

# WOMEN'S HISTORY MONTH SPOTLIGHT



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## **How did you come to work at Aon?**

I was working for a Life Insurance Company that was getting acquired so I began to actively look for another career opportunity. A friend mentioned that Aon was looking for an Administrative Assistant on the Fidelity team and the rest, as they say, is history!

## **What is your favorite thing about working in this industry?**

Without a doubt, my favorite thing about working in this industry are the relationships that you build with clients, underwriters, and co-workers.

## **What do you hope to accomplish professionally in 2022?**

With in-person meetings being halted as a result of Covid, my goal in 2022 is to expand my existing relationships and build new ones.

## **What has been your biggest challenge professionally?**

I began my career at Aon in 1999 as an Administrative Assistant. During the summer of 2001, shortly after obtaining my broker's license, the team that I supported left Aon. Rather than joining the other members of my team at their new employer, I decided to remain with Aon as I thought there was a great opportunity to prove myself. Unfortunately, 9/11 was just a few weeks later and I found myself on the 100<sup>th</sup> floor of the World Trade Center on that tragic day. Following the horrors of that day, I faced the most challenging time of my professional career. I was new to brokerage, I was not part of a team, and I had to deal with the heartbreak and anguish of what I witnessed that day, including the loss of dear friends and co-workers. The year that followed after 9/11 was truly the most difficult year in my career. I had to remain strong and work through feelings of survivor's guilt. I was forced to focus my energy on learning the Kidnap, Commercial Crime, Financial Institution Bond coverages and building relationships with clients and underwriters during a hard market.

## **What piece of advice would you give to other women in the industry?**

Stay focused on your own career and do not let yourself be distracted by what is happening with the career paths of others. Everyone has a different path; some take longer to reach their career goals than others but hard work and dedication will eventually pay off.

**People would be surprised to know...** I was very shy when I started at Aon. People who know me today but didn't know me back then will be shocked when they hear this.

## **Did you have a female role model that inspires/inspired you in your career?**

Maureen Richmond, who is thoroughly enjoying her retirement, was an inspiration to me. Like me, Maureen also began her career as an Administrative Assistant and worked her way up the ladder at a time when the insurance industry was very much a "man's world".