

Gary Sutherland, CEO - NAPLIA

Mr. Sutherland has over 20 years of insurance experience and founded North American Professional Liability Insurance Agency, LLP (NAPLIA) in 1998. NAPLIA has grown to be one of the leading writers of professional liability insurance specializing in financial professionals and was named to Entrepreneur's list of fastest growing companies in America. Mr. Sutherland holds the prestigious designation of Certified Insurance Counselor (CIC), an honor attained by only 2% of all insurance brokers. Mr. Sutherland's expertise is well acknowledged and he regularly speaks at national conferences, including Fiduciary 360, CFDD and large accounting firms.

Tom Schrandt, VP – NAPLIA

Mr. Schrandt runs the daily operations of Naplia's Pennsylvania office. He started his career in insurance in 1995 and has worked in sales, marketing, and as a financial advisor for some of the largest companies in the industry including Prudential, GE Capital, and Vanguard. Mr Schrandt's prior experience includes the role of National Sales Manager for the AICPA endorsed Accountants Professional Liability program. He is a well respected speaker providing regular presentations to local and national conferences.