



**Leonard D. Crouse, CFE
Hanover Stone Partners, LLC**

Len Crouse, one of the most respected and recognizable names in the captive insurance industry, joined Hanover Stone Partners, LLC, as an Associate in 2009. Len began his career in risk management and insurance regulation more than 30 years ago.

Under Len's guidance, Vermont's captive insurance legislation became the gold standard, a model for many other states that subsequently started captive insurance operations. Vermont now has more than 800 licensed captives and is the world's second largest domicile as measured by total written premiums.

In 2008, he joined Towner Management Group's (TMG) U.S. operations as a partner to help jumpstart the company's captive insurance and consulting business domestically.

In 1990, Len was named director of captive insurance of Vermont's Department of Insurance. During his tenure, when more than 600 captives were licensed in Vermont, he advanced to deputy commissioner and became recognized worldwide as a leading authority on captive insurance regulation.

After beginning his career with the Massachusetts Department of Insurance in 1971 as an examiner, Len became chief examiner and headed up a department of two dozen associates in the state insurance department's property/casualty division.

Sporting extensive knowledge in all types of captive insurance structures, industry and insurance uses, Len is an author and in demand as a speaker at industry conferences around the globe. He continues to keep in touch quarterly with U.S. state captive insurance regulators. In 2007, Len was honored by the Captive Insurance Companies Association (CICA) when the organization gave him its lifetime achievement award.