



When Dana Dowers founded DLD Insurance Brokers in 1989, he knew he didn't want it to be a conventional brokerage firm. He also knew that departing from business-as-usual would require a unique approach – a working environment that inspires loyalty, strong ethics and creative thinking. Today, DLD provides unprecedented service and the ability to analyze opportunities unlike any other company. Under Dowers' leadership, DLD's team of experts have brought innovative programs to market such as the "Close of Escrow" policy that has been adopted as an industry standard, and "wcSolutions®" that offers a unique and cost-saving approach to workers' compensation. Serving as president and CEO, Dowers guides the strategic direction of the company and oversees its day-to-day operations while continuing to be engaged in his clients' business.

Prior to founding DLD, Dowers served as senior vice president at Alexander & Alexander of California, in which capacity he led the Strategic Account Services Unit, and successfully oversaw several large national accounts. His experience with Alexander & Alexander shaped his knowledge regarding the innovative structuring of unique Risk Transfer Funding Programs.

In a former post, Dowers was a senior staff member at Marsh & McLennan, Inc. where he served as vice president, in charge of new business production and manager of the Large Commercial Accounts Group. During his tenure at Marsh & McLennan, he acquired strong market negotiating capabilities, and was responsible for growing the company with the placement of many nationally recognized property and casualty accounts.

Dowers began his career as an account executive with Liberty Mutual Insurance Company, where he quickly established his reputation as a leader and key contributor. He has over 30 years of experience in the insurance industry.

In addition to his business responsibilities, Dowers has been involved in community and charitable organizations, including the American Cancer Society, Childhelp USA, Goodwill Industries, Ronald McDonald House and United Cerebral Palsy. Having played baseball at the collegiate level, Dowers has also enjoyed coaching and sponsoring youth sports throughout the years.

Dana Dowers received a Bachelor of Science in Business Administration from Bowling Green State University of Ohio.

Certifications:

Accident & Health Insurance License • Fire & Casualty Insurance License • Life Insurance License • Surplus Lines Broker
DLD Insurance Brokers, Inc. is licensed by the Department of Insurance #0D25325