

OUR STAFF

Julie Brown, President

Kristin Hinds, Talent Manager / Recruiter

Sharlene Theakston, Customer Service Manager / Staffing Coordinator

Leticia Hardin, Talent Manager / Recruiter

Michelle Castro, Operations Manager



**Julie Brown, CAC, CSP
President**

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Julie Brown is the President of San Diego Insurance Staffing (SDIS). She started SDIS in 1995 and specializes in placing temporary and direct hire employees throughout Southern California for the insurance and financial services industries.

Julie is a California Licensed Fire/Casualty Agent and a Certified Staffing Professional. She is a member of the American Staffing Association (ASA) and California Staffing Professionals. She is the Past President and current Treasurer of the San Diego Chapter of California Staffing Professionals and is the Director for the San Diego Chapter on the state board. She is active in San Diego Insurance Women and PWI, where she has served numerous roles including President. She actively participates as a member of the Independent Brokers and Agents of San Diego, and the Risk Insurance Management Society (RIMS) San Diego Chapter. In 2008, Julie was asked to join the steering committee of the San Diego Chapter of the Insurance Industry Charitable Foundation (IICF). She also teaches insurance and personal development classes to clients and industry organizations.

She has been recognized with numerous awards, including SBA's "Women Owned Business of the Year for San Diego and Imperial Counties", "Employer of the Year" by the San Diego Workforce Partnership, "Women Who Mean Business" Award from the San Diego Business Journal, "Insurance Woman of the Year" from PWI, "Associate Member of the Year" by the Independent Brokers & Agents of San Diego, and the Career Sponsorship Award by the OPT Program at Grossmont College for her dedication to educate young people about the insurance industry.

Prior to founding San Diego Insurance Staffing, Julie spent more than 12 years in insurance both at carrier and agency level in Southern California and North Carolina. From sales and customer service in both personal and commercial lines, to operations manager, Julie learned the insurance industry. She is a native of San Diego, married with 2 children, a daughter and a son, and enjoys camping, reading, and attending her kid's athletic events. She has a Bachelor of Arts degree in Sociology and a minor in Economics from the University of California at San Diego. During race season she can be found every other weekend at Barona Speedway watching her son and husband racing dwarf cars!

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**Kristin Hinds, CAC, CSP
Talent Manager / Recruiter**

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Kristin started her career with San Diego Insurance Staffing (SDIS) in 2002 after working for State Farm Insurance for over seven years in Sales and Service of Property/Casualty insurance. She holds a CA Property/Casualty and Life insurance license. Kristin earned her Bachelors degree in Spanish / Public Administration from San Diego State University. She holds both the California Accredited Consultant (CAC) and California Staffing Professional (CSP) certifications and she is currently studying for her Professional in Human Resource (PHR) designation.

Kristin works in an Account Management and Recruiting role for SDIS. Her strength is placing quality candidates quickly and maintaining strong client relationships. She extends job offers to candidates and manages contract employees on assignment with insurance companies and agencies. Kristin is responsible for business development and marketing of SDIS' staffing services. She also enjoys working with candidates to find the right job match to expand their careers. Kristin is a member of various insurance associations such as San Diego Health Underwriters and San Diego Insurance Adjuster's as well as the National Association of Society of Human Resource Management (SHRM).

Kristin loves to travel, snowboard and spend time outside.

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**Sharlene Theakston, CAC, CSP
Customer Service Manager / Staffing Coordinator**

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Sharlene has been with San Diego Insurance staffing since 1998. She is most passionate about recruiting, helping candidates find a successful career in Insurance, and assisting clients with finding the top talent they are seeking. Currently, Sharlene works as a Customer Service Manager / Staffing Coordinator. She evaluates applicants on their skills, education, work history, personality and salary requirements. She also works with clients to assist them in their search for applicants that have the experience and skills they are seeking for their office. As a Customer Service Manager, Sharlene assists with the management of the SDIS staff. She works as a Mentor and Coach to help the team reach successful sales and customer service goals. With a positive and nurturing approach, Sharlene is definitely qualified to handle tough client situations. Her motto is, "The customer is always right!" Sharlene is an active member of Professional Women in Insurance, California Staffing Professionals and the American Staffing Association. She is trained in Sexual Harassment and CA Employment Law (FMLA, Meal & Rest Periods, Exempt & Non-Exempt Employees, etc.)

Sharlene was born and raised in San Diego, CA. She enjoys riding her Razor-S in the desert and spending time with her husband, step-daughters and two Labrador Retrievers.

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Leticia Hardin, CAC, CSP
Talent Manager / Recruiter

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Leticia entered the staffing world in 1998 and has since then been passionate about her work and in helping people. She is Bilingual Spanish, a Certified Staffing Professional, California Accredited Consultant and has attended numerous Staffing seminars and workshops. She is committed to building valuable relationships and providing a positive experience. She joined the SDIS team in 2006 after relocating to San Diego from the Desert area where she worked as a Sr. Staffing Coordinator for another staffing agency. Her previous experience adds to the talented staff currently employed at SDIS and brings fresh ideas to the forefront. She currently contributes to staffing operations through amplifying candidate pipelines, competitive research, and complex searches for key or hard-to-fill positions.

Leticia enjoys spending time with her husband and kids, the beach, camping, fishing, including a newly added hobby of becoming a fitness guru and physical training.

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Michelle Castro, CAC, CSP
Operations Manager

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As the Operations Manager of San Diego Insurance Staffing (SDIS), Michelle is responsible for coordinating the operations of the company ensuring organizational effectiveness, providing leadership, and managing the company's financial functions to include Payroll, Accounts Payable, and Accounts Receivable. She contributes to the development and implementation of organizational strategies, policies and practices. She administers employee benefits to include health/medical, life, dental, and 401(k); processes unemployment and workers compensation claims; and works as the primary Network Administrator troubleshooting computer and server issues, maintaining the company's databases, installing software, and updating the company's website. She also handles marketing and advertising to include designing and processing print and email advertisements for both clients and candidates. Michelle has been with SDIS since 1997, has an in depth knowledge of CA Employment Laws, is a Certified Staffing Professional, is an active member of the American Staffing Association, and assists with the company's multiple insurance-industry projects for organizations such as Professional Women in Insurance. Her easy-going personality coupled with her analytical thinking and competitive nature helps SDIS in keeping up with technological advances within the staffing industry.

From sunny California to mountainous Colorado to the swamplands of Louisiana and overseas to the green lands of Germany, Michelle is a true military brat. She has traveled quite a bit over the years, but now calls San Diego home. This is where she raises her daughter and their loveable Boxer/Rhodesian Ridgeback dog.

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