

What is your job/role in the industry?

- Susan's role is an Area Executive Vice-President and National Director of Contract Surety. Contract surety is

What are the barriers and obstacles of being a woman in her field?

- While Susan recalls never having really been stopped by any barriers. However, one challenge that Susan faced was the fact that she hadn't gone to business or law school before entering the industry (even though she needed to know the basics of both for her job). So, she studied relentlessly and eventually got her CDCU designation, which gave her the basics. She then soaked all of the information she could. Moreover, another challenge that Susan faced, specifically in Tennessee, was the fact that she had to be careful as a woman sitting with a lot of men during dinners to decide construction contracts.

What is the most important thing her career has taught her that could help young females today?

- In her response Susan pointed to the importance of knowing that you can do anything you set your mind to, and that if you want something badly enough, you just need to go for it.

In her opinion, how could the industry benefit from having more women?

- Susan believes that women are smart and have so much to offer; that they have a different perspective that could greatly improve projects and the industry in general.

What type of mentorships and internships are offered to young women who want to join her company (Arthur J. Gallagher & Co.)?

- Her company has more than 100 interns around the country (closer to even 400 or 500), and there are application forms on their website to apply for such internships. Additionally, Susan would be more than happy to connect people looking for internships to people in the company living in their area.

What are a few of the biggest misconceptions about being a woman and working in the industry?

- Susan has noticed that one of the biggest misconceptions of being a women in the industry is the idea that women can't do it; that they don't have what it take. However, Susan points to the fact that there are a lot of women working in construction companies in senior roles and in the field, so this misconception couldn't be further from the truth.

What has motivated her the most throughout her career?

- Susan has always wanted to do something that was meaningful and contributonal. Now, as she drives around and sees a project that one of her customers built, she gets a sense of pride and accomplishment knowing that she has helped in those projects which help a lot of people.