

## LUIS ALAMO

FOUNDER, PRESIDENT AND CEO

**1994 to Present Alamo Insurance group, Inc.;** Luis Alamo has grown Alamo Insurance Group, from a one man operation in 1994 to one of New Jersey's largest minority-owned insurance brokerage firms – an accomplishment he credits to the Company's intense focus on building both personal and professional relationships with its clients and to the Groups Mission;

*“To meet and surpass our clients expectations. To provide quality insurance products and services. To establish a tradition of professionalism and team work. To leave a philanthropic footprint in every community we serve. To support and promote the spirit of volunteerism everywhere we go”*

Luis is a MEL Accredited Risk Manager with more than 20 years' experience in the insurance industry; Luis possesses deep expertise in life, health, and property/casualty insurance products, as well as risk management consulting services.

As President of Alamo, Luis manages the Company's day-to-day operations and plays an active role in every account. The Company's reputation as specialists in turning poorly performing public sector accounts with high claims frequency into well performing accounts, lowering premiums, saving tax payer dollars and establishing a safe work environment thru education and training. Creating awareness and accountability for claims dollars in a morale building way that says safety first is the corner stone of our Risk Management practice.

**1980 to 1994 Crisanto's Good Price, Inc.;** Luis was responsible for growing his family's Designer Clothing outlet business from a \$7 Mil. local operation in Hudson County, NJ to a \$20 Mil. Multi-state operation with distribution in Central and South America. After successfully downsizing the family business, Luis entered the insurance industry.

**Biography;** Luis is a first generation Cuban-American exile. He is a graduate of the New York Military Academy and attended the Fashion Institute of Technology. The sudden and violent death of his father prevented him from pursuing a life-long dream of playing college football and precipitated his involvement in the family business. Luis prides himself as being the product of a single parent home and beginning with his mother Gloria cherishes the role women have played in molding his life.

Luis is a recipient of the Continental Newspaper “Big Apple” Man of the Year Award for his widespread involvement in activism and advocacy on behalf of victims of violent crimes families, and community service in the New York/New Jersey area. Luis has also been awarded Cuban American Man of the Year by Save Latin America where he has served as a motivational speaker for “Reaching our Dreams”, a role model program that visits grammar schools across the Tri-State area.

Resides in North Bergen, New Jersey



- Father, Lauren Ashley, and Luis Fernando Alamo
  - Board Member: State of New Jersey; Public Employees' Occupational Safety and Health Advisory Board (PEOSHA)
  - Board of Director: North Hudson Community Action Corporation Foundation
  - Newark Mayor Corey Booker's Transition Team and Finance Committee
  - West New York Mayor Sal Vega's Transition Team and Finance Committee
  - Past President of the Latin American Kiwanis Club of North Hudson
  - North Bergen Little League Baseball and Pop Warner Football
  - Superintendent of Schools Advisory Committee North Bergen, NJ Board of Education
  - Reaching our Dreams Volunteer Role Model
  - MEL Accredited Risk Manager
- Social advocacy;
- Violent crimes victims
  - Recovery community
  - Minority empowerment
  - Immigration
  - Mentorship
  - Philanthropy
  - Volunteerism