

## FINANCIAL SERVICES

# Five Questions With: Jim Blue

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*Jim Blue is CEO of Marsh & McLennan Agency, New England region. The company is eyeing a move into the Rhode Island market, looking to open offices in Providence this summer. Blue talks with Providence Business News about the agency, why he thinks it will fit well in Rhode Island and what might set it apart from the competition.*

### Can you tell our readers a little bit about Marsh & McLennan Agency and the services you provide?

Marsh & McLennan Agency (Marsh) is a full-service risk management and employee benefits consulting firm focused on the small- to middle-market clients. Marsh falls under the Marsh & McLennan Co. umbrella, which is the largest risk adviser in the world. We pride ourselves on providing world-class resources with a local touch and specialize in the areas of employee benefits, property and casualty, retirement benefits and executive compensation and benefits. Our strong consulting teams and dedicated experts partner with our clients to build and execute strategies customized to their individual needs. We are strong problem solvers.

### We hear news you have plans to enter the Rhode Island market. What can you tell us about the move?

We feel Rhode Island is poised for growth and creativity, and we're excited to begin a new chapter here. Building relationships and conducting business locally is critical, and as such, we're planning to open a Providence office this summer. We value and respect the state's strong sense of community and commitment to excellence, and we believe we can positively contribute to that.

### Why do you think Marsh will be a good fit for Rhode Island and vice versa?

Our core values align well with the business and charitable communities of Rhode Island – passion, integrity, accountability, collaboration and innovation. Leaders and decision-makers want to partner with people who share their values, who are strategic and who can help bring forth positive change. We do too. Our goal is to earn the trust of the leader-



Jim Blue is CEO of Marsh & McLennan Agency, New England region. The company is eyeing a move into the Rhode Island market, looking to open offices in Providence this summer. COURTESY FAYFOTO/BOSTON

ship within the state and forge strong relationships well into the future.

### Is this expansion a part of a larger growth strategy?

Marsh has always been thoughtful and strategic with growth. We have certainly expanded over the last six years in a very considerate way. We do not acquire just to grow; rather, we collaborate and partner where we open or acquire offices. Do I think we will continue to expand in New England in the future? Yes. Will we look at each location, opportunity and possibility carefully? Absolutely. Right now, however, our focus is to successfully contribute to the Rhode Island business community.

### What separates Marsh from its current and future competition?

There is no doubt that Rhode Island has great competition, and we love that. In this industry competition is crucial to ensure clients receive the most effective level of service and creative solutions. To be competitive in Rhode Island we must bring the vast and innovative resources of the largest risk management firm in the world through our colleagues based in our new Providence office. Our competitive edge will be built on people who know how to build trusting partnerships within the Rhode Island business community. ■