



## Shaun W. Alley, CIC

### Commercial Sales Associate

Shaun began his insurance career after graduating from C.S.U. Sacramento in 1998.

As a Claims Examiner for an insurance carrier, he gained a solid understanding of Workers Compensation administration, from inception to resolution. This involved analyzing injuries, benefit payments, reserving practices, and in-depth claims reviews. His experience came from interaction with injured workers, risk managers, legal staff, and the Workers Compensation Appeals Board. At that time, his customers included national corporations, with local operations throughout California.

In year 2000, Shaun made a slight career change, by working as a Field Representative and Investigator for another national carrier. This multi-disciplinary position involved investigating claims, conducting interviews, documenting evidence, and participating in various legal proceedings. The types of cases routinely involved workplace injuries, liability claims, and commercial auto collisions. These losses often consisted of high profile accidents with significant financial implications.

Shaun later broadened his knowledge base as a member of that carrier's Special Investigations Unit (SIU). The focus of this role was to identify and report suspected fraudulent claims to local authorities and the Department of Insurance Fraud Division. At that time, he was also a member of the International Association of Special Investigations Units and the Northern California Fraud Investigators Association.

In 2004, Shaun transitioned into a sales position as a direct agent with that carrier, working in Northern California. After four successful years of placing coverage for mid-sized businesses, he eagerly accepted an opportunity to join the brokerage industry with InterWest. His ability to analyze his clients' needs, and provide well researched solutions, has made him a valued advisor. His customers currently include businesses in the manufacturing, construction, and service industries.

When Shaun is not enjoying time with his family, his attention turns to freshwater/saltwater angling or a competitive round of golf.