

**Barbara Benson**  
**Vice President**  
**Financial Consulting**

Barb Benson Grinnell is a Vice President in Risk Solutions for Willis of Illinois. She provides a variety of financial analyses to clients and prospects in an effort to better quantify and evaluate alternative risk financing mechanisms. These consulting projects include loss, variability and retention analyses, as well as cost of risk allocations and remaining liability projections.

Prior to joining Willis, Barb was the manager of the Financial Risk Management Division of two national brokers over the course of the last 14 years. In this position, she provided analyses for clients in many different industries, but specialized in the retail, manufacturing and service-related industries.

Barb has a master of business administration degree with a concentration in finance from Georgia State University and a bachelor of science degree in marketing from Louisiana State University. She has made many presentations at the national RIMS convention, regional RIMS meetings and PRIMA conventions on Risk Financing, Cost of Risk Allocations, Modeling Cash Flow Programs, and Accounting Issues for Risk Managers.