

# Mark McCrary

## President



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Mark McCrary is President of Glatfelter Public Practice (GPP), a division of Glatfelter Insurance Group located in York, Pennsylvania. With responsibility for the division's profitability, Mark oversees the sales and marketing operations of GPP with a keen focus on strategic distribution relationships. He is a seasoned insurance professional of more than 20 years with experience in public entities, sales and marketing and business development across multiple product lines.

In 2009, Mark joined GPP as Territorial Sales Manager. Prior to becoming a Glatfelter associate, Mark served in senior positions for a range of insurance entities. He was senior vice president and national sales manager for a property and casualty specialty insurer where his focus was on development across multiple product lines. As regional vice president for a national network, Mark marketed 40 Managing General Agencies (MGA) with 500-plus products and services to agents and brokers.

Earlier in his career, Mark served as vice president, marketing for an MGA focused on specialty programs. He began his insurance career on the retail side with a top 50 brokerage and consulting firm in the northeast.

Before entering the insurance world, Mark served in the United States Army as an infantry officer for nearly 10 years. He earned the Associate in Claims (AIC) and Associate in Risk Management for Public Entities (ARM-P) designations from the Insurance Institute of America and is a graduate of Dickinson College in Carlisle, Pennsylvania.

Glatfelter Public Practice is a premier public entity program manager. We provide insurance and risk management solutions for over 4,000 public entities including those who treat, store and distribute water and wastewater; municipalities and miscellaneous public entities; public, private and charter educational institutions, and school bus contractors.

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