



Advocacy. Tailored Insurance Solutions. Peace of Mind.

I am pleased to recommend Shane Graham, President of MGMT Global Consulting who has worked with me for over 15 years as a recruiter for insurance brokerage professionals.

Shane has been responsible for some of the dramatic growth HUB California has had by bringing well qualified producers to us in all lines of insurance brokering. Shane provides the background information through his screening process of the candidate that makes it easy to determine if there is going to be a fit. He uses a consultative approach with his clients while determining what their best path will be after considering their professional needs and their client's needs for broker capabilities. With Shane's data base of candidates, we also use Shane as a resource for insurance professionals who have approached us.

The differentiator is that Shane stays involved through the entire recruiting process, sometimes as a coach for the candidate that keeps the process on track. Shane also maintains a post recruiting relationship with new hires which provides us with a smooth on boarding experience.

*James Stuart*

**James Stuart**

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