

Steve Zajc, CPCU

Regional Director, Business Development

262-787-7528

Steve.Zajc@UnitedHeartland.com



Steve joined United Heartland in 2011 as regional director. With more than 20 years of combined agency and workers' compensation insurance experience, he has a proven track record of building profitable business and strong partnerships. Steve has expertise in many of the core industries we serve including, education, construction, health care, long-term care, manufacturing, retail, social services and wholesale business. Additionally, he has experience with guaranteed cost and loss sensitive programs.

Previously, Steve held management and underwriting positions at Frank Haack & Associates/HRH/Willis, Argonaut Insurance, HIH Insurance, R&R Insurance, EBI Companies and Aetna.

Steve holds academic degrees in risk management and insurance, and finance from the University of Wisconsin, and has earned his Chartered Property Casualty Underwriter (CPCU) designation.

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