

Larry J. Lineker

Executive Vice President



Lawrence (Larry) J. Lineker is the Executive Vice President for HUB International and has served on the Executive Management Team since 2004. As Executive Vice President of HUB, Larry has oversight for all M/A, Sales, Marketing, Risk and Specialty Strategies for HUB International.

Larry joined HUB in 1999 and has over 30 years of insurance industry experience. Previously, Larry served as President and Chief Executive Officer of the HUB International Canada region. He lead this operation in driving multiple years of strong organic growth and operational results resulting in this region being the # 1 performer for HUB International during his tenure.

Larry also previously served as the first Chief Sales Officer for HUB from 2004 to 2012. He was responsible for coordinating HUB International's sales efforts in driving HUB's organic growth strategies through a team of regional sales leaders, sales and account executives across the United States, Canada and Latin America.

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Clark Wormer

Managing Director, Mergers & Acquisitions



Clark Wormer is the Managing Director of Mergers & Acquisitions for HUB International Limited where he is responsible for corporate development for all of HUB in the US and Canada. This includes oversight of the team responsible for identifying potential targets, developing and negotiating deal structures, analytics and modeling, due diligence and execution of transactions.

Since 2005, he has led more than 800 transactions for HUB International totaling over \$2 billion in acquisition revenue.

Additionally, Clark was essential in taking HUB private in June 2007 in the \$1.9 billion transaction with Apax Partners and Morgan Stanley and then was instrumental in the \$4.4 billion recapitalization with Hellman & Friedman in October 2013.

Prior to joining HUB Clark worked for Equity LifeStyle Properties, Inc., a Sam Zell Corporation, where he maintained oversight of the financials of the company while reporting directly to the Chief Operating Officer, who is now the Chief Executive Officer of the firm.

Clark has a BS in Finance from Miami University and an MBA from the Kellogg School of Management at Northwestern University.

Clark currently resides in Elmhurst, IL with his wife Lisa and their two children.

Learn more about HUB M&A



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Daniel Morrison

Senior Vice President, Mergers & Acquisitions



Daniel Morrison is a Senior Vice President of Mergers & Acquisitions for HUB International Limited where he is responsible for overseeing and driving M&A results for all of HUB International and being a relationship manager in the process. This includes developing strategies, identifying and meeting potential targets, determining the strategic fit of potential partners, developing, negotiating and underwriting deal structures, analytics and modeling, due diligence and oversight on the execution of transactions. Daniel works very closely with our local Hub leadership teams to develop and execute on unique strategic growth plans via acquisition.

Daniel joined HUB in 2010 on the Corporate Finance Team, focusing on acquisition due diligence. In 2011, Daniel transitioned to a role as the Corporate Accounting Manager for the better part of three years. During this time, Daniel focused on special projects, several debt and equity transactions, overseeing the monthly financial closing process and playing an integral role in the \$4.4 billion recapitalization with Hellman and Friedman in October 2013.

Daniel joined the M&A group in July 2014. In that time, HUB has closed over 400 deals and acquired approximately \$1.4 billion of revenue.

Prior to joining HUB, Daniel spent four years at KPMG where he led many projects, including the annual audit of a large public SEC client. Daniel has a BS and Masters in Accountancy from the University of Illinois Urbana-Champaign.

Daniel currently resides in Elmhurst, IL with his wife Ashely, his son Jack, his daughter Mila.

Learn more about HUB M&A



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Ryan McManus

Vice President, Mergers & Acquisitions



Ryan McManus is the Vice President of Mergers & Acquisitions for HUB International Limited where he is responsible for driving and supporting the M&A process for all of HUB International. This includes identifying potential targets, developing and negotiating deal structures, analytics and modeling, due diligence and execution of transactions. Ryan also works closely with the corporate and regional finance teams to better understand transactions terms and stream line the integration process.

Ryan joined HUB in 2007 as an Internal Audit Manager working under the CFO, supporting corporate finance and the M&A team. He joined the M&A group in October 2010. In that time HUB has acquired over \$800 million of revenue.

Prior to joining HUB, Ryan worked for Motorola where he led many international projects as part of the Enterprise Risk Management team, utilizing the six sigma methodology. He also worked on several of the companies buy-side transactions, including the largest of which was the acquisition of Symbol Technologies in 2006 for \$3.9 billion. Ryan is six sigma green belt certified.

