

Carol Lynn Upshaw

President; Precipice Group, Inc.

Professional Background

President; Precipice Group, Inc. and Precipice Strategies, LLC are a new concept in insurance brokerage and professional management services firms specializing in employee benefits and company performance solutions for small, midsize and large Fortune 500 employers and public sector entities. Strategic solutions include Insurance Brokerage, Strategic Employee Benefits, C-level Business Consulting and Corporate Turnarounds and Restructurings. www.precipicestrategies.com. Precipice is an independent and minority-woman owned business enterprise, certified by the Woman's Business Enterprise National Council (WBENC). WBENC is recognized as the premier certification by global corporations, as well as government employers, in corporate supply chain vendor diversity and initiatives.

Prior to co-founding Precipice Group, Inc., Carol Lynn successfully founded and managed Upshaw Lending Professionals, LLC, a boutique brokerage firm that provided customized mortgage solutions specific to each client's needs. Carol Lynn built her business solely on referrals and grew it to \$80M in sales within the first five years. With more than 20 years of management experience, she has continuously been one of the Top Mortgage Brokers in Georgia. In fact, the Georgia Association of Mortgage Brokers has ranked Carol Lynn in the "Top 10" individual brokers and the company as well over the last 10 years. Carol Lynn most recently took the opportunity to transition her successful brokerage business expertise into the insurance industry to help client's achieve significant cost savings and dramatically improve client support and customer service.

Education

Carol Lynn received her Bachelor's degree from the University of Georgia. She is currently a Licensed Agent in Life, Accident and Sickness Insurance in the State of Georgia.

Outreach & Community Service

Carol Lynn is a frequent guest on Wes Moss's radio show, "*Money Matters*" on WSB. She has been an advocate for *Visions Anew*, a care group for women in transition, and is a recognized speaker for the group. She also has served on the board of several Atlanta charities such as, *Rainbows*, *The Kimberly Kim ALS Foundation*, *The Atlanta chapter American Cancer Society*, *The Steeplechase Committee*, and *the Cystic Fibrosis Foundation*.

