

Meet the 2012 Markel Style winners

Markel associates from across the country had an opportunity to nominate peers who have gone above and beyond to exhibit the [Markel Style](#).

Congratulations to the following Markel associates for living the Style and winning to the benefit of all Markel associates and shareholders.

Tony Costa, Underwriting Manager, Southeast Region:

Tony is known for always willing to step up and volunteer for projects to improve efficiency in many areas of the underwriting process. Here are some highlights from his nomination:

- He has collaborated with associates across the Southeast region as well as outside of the region to find solutions to improve work product.
- He oversees the Priority Product, and he has changed the workflow and processes to improve efficiency. He has been involved in significant improvements to PRIMIS quote letters.
- He is described as extremely focused on relationship building and identifying opportunities for Markel.

Brian Costanzo, Segment Assistant Controller, FirstComp, a Markel company:

Brian is described as a dynamic team leader who always leads by example. He acts quickly, yet always solicits input from his team members. Here are some other highlights:

- Brian builds financial value for the company not only due to his role as controller, but further due to his ability to streamline process and improve efficiencies.
- He played an integral role in the team's transition to one financial system and helped to streamline the financial close process within FirstComp. He managed to decrease the number of days required to close the FirstComp books from weeks to days.

Laura Gregones, Underwriter, Child Care, THOMCO, a Markel company:

In addition to consistent production growth, Laura focuses on minimizing company expenses and is constantly making recommendations to improve the efficiency of the program. Other highlights from her nomination include:

- Laura has played a leadership role in the transition of the THOMCO child care program to Markel.
- In addition to building new relationship and adapting to new challenges of the acquisition, Laura's effort to promote the program and build teamwork never wavered.
- She went above and beyond to unite the THOMCO program with long-time Markel agents and associates.



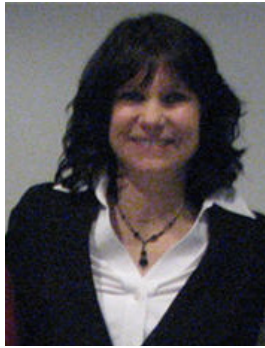
Brian Costanzo



Laura Gregones

**Dolores Mohr, Facilities Administrator,
Red Bank, NJ, office:**

Without hesitation Dolores stepped up to the plate during Hurricane Sandy. She immediately began working with teams in Richmond and Red Bank to restore normal business needs. Here are some other highlights:



Dolores Mohr

- Immediately after the storm, she traveled through terrible road conditions to check on the building. She provided updates to determine readiness and was in constant contact with service providers to get the location up and running again.
- She also took time out on the weekend to help unload and distribute supplies to Red Bank associates.
- Besides dealing with all the building issues after the storm, she jumped right back into the team's renovation project and the schedule was never impacted.

Liann Snipes, Manager, Wholesale Broker Portal Team:

In her nomination form, Liann was described as always pursuing excellence from the smallest communication to the largest project. Here are some other highlights:

- Liann has been a key contributor to the broker portal team over the last several years. She is one of the team's primary resources that translate the needs of the business into viable solutions that are in use through the broker portal across North America.
- She improved the requirements gathering process and streamlined the output that goes to the portal vendor, thereby reducing errors and increasing speed to market. The vendor has since implemented her process into their own workflow.
- Her regional visits have been beneficial and have generated high remarks from the Markel regions and the brokers!



Tony Costa and Liann Snipes