



2020 Women in RE: Christine Chipurnoi, USI Insurance Services

May 19, 2020 - Spotlights

Name: Christine Chipurnoi, MS, CPCU, RPLU

Title: Senior Vice President

Company Name: USI Insurance Services

List up to three associations or organizations that you are presently a member of:

CREW Network(National Board Member)

Insurance Brokers Association of New York (IBANY – previous President and Board Member)

CREW NY (previous President and Board Member)

Housing and Services, Inc. (Trustee/Executive Board)

What is one characteristic that you believe every woman in business should possess?

Every woman in business has a responsibility to continue to grow and mature as a leader. To stretch, be fluid, open and willing to listen and learn. In concert with that is the responsibility to collaborate and work alongside other leaders to bring out the best in other women.

What was your favorite job and what did you learn from it?

Interestingly, my favorite job was also one of my first. I was a single mom and answered an ad for a “Girl Friday” at a small insurance agency. I had no insurance experience and simply needed a job. What I learned was I had to take responsibility for my own growth by learning new things and not limiting myself. As a result, I learned that I could do most anything and that most people are limited by a fear of success.

What recent project, transaction or accomplishment are you most proud of?

In 2018, my previous company, Wells Fargo Insurance, was acquired by USI. A year after the transition, my entire team moved on to new challenges. For several months, I not only held my book of business together while doing the work of a team of six, but also continued to develop new business. Currently, I’m the national practice leader for real estate, construction and hospitality. My team has led the nation in revenue for nearly a decade. We continue to meet the highest new business and retention goals.

