

CHAD MCCULLEY, ARM, PRC

Vice President
Senior Living and Long-Term Care



Chad McCulley proudly serves as Vice President of USI's New England and Upstate New York Senior Living and Long-term Care Practice. Chad works alongside USI's National Practice team, to serve the needs of his Senior Living and Long-Term Care clients. With over 17 years' experience, Chad educates clients on controlling their current risk management program costs by recapturing potentially significant premium dollars through innovative loss control and claims management.

Chad shows clients how to achieve a range of outcomes using risk financing solutions, from reducing insurance costs to maximize dollars available for patient care and staff retention, to addressing future liability, acquiring new building and beyond. His clients include owners, operators, and investors around the country. Chad works with USI's team of experts to provide a wealth of risk management solutions with significant economic impact while addressing current and emerging senior living industry trends. Chad has access to both traditional and nontraditional risk transfer solutions, all while meeting lender requirements and maintaining regulatory compliance.

Chad collaborates with USI's National Practice team, to help clients navigate the ever-changing landscape of insurance and risk management to control total cost of risk while protecting their financial and operational health.

Chad began his insurance career as a direct writer with Sentry Insurance in 2007. In 2013, Chad joined Marsh & McLennan serving middle-market clients across New England. At Marsh, Chad worked diligently to deliver impactful and effective solutions to his clients based on their ever-changing needs, industry trends and market developments. Chad joined USI in 2017 bringing his experience, knowledge and know how to USI's clients.

Chad earned his Bachelor of Science in Business from the University of Delaware. He holds the Associate in Risk Management (ARM) and Professional Risk Consultant (PRC) designations as well as various certificates in Cyber Risk Management and Captive Insurance. Chad is active in the Connecticut Business and Industry Association (CBIA) and volunteers for local youth sports in the community. Chad is a USI PEAK award winner and resides in Guilford, Connecticut with his wife and family.

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