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Cincinnati insurance firm gets new president

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One of Greater Cincinnati's largest insurance brokerage firms has named a new president.

Hauser Inc., based in Sycamore Township atop the Kenwood Collection building, promoted James Stines to president and managing partner last week. Stines has been with Hauser since 2007 and had been CEO of employee benefits. He, Mark Hauser and Paul Swanson have run the company by committee the last couple of years, Stines said.

Hauser and Swanson are also co-managing partners of Hauser Private Equity, a separate entity that has raised more than \$300 million to invest in private companies. That includes a \$165 million fund it raised last year.

Hauser Inc. serves as a broker to help companies across the country manage corporate risk through property and casualty and liability insurance and employee benefits such as medical and dental insurance and 401(k) plans. It also provides mergers and acquisitions advisory services on insurance and employee benefit programs of companies that private equity firms are targeting. The employee benefits area that Stines has overseen makes up about half of the business.

"It means a lot that Mark has expressed confidence in me to guide the company through its next phases," Stines told me. "Mark is going to rely on me to set the stage for the company's continued growth in the future."

Hauser has offices in Atlanta, Chicago, Kansas City, Los Angeles, New York and St. Louis in addition to Cincinnati. It doesn't show up on the *Courier* list of largest property and casualty insurance agencies in Greater Cincinnati because the company doesn't disclose revenue, but it employs about 100, putting it among the largest handful of local property and casualty insurance agencies by that measure.

Stines has more than 20 years of experience. He worked for five years in leadership positions at health insurer Humana Inc. Before that, he worked at Catalina Marketing for five years as sales director and spent seven years at General Mills in a variety of positions.



KIM DALTON

James Stines is president and managing partner of Hauser Inc.

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