



John J. Kelly
Hanover Stone Partners, LLC

John Kelly is Managing Partner at Hanover Square Holdings, LLC, which was founded in 2009 as a holding company with targeted investments in risk management consulting, risk management services, claims and loss control services, specialty insurance brokering, and product distribution. He has 35 years of experience in the insurance brokerage industry, with extensive background in strategic planning, acquisitions, investments, operational management, sales leadership, new business development and senior client relationships. Operationally, John has had responsibility for both property/casualty and employee benefits companies and has overseen operations in all business segments including *Fortune* 1000, Middle Market, Programs, Construction & Environmental, Health Care, Personal Lines, Marine & Aviation.

John was most recently President of Arthur J. Gallagher & Co. of N.Y., Inc. until July, 2008. Prior to Gallagher, he was an Executive Vice President at Aon in their Global Large Corporate business group, a newly formed practice focused on increasing Aon's market share in the Global *Fortune* 1,500 market segment. The majority of John's career was spent with Willis and the predecessor company in the U.S., Corroon and Black. In October 2005, he took an early retirement from Willis after 25 years of service where he held various senior executive positions including President and CEO of Willis Company of New York, Northeast Regional Director, and National Practice Leader of Willis Risk Solutions in North America. In 2001, he shifted his focus at Willis to national business development and senior client relationships. During the next four years, he produced many new accounts for Willis including Metropolitan Transportation Authority (MTA), HSBC Bank, Merrill Lynch, Alcoa, Time Warner, GHI Health Insurance Company, American Express, Sequa Corporation, Aetna, Daimler Chrysler, The Hartford, Lehman Brothers, MetLife, Sealed Air, Progressive Insurance Company, Bank of Ireland, Avon, and North Shore/Long Island Jewish Healthcare System. During the period 1982-1986, John was Corporate Senior Vice President at Frank B. Hall & Company, a predecessor company to Aon, in Briarcliff Manor, New York, where he was responsible for coordinating all brokering activities on a national level.

He earned his bachelor's degree from Baruch College in New York with a major in Accounting, and he holds a Master of Business Administration from Rutgers University. John is active in a number of non-profit organizations including Member of the Advisory Council of the Weissman Center for International Business at Baruch College; The U.S. Advisory Board to the Michael Smurfit Graduate School of Business at University College Dublin; the Ireland-United States Council for Commerce & Industry; and is a founding member of the Ireland Chamber of Commerce – USA (ICCUSA). He was also previously a Partner of the New York City Partnership, a member of CARE's Corporate Council, a Carnegie Hall Corporate Supporter; and Director and Secretary of the PROMESA Foundation, which is an organization committed to the human and physical revitalization of the South Bronx. He is past director of the Insurance Brokers Association of New York and the New York Chapter of CPCU, and a past governor of the John Street Club. In 1996, John was awarded the Ellis Island Medal of Honor.