm. Today, the region has grown to over \$100mm in commission and fee income. As one of the industry's most acquisitive brokerages, HUB Gulf South has acquired \$75mm in the five state footprint that Terry currently oversees. The Gulf South region of HUB has been recognized by the firm as a consistent top performer, earning 1 President's awards and 3 Chairman's award during Terry's tenure.

Norris, who joined the agency in 2004, oversees a 70-plus agent production force and all new business initiatives for the firm. During the transition, Norris will maintain his sales leadership role specifically within Louisiana. Norris earned his bachelor's and master's degrees at the E.J. Ourso College of Business at LSU, where he also served as adjunct professor in the Department of Marketing. A native of New Iberia, he has 22 years of agency management experience.

About HUB International

Headquartered in Chicago, Illinois, HUB International Limited is a leading full-service global insurance broker providing Property & Casualty, Life & Health, Employee Benefits, investment and risk management products and services. With more than 11,000 employees in offices located throughout North America, HUB's vast network of specialists provides peace of mind on what matters most, by protecting clients through unrelenting advocacy and tailored insurance solutions. For more information, please visit www.hubinternational.com.

About HUB Gulf South

Based in Metairie, LA, the Gulf South Region of HUB International operates 14 offices across a five state footprint that includes Louisiana, Mississippi, Alabama, Tennessee, and Georgia. Combined, the territory places over \$1b in premiums and manages in excess of \$100mm in revenues. The platform agency traces its roots back to 1965 as the Rosenthal Agency.