



## **2021 Ones to Watch: Christine Chipurnoi, USI Insurance Services**

April 20, 2021 - Spotlights

Name: Christine Chipurnoi, MS, CPCU, RPLU

Title: Executive Vice President, Real Estate, Construction & Hospitality Practice

Company Name: USI Insurance Services

Real estate associations or organizations that you are currently a member of:

WX, CREW Network, CREW NY

Who was/is your mentor and how did s/he influence/help you in your career?

I have been lucky and have had many mentors. My most recent mentor was Judy Robinson, she taught me more than I can ever write in this column but mostly to mold my job around the things I enjoyed and was good at doing...So I moved from management to consultative sales and now use all my skills to help clients be successful. This is what I should have done all along.

How do you keep your team motivated despite conflicts and obstacles?

Just keeping the lines of communications open and "listening." I realize I can't "fix" everything, but listening helps.

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

I started my sales career late in life after 25 years of service and management work. Everything I learned made me better at what I do now, but so proud of the business that I have built in the past 15 years. One of the largest within USI and I did it on my terms with clients that I respect and want to help achieve their goals.

How do you contribute to your community or your profession?

I am a volunteer board member and serve on the Audit/Finance Committee for H.S.I. (Housing & Services Inc.) a NY-based non-profit that builds and operates Supporting Housing for the chronically homeless population of NYC. I serve as a mentor within my company and in the insurance industry. I serve as a formal mentor with both CREW and WX. I have served 10+ years with The Insurance Brokers Association of NY including being the first woman president. I have served on the board for 10+ years with CREW NY. I have served on the board of CREW Network for the past 2 years and committees prior to that. I educate others as an adjunct at Practising Law Institute and NYU Graduate School of Hospitality. Volunteer to be a mock interviewer at the Zicklin School of Business

to help their seniors be prepared to ace interviews. I participated as a moderator with CREW Careers. I volunteered at the Bella Abzug Leadership Institute Career days. I volunteered regularly at the St Frances Food Pantry.

What did you want to be when you grew up?

Lawyer or doctor

What led you to your current profession?

It captured me, it was a part time job and I fell in love

Top three things on your bucket list:

To live in Italy for a summer; to have a paid board seat; to see my grandchildren grow up

Favorite quote:

“There are no secrets to success. It is the result of preparation, hard work, and learning from failure.”

– Colin Powell

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