



News Release

For Immediate Release

Contact: Lori Ault
407.504.9371; lault@xsbrokers.com

XS Brokers Announces New Florida Business Development Team Hires Michelle Delmonico-Longo and David Hall

Lake Mary, FL – June 19, 2019 – XS Brokers (XSB), a leading independent insurance underwriting and wholesale brokerage group, continues their fast-paced growth in the Florida and Southeast region hiring Michelle Delmonico-Longo as Business Development Manager and David Hall as Senior Vice President, Business Development.

In the almost two years since the Florida office was opened, XS Brokers has seen an increased demand for their expertise and services. “Insurance is still very much a relationship business,” said Lori Ault, Executive Vice President and Southeast Territorial Manager. “At XS Brokers, we pride ourselves on developing solid relationships based on our responsiveness and expertise. Both Michelle and David will play a critical role in expanding our geographic reach among insurance agents and brokers seeking strong small and mid-market commercial lines solutions.”

Michelle brings over 12 years of sales and marketing experience in the commercial insurance field. Her territory will include Central and Northern Florida. She is a graduate of Alvernia University and has her MBA through the University of Phoenix.

David, who will be responsible for the Southwest, Southeast and South Florida territories, has over 18 years of sales and marketing experience. His proven track record of success will help with the continued growth of the Florida region.

XS Brokers Insurance Agency (www.xsbrokers.com) is an independent binding authority and wholesale brokerage group headquartered in Massachusetts. With offices throughout the Northeast and Southeast, XSB is a full-service insurance group providing leading-edge coverage solutions exclusively to retail agents and brokers. Since 1978, XSB focuses on providing a broad range of personal and commercial lines solutions, service excellence, and market agility to help retail agents drive growth. Licensed in 50 states and with well over 30 binding authority facilities and strategic carrier appointments, XSB continues to achieve double-digit growth and profit.

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