
Mark Sawyer, CLU

2nd VP, Reinsurance Administration & Claims Services

Upon graduating with a B.A. in Economics from St. Lawrence University in 1987, Mark started his professional career in sales. After three years in this area, he changed fields in 1990 to become a Long Term Disability Benefit Specialist for UNUM. In this position, he was responsible for evaluating contract eligibility on an initial and ongoing basis, and applying all aspects of disability risk management. In 1995, Mark was promoted to Senior Benefit Analyst where he was responsible for making final decisions on ERISA appeals. This position required in-depth claim analysis and investigation as well as effective communication with insureds, policyholders, sales personnel, attorneys, and field claim operations.

Mark joined Smith Group in December of 1995 as the Claim Manager to assist with all aspects of disability claim management. In this capacity with Smith Group, Mark has provided our clients with a wide array of services, including training, operational reviews, ERISA appeal support, and complex claim reviews. Mark was promoted to Director of Claims in 1998 and then Second Vice President, Claims in 1999, where he was accountable for all aspects of claim management and claim services for Smith Group.

In 2001 Mark assumed accountability for Smith Group's Reinsurance Administration. His principle responsibility includes managing the analysis and reporting of our monthly reinsurance results to Smith Group's reinsurance partners and our reinsurance clients.

Mark has also completed the course work required for the designations of Chartered Life Underwriter and Health Insurance Associate.

