

Lew G. Kachulis

President

Contact Lew

Office: 724.342.6832

Sharon, PA

30 East State Street,
Sharon, PA 16146

Titles & Credentials

CCPU, CIC, CWCA, MBA

Industries & Practices

- Property & Casualty Insurance
- Risk Management
- Employee Benefits
- Workers' Compensation
- Safety & Loss Control

Education

University of Michigan -
- B.A., Economis (1984)

Case Western Reserve University -
- MBA (1988)

Professional Affiliations

Board Member / Involvement:
- American Cancer Society
- Buhl Park Corporation
- Buhl Community Recreation Center
- John XXIII Nursing Home
- Keystone Blind Association
- Penn-Northwest Economic Development
- Salvation Army
- United Way

Overview

Lew G. Kachulis graduated from the University of Michigan in 1984 with a Bachelor's degree in Economics. In 1988, Lew completed his Master's in Business Administration from Case Western Reserve University's WheatherheadSchool of Business. In 1997, Lew earned the CPCU (Charter Property Casualty Underwriter) professional designation. In 2006, he earned the CIC (Certified Insurance Counselor) designation.

Lew began his insurance career in 1984 with Westfield Insurance Companies. While at Westfield, Lew completed the company's marketing training program and worked in both the Personal and Commercial Lines Underwriting Departments. Lew was later promoted to the Internal Audit Department and worked with most of Westfield's departments. In 1988, Lew accepted a position as Premium Audit Supervisor with CNA Insurance in Chicago. Lew managed a group of auditors that audited CNA customers in five states.

In 1990, Lew joined Gilbert's Insurance Agency, Inc. as a Commercial Account Executive, where he has been helping employers by designing their property, casualty, and group benefits insurance coverages. Lew has been instrumental in positioning the agency to help employers reduce their losses with a strong loss control emphasis. The agency has helped employers evaluate their risk and find solutions to reduce that risk and in turn lower employers' insurance costs.

In December 2002, Lew and Gilbert's were featured on the cover of Rough Notes magazine, an international trade publication, in an article entitled, Change Spurs Growth in Pennsylvania. In November 2004, Lew was recognized as one of the "25 Most Innovative Agents in America" by The National Alliance for Insurance Education and Research.

Gilbert's innovative risk management approach has led to the creation of the following entities:

- SOS Consulting, established in 2000, is a safety consulting company that helps employers create a safer work environment.
- Synergy Claims Management Company, established in 2000, is a Third Party Administrator (TPA) that adjudicates workers' compensation claims for larger employers that are self-insured.
- Synergy Comp Insurance Company, established in 2006, is a workers' compensation insurance company.
- Monarch Risk Management, established in 2012, is another safety consulting company.

In April 2009, Rough Notes magazine featured Lew and Gilbert's again, this time to discuss how the agency formed a workers' compensation insurance company.
Along with Lew's professional career, he has been active in the community by serving on the following boards: American Cancer Society, Buhl Park Corporation, Buhl Community Recreation Center, John XXIII Nursing Home, Keystone Blind Association, Penn-Northwest Economic Development, Salvation Army, and the United Way.
Lew resides in West Middlesex, PA with his wife Nancy and four children -Sophia, Alex, Olivia, and Nathan.