

# Special Report: Most Valuable Players:



**Jamie Yang**  
**IMA Financial Group**  
**Pasadena, California**

Jamie Yang has found the champions she needed in other successful women working in the insurance industry.

“Being surrounded by supportive and encouraging women has been the most helpful in my career,” Yang said. “These women have lifted me up and encouraged me to pursue educational opportunities and promote myself throughout my career, even when that meant moving on to another role,” she said. “I’m very fortunate to have found this support!”

Yang began her insurance career in 2014 as a client services specialist for a brokerage in Chicago. Relocating to Los Angeles in 2015, she transitioned into entertainment insurance. She has spent the last five years with IMA Financial Group focusing on technology, life science and cyber. Yang said specializing in tech and life science means each client has a unique product and/or service and needs a highly specialized insurance and risk management program.

“I take time to fully understand the exposures (through conversations with the client and additional research) so I can craft the most comprehensive program,” she said. “I lean on my relationships with my underwriters to negotiate top-of-the-line coverages at competitive rates.”

Since joining IMA, she earned her CIC and CRM designations, and recently co-presented on social media regulations and risk management at the Tech Assure Spring 2024 Member Conference. She also participates in IMA’s Women’s Network+ and in the firm’s Leadership Mentoring Program as a mentee. “I hope to pay it forward as a mentor in the future.”

**Jessica Carroll**  
**LP Insurance Services LLC**  
**Reno, Nevada**

Jessica Carroll turned a job at her agency’s receptionist desk into a 20-plus-year career in the insurance industry. She is now a senior commercial lines account manager at LP Insurance Services LLC where she specializes in construction, real estate and car dealership accounts.

She holds an associate’s of leadership degree from United States Liability Insurance and has earned both the CIC and CISR designations. “I’ve formed a remarkable history of effectively overseeing and directing a large book of business consisting of middle to large-sized accounts,” she said. “In doing so, I’ve created a collaborative leadership style; expertise at leading and influencing teams to ensure high levels of performance; built a talent for spearheading intricate commercial lines accounts, delivering best-in-class client service, and fostering robust client relationships.”

She attributes success to her strengths which include identifying potential business opportunities, promoting cross-selling to existing clients, and driving marketing outcomes.

Mentorship is critical to navigating a successful insurance career, Carroll added. She participates as a mentor for The Risk & Insurance Professional Studies Mentorship Program at the University of Nevada, Reno. “I hope by mentoring those within my organization/team, participating in the University’s insurance mentorship program and being an open resource that I’m helping to guide the next up-and-coming insurance generation,” she said.



**Erinn Stringer**  
**G2 Insurance Services, a Relation Company**  
**Walnut Creek, California**

Erinn Stringer is a third-generation insurance professional. In 2010, she started her career in the mail room and as the receptionist for her family’s brokerage in Portland, Oregon.

“I’ve since worked as a P&C broker, promoted from assistant to client manager, and now AVP/senior client manager,” she said. “I’ve worked as a broker for more than a decade, and it’s never a dull moment.”

Stringer joined Relation Insurance in Walnut Creek, California, in 2022 as a part of the acquisition of G2 Insurance Services, a San Francisco-based brokerage. Her focus is on large and middle-market non-profit organizations, wineries and contractors.

“Caring about my clients and the people I work with has been most helpful in my professional career,” she said. “Getting to know the people I work with gives meaning to the work I do and invigorates seemingly monotonous tasks.”

Stringer said she fosters trust with her clients through client advocacy, marketing expertise, carrier negotiations, reliability and transparency.

“I’m always willing to go the extra mile to help someone out and support my community, whether it be training, backup support, attention to details, volunteering, or simply putting in extra time and effort when needed,” Stringer said.

“I thrive on being a trusted advisor and advocate for others,” she said. “Insurance is a great career.”