

Insurance

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HOT 100

IBA spotlights 100 insurance professionals who took the industry to new heights during a difficult year

HARD TIMES IN HOSPITALITY

How can insurers best support a struggling hospitality sector?

THE BEST OF PROFESSIONAL LIABILITY

Brokers name the top carriers in the segment across 15 different categories

TIPS FOR FIGHTING FRAUD

What to look out for at a time when conditions are ripe for fraud



BRIAN TUCKER

Principal

RHSB INSURANCE

After earning a master's degree in insurance management from Boston University, Brian Tucker began his career at Central Insurance

Companies, where he worked as an underwriter and marketing manager. "I was given a unique opportunity at a young age to be involved in both agency and carrier high-level decisions," he says. "I owe Central Insurance Companies and a long list of agents I worked with early in my career a lot of credit. Understanding both sides of the business has given me a unique opportunity to serve my clients and understand the nuances of the marketing process."

In 2014, Tucker made the move to RHSB, a brokerage originally founded by his great-grandfather in 1945. Concentrating on middle-market P&C sales in the real estate, nursing home, contracting and manufacturing industries, Tucker has grown his book by more than 20% over the past three years. Outside of RHSB, he teaches insurance and risk management at Texas Christian University.