



361 Delaware Ave, Buffalo, NY 14202
(p) 716.849.8618 | (f) 716.849.8291



For Immediate Release

Media Contact: Charlie Riley

716.849.8695

criley@lawleyinsurance.com

Lawley Launches New Life Science Insurance Practice with Addition of Jose Carbajal and William DeStefano

Top 100 Insurance Broker creates industry specialty with newly acquired expertise servicing life science and biotechnology companies across New York, New Jersey and Connecticut footprint

Buffalo, NY (May 31, 2017) – [Lawley](#), one of the largest independent insurance brokers in the United States according to [Business Insurance](#), formally announces the launch of its life science insurance practice, led by life science veterans [Jose Carbajal](#) and [William DeStefano](#). The team will be based out of Lawley's Florham Park, NJ office and service Lawley life science clients across the U.S.

The enhanced focus on this sector will offer specialized insurance and risk management solutions tailored to life science and associated industries including hospitals, academic medical centers, biotechnology companies and universities.

"I am excited to welcome these two very qualified individuals to Lawley's team. Utilizing Jose and William's expertise in life science insurance will be a valued asset for clients of all of our branches across the East Coast," stated [Tom Sachs](#), Lawley Partner.

Lawley's life science insurance team will provide clients guidance on a full spectrum of risks, including, but not limited to clinical research, product liability, professional liability, directors and officers liability (D&O) and medical malpractice.

Carbajal joins Lawley with over 15 years of experience, which has ranged from developing risk management solutions for emerging research and development companies, to those with an international footprint and commercially available product. Most recently, he served across various positions at large insurance brokerage firms. Carbajal is a graduate of The Pennsylvania State University.

DeStefano brings more than 10 years of insurance experience to Lawley, previously working as a claims adjuster, account manager and senior account executive serving Fortune 1000 customers throughout the U.S. A Fort Lewis College graduate, DeStefano accumulated experience working as part of an elite sales team at one of the largest third-party administrators among other insurance brokers.



Both Carbajal and DeStefano are active in the life science community as members of BioNJ, New York Bio, PABio, the New Jersey Technology Council (NJTC) and more.

For more information on Lawley's life science insurance offering, visit our [life science insurance page here](#).

About Lawley

Lawley is a privately-owned, independent regional insurance firm specializing in property, casualty and personal insurance, employee benefits and risk management consulting and ranked among the 100 Largest Insurance Brokers in the U.S., according to Business Insurance magazine.

For over 60 years, Lawley's team of more than 375 associates have developed customized property, casualty, surety and benefits insurance programs for businesses and municipalities of all sizes along with personalized protection for individuals and their families. Lawley is recognized as one of the Best Places to Work nationally by [Business Insurance](#) and [Buffalo Business First](#) along with recognition as a Top Workplaces by the [Rochester Democrat & Chronicle](#).

Headquartered in Buffalo, NY, Lawley has branch offices across New York in Amherst, Batavia, Fredonia, Melville, Purchase and Rochester along with Darien, Connecticut and Florham Park, New Jersey. To find out more, visit [lawleyinsurance.com](#).