

Get to Know XPT's New CFO

BUSINESS INSURANCE INTERVIEWS

XPT SPECIALTY'S OWN *Dana L. Bjornson*



Summary

XPT just added new CFO Dana L. Bjornson as they continue to seek opportunities to grow and evolve.

In the interview, Business Insurance takes the opportunity to get to know Dana as a person, a CFO, and takes a brief look inside of how he plans to take XPT to the next level in his newly appointed position.

[CLICK HERE](#) to read his full interview with Business Insurance

What We Learn About Dana

- 1** **His industry outlook:** "The business of financial risk transference has rebounded significantly, and the E&S property/casualty distribution space has fared very extremely well. The value of specialized expertise and service for the wholesale distribution of P&C insurance has never been more apparent as agencies look for specialized knowledge, access to multiple markets, speed and quality in underwriting, and transparent market pricing. The industry will continue to evolve and implement better technology to increase efficiencies and profitability."
- 2** **His goals:** "...My goal is to build on the successes of the past few years and focus on developing financial resources and analysis to continue to achieve our growth objectives."
- 3** **Challenges facing the industry:** "P&C insurance distribution has five primary challenges/opportunities over the next many years: the lack of specialized expertise and service; the use of technology and how it changes the way consumers, businesses, distributors and insurers buy and sell risk management; regulatory changes and compliance; cyber security; and the impact of global warming on P&C losses and premiums across a wide swath of risks."
- 4** **What he's looking forward to at XPT:** "I am most looking forward to working alongside some great leaders and exceptional staff who operate as true partners. What drew me to XPT was the management team and their track record of executing on their strategic plans. The founders who started XPT are industry pros - plus they know how to have fun."
- 5** **And a little about who he is:** "I really enjoy books that explore the details behind historical events, particularly American history - Lincoln, Custer and American presidents are favorites..."