



John Yaple
Director of Captive Marketing
HUB Captive Services



Captive Experience

- ❖ Single-Parent Captives
- ❖ Group Captives
- ❖ Risk Retention Groups
- ❖ AM Best Rated Insurance Companies
- ❖ Commercial Property & Casualty Insurance

John is Senior Vice President and Director of Captive Marketing for HUB Captive Services, a division of HUB International, Inc. He is responsible for overseeing the marketing strategy for developing new captive business within the HUB organization across the United States.

Located in Pittsburgh, John has worked in multiple facets of the captive insurance industry, including sales, administration and ongoing management. During his time, he has been involved in structuring and managing over 100 captives with responsibilities including:

- ❖ Underwriting
- ❖ Coverage Design
- ❖ Feasibility Study Analysis
- ❖ Captive Formation and Implementation
- ❖ Ongoing Captive Management

John has experience as captive manager in several US and offshore insurance jurisdictions, including Utah, North Carolina, Delaware, Montana, as well as Anguilla, the British Virgin Islands, St. Lucia and St. Kitts.

Prior to joining HUB International, John began his career as a business consultant at a top communications company, where his primary role was new business development. Achieving success very quickly, he ranked in the top fifth percentile in sales across the United States.

John holds a Master in Business Administration from Point Park University in Pittsburgh, PA. Additionally, he has received his Associate in Captive Insurance from the International Center for Captive Insurance Education (ICCIE) in 2012.

John is a member of the Young Insurance Professionals of Pittsburgh organization, a networking group of Insurance and Finance professionals in Pittsburgh, PA.