



2023 Ones to Watch Industry Leaders: Frank DeLucia, HUB International

June 27, 2023 - Spotlights



Frank DeLucia
Executive Vice President

Number of years in CURRENT position: 32

Best advice for new leaders in 10 words or less: You must genuinely believe in your company and the services you are offering. When you believe that you are the best, that resonates.

3 skills that you use every day in your position: Persistence, creativity, and motivation.

Best book, podcast, or app for aspiring leaders: I read the Living Faith book every morning, it starts me off in the right frame of mind to accomplish what I need to.

What recent project, transaction or accomplishment are you most proud of? After many years of trying, we recently closed on a very large real estate client and were able to have them accepted into a real estate insurance program, which resulted in substantial savings for the client, and enhanced coverage. This was a 45 year long relationship that I am proud to provide the savings and peace of mind to.

What makes this nominee an Industry Leader? "Frank is a consummate professional and a true advisor to the real estate industry as it relates to insurance and risk management. Not only is Frank an outstanding insurance advisor to his clients, but one of his strongest attributes is his ability to connect his clients to one another, to help fill their needs and grow their business outside of insurance as well. The value he adds to his clients is unmatched in the industry." - Matthew Davids, Chief Sales Officer, HUB International Northeast.

"Frank DeLucia has been dedicated to serving the risk and insurance needs of the real estate industry for over three decades. He works primarily with residential and commercial real estate owners and management companies in the New York metro area and also has experience in building insurance and risk management programs for general contractors and construction companies. Frank is very well known in the industry and is an active member of various real estate associations in New York such as CHIP, NYARM, BMAR, NYSAFAH and the National Realty Club, where he was previously elected to serve as Governor. In addition, he was previously a board member of the former Greater New York ABO. He has been recognized annually at HUB's sales conference with top honors since the program's inception; and was one of the very few employees to achieve the HUB Triple Legend status, which is awarded for meeting the highest category criteria for over 15 consecutive years."- Cara Siegel, Senior Vice President/Senior Field Marketing Manager at HUB International