

Wells Fargo Names Paul Lazar Business Development Leader For the Southeast Region Operations

October 14, 2009 1:14 PM ET



Wells Fargo Insurance Services Southeast, Inc. has named Paul Lazar as the business development leader for its Southeast region operations, which includes Alabama, Arkansas, Georgia, Louisiana, and Mississippi.

Lazar will be responsible for business development activities with the Wells Fargo Bank business units for all lines of insurance at Wells Fargo Insurance Services. He will work with the regional managing director and office managing directors for achieving sales, retention and budget goals for the Southeast region. He will also be involved in developing sales strategies, goals and objectives and for cross selling efforts with regional team members.

"Paul's strong relationships with his customers have positioned him well for his sales efforts at Wells Fargo Insurance Services," said Julian Smiley, regional managing director, Wells Fargo Insurance Services' Southeast region. "His leadership will be a great asset and resource for our operations."

Lazar began his career as a CPA with Ernst & Young. He spent the last three years in finance and sales leadership with Integro USA, Inc. in Atlanta. Prior to that, he spent a number of years with Marsh & McLennan in New York and Atlanta. Lazar is currently on the Board of Financial Executive International (EFI) and serves as the membership committee chairman. He is also a member and founding sponsor of the ATI Financial Executives Forum for chief financial officers and a member of the Atlanta Chapter of the Financial Executives Networking Group.

Lazar earned his bachelor's degree in accounting from Binghamton University in Binghamton, N.Y. and his master of business administration in finance from Kennesaw State University in Atlanta, Ga.

About Wells Fargo Insurance Services

Wells Fargo Insurance Services, Inc. is the fourth-largest insurance brokerage in the world and the largest bank-owned insurance brokerage in the United States, with more than 200 offices in 37 states. Its 9,600 insurance professionals place more than \$15.5 billion of risk premiums with expertise in property, casualty, benefits, international, personal lines and life products. For more information about Wells Fargo Insurance Services, visit www.wellsfargo.com/wfis.

Wells Fargo & Company is a diversified financial services company with \$1.3 trillion in assets, providing banking, insurance, investments, mortgage and consumer finance through more than 10,000 stores and 12,000 ATMs and the internet (wellsfargo.com) across North America and internationally.

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