



## **RISK STRATEGIES COMPANY ACQUIRES INSURANCE BROKERAGE FIRM SINGER NELSON CHARLMERS**

### ***Nationally Ranked Insurance Brokerage & Risk Management Firm Completes Second Acquisition at the end of 2013***

**BOSTON, Mass., Jan. 22, 2014** – [Risk Strategies Company](#), a national insurance brokerage and risk management firm headquartered in Boston, today announced that it has acquired [Singer Nelson Charlmers](#), a leader in professional liability, employee benefits, and private client personal lines. Based in Teaneck, N.J., Singer Nelson Charlmers works with many of New York’s most prestigious professional services firms—architects and engineers, lawyers, and others.

Terms of the deal were not disclosed.

As part of the agreement, Singer Nelson Charlmers’ CEO David Singer joins Risk Strategies as Managing Director and approximately 35 Singer Nelson Charlmers employees will also join the Risk Strategies team effective immediately. Singer and his team will help to further expand Risk Strategies’ business in the Greater New York market, while gaining access to Risk Strategies’ national network of resources.

“The synergies between Singer Nelson Charlmers and Risk Strategies are striking and highly complementary, adding significant scale and expertise to our professional liability, employee benefits, and private client practices,” said Michael Christian, Chief Executive Officer and Founder, Risk Strategies Company. “David Singer’s innovative approach to helping his clients build healthier companies has been quite impactful, and we welcome the opportunity to offer those resources and ideas to our clients.”

Through Singer’s leadership, Singer Nelson Charlmers has developed several unique tools (Health Plan Optimizer, Total Protection Program, Executive Risk Audit, among others) based on disciplined process, analysis, and advocacy that assist clients in reducing their overall cost of risk.

“Joining the Risk Strategies team makes us part of a true national professional liability practice. I’m also excited that our company can add depth, scale and meaningful resources to Risk Strategies’ employee benefits team,” said Singer.

#### **About Singer Nelson Charlmers**

Headquartered in Teaneck, NJ, [Singer Nelson Charlmers](#) has grown significantly by providing high level technical advice to clients in various specialty niches. Today, Singer Nelson Charlmers is a leading insurance broker for Architectural, Engineering, and Law firms along with other professional service firms. It provides services in the areas of liability, health plans, property/casualty, personal and business life insurance, as well as homeowners and related coverage for client firms’ principals.

**About Risk Strategies Company**

[Risk Strategies Company](#) is a privately-held, national firm with offices across the country. As a leading US insurance broker, the company offers sophisticated risk management advice and insurance placement for property & casualty and employee benefits risks. Risk Strategies serves companies of all sizes, non-profits, public entities, and individuals, and has access to all major insurance markets. Ranked in the top 50 brokers in the country, the company is headquartered in Boston, Mass. with offices in Metro Boston, Providence, New York City, Metro New York, Chicago, Irvine, Los Angeles, Sacramento and San Francisco. Risk Strategies is backed by Kohlberg & Company, L.L.C., a New York-based private equity firm specializing in middle market investing. Kohlberg has reserved substantial additional equity capital to support Risk Strategies' client and growth initiatives.

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