



PREMIER
RISK MANAGEMENT

Wayne Salley

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Biography

Wayne is Managing Director of Premier's **Personal Lines Consulting Division**.

In May 1973 Wayne graduated from William Paterson University with a B.A. degree in Business Administration. His minor course of studies was economics and in 1974 Wayne joined Liberty Mutual Insurance Company in Saddle Brook, NJ as a Personal Insurance Sales Representative. After five successful years with Liberty, he took a position with the Insurance Company of North America in White Plains, NY. As an Agency Marketing Representative with INA, Wayne learned the independent insurance agency system. After three years with INA Wayne went on to join the Rollins Agency, Bronxville, NY. As the manager of their Ossining, NY satellite office, Wayne sold and serviced personal, commercial and life insurance.

In 1984 Wayne joined Marsh & McLennan as the Manager of their New York Private Client Services Division. Wayne began to fine tune his skills at performing risk management for high net worth individuals and families. In his twenty three years with Marsh, Wayne served in numerous capacities including National Client Executive where he was the lead advisor to clients whose personal insurance premiums exceeded \$100,000 annually.

In 2007 Wayne decided to take his expertise into the private sector. After positions with three startup insurance brokerage firms, he decided an independent advisory route would best serve his clients thus joined Premier Risk Management to provide true risk management advice and recommendations instead of offering solutions based simply on selling an insurance policy.

Wayne lives in Hunterdon County with his wife Diane, daughter Erin, son Matthew and flat coated retriever Chelsea. Wayne enjoys skiing, kayaking and is an FAA licensed glider pilot.

PREMIER RISK MANAGEMENT, LLC