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## Jason T. Gutcheon

**AGE:** 39

**TITLE:** Partner

**COMPANY NAME:** Professional Business Insurers (PBI)

**COMPANY'S LOCATION:** West Hartford

**RESIDENCE:** Avon

**Career Highlights:** Some of my career highlights include working as an analyst and associate in the municipal investment banking department at Lehman Brothers in New York. This prestigious job provided me an extraordinary level of financial and business training and aptitude, which enabled me to parlay my skills when joining PBI, a fam-



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ily-owned employee benefits and financial services firm. For the past 12 years, I have helped grow our firm to become a major player in providing employee benefits and financial services to small and medium-sized businesses and individuals in Connecticut and the Northeast.

**What do you want to be doing in 10 years:** In 10 years, I would like to have continued success in building our firm's presence in

Connecticut and the Northeast. PBI in 10 years will offer businesses and individuals a deeper menu of insurance and financial products and services. Deliberate and smart expansion coupled with acquisitions and organic growth will be the recipe to achieve this goal 10 years from now.

**Biggest Strength:** My biggest strength in business is my ability to firmly understand my client/prospective client's perspective. Understanding their issues as a business owner enables me to fully appreciate their needs. In turn, I am able to develop and deliver solutions that achieve my client's/prospective client's goals.

**Best advice you received:** The best advice I ever received is to ‘Show-Up.’ No matter the circumstances, always show-up. ‘Show-up’, whether it means a meeting, a drop-in visit, a return phone call, etc. In a deeper sense, I took the advice to mean to always be present to those who you wish to conduct business.

**Community Involvement:** Giving back to the community is a necessary responsibility for a business leader. I have served on numerous boards and committees for the past 12 years. Currently, I am a board member and executive committee member of the Greater Hartford Arts Council, board member of Junior Achievement, corporator of the Hebrew Home and Hospital, and board member of The World Affairs Council. ■

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