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Category. You are not crazy. The industry IS ripe for reinvention, and the sold, not bought paradigm is ready for a shift. The question is, how can YOU lead the shift versus having someone outside the industry do it, AND have the organizational

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**support you need
along the way.**

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The industry IS ripe

for reinvention, and

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paradigm is ready

for a shift. The

question is, how can

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***YOU lead the shift
versus having
someone outside
the industry do it,
AND have the
organizational
support you need
along the way. It is a
tall order, but a
necessary one.***

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**FLIRTING WITH THE
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Maria Ferrante-
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Maddock**

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Ferrante-Schepis in

her Saturday main

stage presentation

told NAIFA 2014

attendees that

businesses must

continually be open

to change and

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innovation.

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Ferrante-Schepis
(2012-11-15)***

***Hardcover – 1712 by
Maria Ferrante-
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***The suggestion of
an innovation
portfolio to diversify
the associated risks
is a particularly
clever idea that will
appeal to those
counting the costs***

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*of creative thinking.
A strong case for
innovation, with
supporting
methodology that
will appeal to
executives in the
risk-averse,
regulation-bound
industry.*

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Applying Innovation
to the Insurance and
Financial Services
Industries. More
important, when you
raise the issue, do
those around you
look at you like
you're crazy? You
are not crazy. The
insurance industry
IS ripe for
reinvention, and the***

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