

BETSY CLEMENT

Betsy Clement is the National Vice President of Private Client Sales at Arthur J. Gallagher.

A native of New Orleans, Betsy double majored in Business Administration and Mass Communications at Washington & Lee University in Lexington, VA, where she graduated Cum Laude. After two years in New York working as Waterford Wedgwood Royal Doulton's Public Relations & Special Events Coordinator and Showroom Manager, Betsy returned to New Orleans in January of 2012 and joined Gillis, Ellis & Baker, Inc. as producer. In January 2018, she was promoted to Shareholder and Vice President of the firm - the first female owner in the agency's 85 year history.

Betsy has developed an expertise in the field of high net worth personal insurance. This led to the creation of the Personal Life division within the Personal Lines Department at GEB. Upon Arthur J. Gallagher's July 2019 acquisition of GEB, Betsy was the natural choice to run AJG's New Orleans Private Client Division. Then in January of 2021 she was promoted to her current position as the head of Private Client Sales nationally. This specialty group focuses on building insurance programs that are tailored to fit and protect the lifestyles that its clients have worked to build, while also mitigating exposure through risk management services, and minimizing cost through an advanced understanding of the underwriting processes at each of the top carriers.

Betsy's commitment to innovation has not gone unnoticed within the industry. She has been honored as a "2018 Young Gun" and listed in the "2018 Elite Women Report" by Insurance Business America (IBA). She has also been named a 2019 Private Client Power Broker® by Risk & Insurance® Magazine and a 2020 Private Client Power Broker® Finalist.

In 2019, Betsy completed a 12 month Certified Advisor of Personal Insurance (CAPI) program at the Wharton School of the University of Pennsylvania, Aresty Institute of Executive Education. Those seeking this designation must be invited to apply and then accepted into the program. To date, fewer than 300 people have the privilege of calling themselves a Certified Advisor of Personal Insurance.

An alumnus of the Emerging Philanthropists of New Orleans program, Betsy is active in many organizations throughout the Greater New Orleans area. She is a member of the Board of Directors for the Independent Insurance Agents of Greater New Orleans (IIAGNO) and contributes her time to a number of local organizations including the Audubon Nature Institute, Le Petit Theatre, and the Louisiana Children's Museum.



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