

Clark Wormer

Managing Director, Mergers & Acquisitions



Clark Wormer is the Managing Director of Mergers & Acquisitions for HUB International Limited and serves as a member of the Executive Management Team. Clark is responsible for corporate development and oversees the team responsible for identifying potential targets, developing and negotiating deal structures, analytics and modeling, due diligence and execution of transactions.

Clark joined HUB in 2005 and since 2018, he has led HUB's M&A team and has been involved in more than 800 transactions totaling over \$2 billion in acquisition revenue.

Among Clark's accomplishments include taking HUB private in 2007 in the \$1.9 billion transaction with the private equity firm Apax Partners, the \$4.4 billion recapitalization with Hellman & Friedman in 2013 and the \$4 billion recapitalization with Leonard Green Partners in 2023.

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.

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Ryan McManus

Senior Vice President, Mergers & Acquisitions



Ryan McManus is the Senior 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 Winnetka, IL with his wife Jen and their two children.

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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 500 deals and acquired approximately \$2.0 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.

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Danielle Vovos

Associate Vice President, Mergers & Acquisitions



As part of the Mergers & Acquisitions team at HUB International, Dani works across the organization to identify, engage, and drive the acquisition process forward. She is committed to delivering a transparent and coordinated experience for everyone involved; especially for new partners as they navigate the M&A process.

From a background in public accounting, Dani joined HUB in 2016 and has since facilitated transactions for 150+ firms in insurance, employee benefits, and financial advisory services, with a focus on building HUB's retirement & private wealth practice through M&A.

Outside of work, Dani is Chairperson of the Chicago Habitat for Humanity Associate Board and enjoys travel, music, and spending time with her family.

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Dan Webster

Associate Vice President, Mergers & Acquisitions



Dan Webster is an Associate Vice President of Mergers & Acquisitions for HUB International Limited responsible for leading and coordinating Due Diligence efforts, overseeing valuation confirmation, and driving post-Due Diligence negotiations. Dan works closely with our local HUB leadership teams to drive successful execution of M&A transactions.

Dan joined HUB in January 2023 after ~12 years with Allstate. At Allstate, Dan split time between Corporate Strategy, Corporate Financial Planning & Analysis and Corporate Development; including executing the successful acquisitions of National General (\$4.0B) and SquareTrade (\$1.4B).

Dan earned a B.S. in Quantitative Economics from Miami University of Ohio and currently resides in the Bucktown neighborhood of Chicago.

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Collin Roto, CFA

Manager, Mergers & Acquisitions



Collin Roto is a Manager of Mergers & Acquisitions for HUB International, where he is responsible for supporting the M&A process from the LOI phase to transaction close. He oversees due diligence, confirms valuation, maintains the relationship with the Seller, and monitors the day-to-day deal process; ultimately, leading to a successful close of the transaction.

Collin joined HUB’s M&A team in 2024. In that time, HUB has closed over 70 deals and acquired approximately \$320 million of revenue.

Prior to joining HUB, Collin spent four years as an FP&A Analyst for Paylocity as well as four years with Miller, Cooper & Co., a public accounting firm, doing financial due diligence in the Transaction Advisory Services team. In his time with Miller, Cooper & Co., Collin performed financial due diligence procedures on over 80 M&A transactions for HUB International.

Collin has degrees in Economics, Mathematics, and Statistics from the University of Illinois at Urbana-Champaign. He also holds the Chartered Financial Analyst (CFA) designation.

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Tom Glassgow

Manager, Mergers & Acquisitions

in Tom Glassgow

ABOUT ME

Tom graduated from Indiana University's Kelley School of Business with a Bachelor of Science degree in Finance. He currently resides in Arlington Heights, IL with his wife Jaclyn.

PROFESSIONAL EXPERIENCE

Tom Glassgow is the Manager of Mergers & Acquisitions for Specialty Program Group, where he is responsible for supporting the M&A process for all of SPG. This includes identifying potential targets, tracking and reporting of strategic pipeline, analytics and modeling, negotiating and underwriting deal structures, 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 400 transactions for over US\$1.5B 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.

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.

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.

Since joining the M&A team in 2013, HUB has completed more than 750 transactions totaling over \$2.5 billion in acquisition revenue.

Rachel currently resides in the Lakeview neighborhood in Chicago, IL with her husband Justin and their Boxer dog; Magnus. In her free time, she enjoys Pilates, golfing and boating.

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Xavier McKinley

Manager, Mergers & Acquisitions



Xavier McKinley is a Manager on the Mergers & Acquisitions team for HUB International. He is responsible for supporting ongoing acquisition efforts and the broader M&A process of Hub International. This includes identifying potential targets, deal structuring, due diligence, and managing the chain of events between the signing of LOI and closing of transactions.

Xavier joined HUB in July 2025 as a member of the M&A team, and since joining the M&A team has supported efforts in the US and Canada. Prior to joining HUB, Xavier spent over three years with TPG Twin Brook Capital Partners, a Chicago-based private investment firm, focused on private credit investments in sponsor-backed companies. Prior to that, Xavier spent two years with Bank of America supporting large corporate M&A transactions.

Xavier graduated from North Carolina State University's Poole College of Management with a Bachelor of Science in Business Administration, concentration in Finance, and resides in Chicago.

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Dillon Hoey

Mergers & Acquisitions Analyst



Dillon Hoey is an Analyst on the Mergers & Acquisitions team at HUB, where he supports the M&A process. His responsibilities include financial modeling and analytics, structuring offers and earnouts, developing pro formas, and overseeing pipeline management.

Since joining HUB in 2023, Dillon has contributed to the firm’s M&A efforts during a period in which the team completed over 160 acquisitions, representing more than \$635 million in acquired run-rate revenue.

Prior to joining HUB, Dillon was an Analyst at Stout. He holds both a Bachelor of Science and Master of Science in Finance from Indiana University’s Kelley School of Business, where he was a four-year member of the varsity wrestling team. He currently resides in Chicago, IL.

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Rachael Ballas

Associate Project Manager, M&A



Rachael Ballas is the Mergers & Acquisitions Associate Project Manager for HUB International Limited where she is responsible for facilitating the transition of each acquisition through due diligence. 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 joining the M&A team in 2022, in that time, HUB has closed over 200 deals and acquired over \$860 million of revenue.

Rachael currently resides in Chicago, IL.

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