



Christina Kindstedt joins Advantage

Advantage Insurance has hired former Willis Towers Watson captive expert Christina Kindstedt to serve in its insurance management division.

Christina Kindstedt worked for Willis from 2003 until January 2017, rising through the ranks to serve as a senior vice president out of its Vermont office.

When Kindstedt became available in January Les Boughner, formerly of Willis, moved quickly to bring her to Advantage, who he joined in June 2015 as chairman of its Advantage Insurance Management (USA) subsidiary.

“Christina and I worked very closely together at Willis and she did a superb job with our risk retention group portfolio,” Boughner told *Captive Review*. “At Advantage we weren’t really ready to make an appointment of this calibre, but when Christina became available we moved very quickly and accelerated our plans.”

Advantage already have RRGs under management in Tennessee and South Carolina. They are also licensed to manage in Pennsylvania.

Boughner added, however, that Kindstedt’s Chinese connections could also contribute to Advantage’s life insurance business while there have also been captive and RRG opportunities in the hedge fund market.

Kindstedt’s first day as a senior vice president at Advantage was on 1 February and she told *Captive Review*: “Les was a big drawer. I worked at Willis for 14 years and six of those were under Les.”

She believes there are still growth opportunities in the RRG market, which Advantage can utilise.

“It is one of the reasons I am excited about joining Advantage,” Kindstedt said.

“Most of the time you see growth in the RRGs is when you see a hard market in a particular industry or line. But rather than waiting for that to happen and the RRG being a last resort, I think we can be more pro-active.”

Kindstedt will be based out of Vermont.

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