



2023 Women in CRE: Christine Chipurnoi, USI Insurance Services

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Christine Chipurnoi
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USI Insurance Services

What recent project, transaction, or accomplishment are you most proud of? In the past twelve months, I have closed over \$2 million dollars in new business revenue. The majority of these transactions involved complex insurance and risk management issues where a strategic, trusted adviser was needed. The transactions involved properties all over the United States and with the support of my team, I was able to provide integrated client-centered account management and risk management solutions for industries that included construction and development, commercial real estate, hospitality, non-profits, as well as technology companies.

Who inspires you most? What qualities do they possess that inspire you? Mollie Fadule, Chief Financial and Investment Officer for JPI is a woman that inspires me. After overcoming a difficult relationship and life threatening medical issue, she rose through the ranks as a single mother to become a force in commercial real estate. Her most amazing qualities are perseverance, self-confidence, creativity, and integrity.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? When choosing a firm for career growth, a company should “walk the walk” by having female leadership at all levels and provide opportunities and support for memberships/involvement in organizations like CREW, WX and WLI.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? “Christine Chipurnoi is not only an industry leader, but also a developer of future leaders. She was recently promoted from senior vice president to executive vice president. Christine’s leadership provides an example and inspiration for women at all levels. As a recent CREW Network board member, past president of CREWNY, and past president of The Insurance Brokers Association of NY (1st female president of the organization), Christine uses her time, connections, and talent to help others in their career progression. Outside the scope of the answer, but noteworthy – her climb to the top started when she answered an ad for a “girl Friday.” While working full time, raising a family with no outside financial support, Christine has achieved success through hard work and determination. From her difficult start, she earned an MS, Finance & Risk Management from Boston University as well as accreditations as Chartered Property & Casualty Underwriter, Registered Professional Liability Underwriter, Licensed Insurance Broker–Excess, P&C, Employee Benefits & Life, and an Advanced Business Management Certificate from the Wharton School of Business. She was selected as the first female president of the Insurance Brokers Association of New York and served in that capacity for three years.” - Mert Price, CEO at National Security and Risk Consultants.

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