October 2017 Spotlight

Member Spotlight: Andrew (Andy) Titen

Company: Bisk

Title: Senior Advisor to the Chairman

Length of FEI membership: 9 months

Tell us a little bit about your career, educational/professional background and how you got to where you are today.

I graduated from the University of Central Florida (UCF) with a degree in Accounting and have spent the bulk of my career with Bisk. I was introduced to the founder of the company, Nathan Bisk, during my last year at UCF. The company was known as the National Group/Totaltape back then and one of my accounting instructors was teaching in their live CPA Review program. My instructor knew I would be sitting for the CPA exam before I started my job at Price Waterhouse (now PricewaterhouseCoopers) and suggested that I take the Totaltape CPA Review course and become a student assistant.

I accepted her offer and quickly met Mr. Bisk who wanted to know everyone who was associated with his new company. I subsequently passed the CPA exam and spent the next 11 years in public and private accounting. This provided good experience, but I realized that my true calling was finance. So, I started looking for a CFO position. Much to my surprise Mr. Bisk had grown his CPA Review/CPE business and was now looking for a CFO who would also help him move his company from Gainesville to Tampa. We reconnected through an ad in the newspaper and I become the company's first CFO.

This began a 30-year relationship with the company that took me from CFO to CEO and now Senior Advisor to the Chairman. It has been an incredible journey and I have been fortunate to have helped the company grow from being a 60-person CPA Review/CPE Provider to a 750-person Online Program Management company that helps universities develop, market, recruit and enroll students in their online degree and certificate programs.

What do you love most about working as a financial executive?

My business experience and financial expertise have allowed me to effectively contribute to the growth and profitability of the company, which I have thoroughly enjoyed.

What is your best networking tip?

My best networking tip is to plan ahead. Study the attendee list and determine which people you want to meet before the event starts.

How did you discover your passion for finance?

I have always liked business and was turned on to finance and accounting by Marilyn Bush, my Intermediate Accounting instructor at the University of Central Florida.

What are some of your personal hobbies outside of finance?

I enjoy early morning walks, spending time with family and friends, and traveling.

Sponsor Spotlight: Brian Hanrahan

Company: Aon

Title: Vice President

Length of FEI sponsorship: 10 years

FEI leadership involvement (past and present): Membership Committee, Programs Committee, Sponsorship Committee

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Tell us a little bit about your career, educational/professional background and how you got to where you are today.

My undergraduate degree is in Law & Justice from Glassboro State College. I also have an MBA in Management from Rowan University. I am fortunate to have a very diverse background as it pertains to risk and human capital in the insurance industry. I have worked for one of the largest insurance companies, where I was involved in investigating claims, underwriting risk, loss prevention and finally representing all of these facets through business development. I worked for, at the time, the 7th largest private agency in the country leading their middle market in Philadelphia/South Jersey, as well as the two largest insurance consulting firms, currently the leader in the industry - Aon. It is rare to find a consultant with this broad of an industry experience, having the ability to speak from a carrier, agency, and consulting firm perspective on property & casualty and benefits.

Do you think it takes a certain kind of personality to thrive in your field? What traits are most important?

By definition I am in business development, but I do not consider myself to be selling in any way. I have a pure and genuine passion for how Aon impacts risk and human capital objectives when consulting with corporations, allowing me to have an unbreakable confidence and strong demeanor. I believe you should be true to others, that you are stronger together than on your own, and success and good fortune will come to those that help others. Honesty, professional persistence, and the ability to be engaging in a truthful manner are personality aspects needed to thrive in general.

What is your best networking tip?

Be yourself and help others before yourself. When speaking with individuals, give them meaningful and appropriate time to find a connection, there's always at least one. Your goal should never be to meet as many people as you can, but to meet people that will broaden your understanding through what they do, what they need, and who they are; making you a more well-rounded individual.

Why does your company sponsor FEI Tampa Bay Chapter?

Finance is involved in many, if not all insurance-related topics, whether purchasing, claims, contracts, or analyzing financial options. Being a part of FEI Tampa Bay allows Aon to be a resource to the finance members when or if the need arises for any and all aspects of risk, human capital and retirement.

What are some activities you participate in to advance the profession or your career?

I am fortunate to participate in areas/groups that I enjoy and can help me in my career, but mainly help others. I enjoy connecting dots, and outside of FEI I do that a lot, as many know. 10ACIOUS is a group I founded with nine other like-minded, executive consultants to help others in Tampa, Sarasota and Orlando. I am also involved in ACG, fiCFO, SuncoastHR, HR Tampa, Leadership Tampa Class of 2014, Leadership Tampa Alumni, Tampa Chamber Mentor Program, After School All Stars, Jesuit Dads' Club, Men of Espiritu Santo, West Central Florida Healthcare Human Resources Association, Goodwill Ambassadors, Metropolitan Ministries, The Florida Aquarium- SeaGrapes, the University of Tampa's Board of Fellows and Rowan University's Advisory Board for the Rohrer College of Business.