Ryan has been involved with numerous charity organization including a board seats with Thresholds the largest provider of mental healthcare in the state of Illinois. Ryan has a BS in Finance from Louisiana State University

Ryan currently resides in Chicago, IL with his wife Jen and their two children.

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Linda DelPonte, CPCU

Vice President, Mergers & Acquisitions



Linda provides leadership in our Mergers & Acquisitions team, both in diligence and integration of our new firms. As an insurance professional, Linda gained knowledge and experience through hands-on field positions, beginning as a file clerk for Transamerica, up through her leadership as COO of a large New England brokerage firm. As her career progressed, her unique background led to consulting opportunities with other firms, including Quality Reviews for PAR, Ltd, and Assurex partners. After joining Hub in 2007, Linda has demonstrated her ability to assist our sellers through what is often an arduous journey from choosing Hub to becoming an integral part of the firm.

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Rachel Small

Sr. Manager, M&A Implementation



Rachel Small is the Sr. Manager, M&A Implementation for HUB International Limited where she is responsible for facilitating the transition of each acquisition; from the beginning of the due diligence phase to post-close integration. Her primary responsibility is to ensure a smooth transition for new acquisitions and serve as a central “liaison” for the various parties involved in every transaction.

Since 2005, HUB has completed more than 800 transactions totaling over \$2 billion in acquisition revenue.

Rachel joined HUB in 2013 as an Executive Assistant to Rick Gulliver (Founder) and the M&A team. Her role quickly transitioned to M&A Project Manager in 2015 where she focused on implementing various process improvement measures; further supporting HUB’s growth through mergers & acquisitions. In 2022, Rachel transitioned into her current role as Sr. Manager, M&A Implementation.

Rachel currently resides in Chicago, IL with her husband Justin and their two Boxer dogs; Royce & Magnus. In her free time, she enjoys Pilates, golfing and boating.

Learn more about HUB M&A



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Ian Cole

Senior Manager, Mergers & Acquisitions



Ian Cole is a Senior Manager of Mergers & Acquisitions for HUB International Limited where he is responsible for effective delivery of the entire M&A deal continuum across the US and Canada. Ian is responsible for leading due diligence, ratifying valuation, maintaining the client relationship and oversight of the day-to-day deal process; ultimately leading to successful closing of transactions.

Ian joined HUB International in April 2021 and has played an integral part in the Company's M&A success. Prior to joining HUB Ian gained an extensive background in audit and transaction advisory, servicing the Company in both capacities.

Ian has a BS in Accounting & Finance from Indiana University, and currently resides in Barrington, IL with his family.

Learn more about HUB M&A



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Danielle Vovos

Senior Manager, Mergers & Acquisitions



As part of the corporate M&A team at HUB International, Danielle Vovos manages the chain of events between the signing of LOI and closing the transaction. She is committed to driving a transparent and well-coordinated process for everyone involved, especially HUB's new M&A partners as they navigate the deal closing experience. Since joining the M&A team in 2020, Dani has facilitated transactions for over 75 agencies in insurance, benefits, retirement, and private wealth management.

Danielle first joined Hub in 2016 as part of the Internal Audit group. Drawing from a background in public accounting, Danielle's first big assignment was to build a comprehensive audit model around a newly deployed shared-service center. Today, the Hub Financial Center is an integral part of the organization, providing a full suite of accounting services to all Hub agencies.

Danielle has a bachelor's degree in accounting from Illinois State University and currently resides in her native city of Chicago. In her free time, she enjoys reading, travel, and volunteering with local groups such as the Anti-Cruelty Society, Habitat for Humanity, and iMentor Chicago.

Learn more about HUB M&A



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Tom Glassgow

Senior Analyst, Mergers & Acquisitions



Tom Glassgow is a Senior Analyst of Mergers & Acquisitions for HUB International Limited, where he is responsible for supporting the M&A process for all of Hub International. This includes identifying potential targets, tracking and reporting of strategic pipeline, analytics and modeling, deal structuring, and due diligence of transactions.

Tom joined HUB in 2019 as a member of the M&A team, and since joining the M&A team, HUB has closed over 220 transactions for over US\$770M in acquired run rate revenue.

Prior to joining HUB, Tom completed a rotational program as an Analyst with Aon. During the program, he held roles within US Retail FP&A and Corporate Development, where he supported transactions with a combined value of \$1.65B.

Tom graduated from Indiana University's Kelley School of Business with a Bachelor of Science degree in Finance and resides in Chicago.

Learn more about HUB M&A



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