



## Chris Stafford

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### Commercial Insurance Broker

Chris Stafford has specialized in developing insurance solutions for financial institutions since 2002. He has directly negotiated and placed the full spectrum of coverages for community banks (de novo to \$5 billion in assets), mortgage lending institutions, mutual fund companies, investment management firms and real estate investment trusts for both private and public organizations.

Chris began his insurance brokerage career in San Diego with a large regional broker. Due to his prior experience as an executive recruiter for financial institutions, it was a natural progression to service the same sector with insurance. In 2004, Chris moved to the Bay Area, switching to the largest

brokerage headquartered in California. Here he headed the development of a financial institutions focus on Fortune 1000 companies and complex programs for group insurance options. Chris joined InterWest Insurance Services in December of 2005 with the goal of building a premier brokerage operation servicing the financial institutions sector.

Chris is a graduate of the University of California, Santa Barbara with a Bachelor of Science Degree in Pre-Law and Philosophy. He is a board member of The Independent Brokers & Agents of Sacramento. He has been married to his wife, Carrie, for three years and has a young son, Finley.