



Professional Profile: Christine Chipurnoi, 2014

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Name: Christine Chipurnoi, MS, CPCU, RPLU

Title: Senior Vice President

Company: Wells Fargo Insurance Services USA, Inc.

Location: 330 Madison Ave., N.Y.

Birthplace: New York

Education: BS, Adelphi University; MS, Finance & Risk Management, Boston University; CPCU - Chartered Property & Casualty Underwriting Designation; RPLU - Registered Professional Liability Underwriting Designation

First job outside of real estate: Delivering Newsday and babysitting jobs

First job in real estate or allied field: 1981 - first job insuring real estate assets

What do you do now and what are you planning for the future? I help developers, contractors, real estate owners and hotels understand risk, find ways to mitigate or avoid it, develop and implement risk transfer mechanisms (including insurance and surety), I advocate for clients regarding all aspects of insurance including claims.

How do you unwind from a busy day in real estate? Spending time with my kids, preparing a great meal and a glass of wine

Favorite book or author: Harvard Business Review

Favorite movie: "Pretty Woman"

Last song you purchased/downloaded? Pitbull/Ke\$ha, "Timber"

One word to describe your work environment: Rewarding

Rules to live by in business: The most important things in business are your reputation and your time. Treat every client like they are the most important one, because they are. Be honest, work hard, listen and do what you say you will do.

If you could invite one person to dinner (living or dead) who would it be and where would you go?

My Dad, it could be anywhere. What is your dream job? I love the career I have now.