



Vance Root Joins TRISTAR as Director of Sales, Bringing Expertise in Risk Management and Insurance Solutions

TRISTAR is excited to announce that Vance Root has joined the company as our new Sales Director. With extensive experience in insurance management, brokerage sales, and risk management solutions, Vance specializes in self-funded and high-retention insurance programs. His deep industry knowledge and proven track record in driving growth and client retention will be essential as TRISTAR continues to expand and enhance its offerings.

Throughout his career, Vance has successfully managed large budgets, attracted and retained clients, and implemented business strategies that resulted in sustainable success. He has developed innovative insurance programs, including a customized Six Sigma methodology that helped insurers save 30% on self-insured

exposure for high-deductible clients. Vance has also played a critical role in improving workers' compensation and property & casualty claims programs, driving positive results for employers and employees.

Vance's decision to join TRISTAR was influenced by the company's national footprint and its responsiveness in the marketplace. "TRISTAR's broad capabilities across all 50 states and its ability to serve both public and private sector clients present exciting opportunities to expand into Fortune 500 and Fortune 100 accounts," Vance stated. "The investment in systems and services makes TRISTAR a competitive force, and I'm eager to contribute to its continued growth."

Vance holds a Bachelor of Science in Finance and Information Systems from the University of Northern Colorado and professional licenses in Property and Casualty (P&C), Life and Health (L&H), and Surplus Lines.

Please join us in welcoming Vance Root to the TRISTAR team. His leadership, innovative mindset and commitment to growth will help TRISTAR continue to provide exceptional service and capitalize on new market opportunities.