

# Heather Pegram



The **Balancing Act** of  
Upping Our **Risk Profile**

**HBI**

Director of Global Insurance Risk Management, **Heather Pegram**, develops and oversees our insurance risk strategy.

She can be found managing negotiations with brokers, issuing internal surveys, and translating our risk into savings.

Recently, the team has focused on how continuous improvement is tracked by providing our facilities with a scorecard that outlines their report and challenges the team to be even safer to improve our risk profile.

“I can’t say that we ever level out and plateau. That’s not my mindset whatsoever. I’m always thinking ‘What’s next?’ It’s never sitting still, and there’s no typical day. That’s what I love about it,” Heather said.



Heather and the team annually travel to London, the birthplace of insurance, to meet with underwriters and tell the story of HBI. While helping insure our contents across the world, Heather has found how being a natural brand ambassador plays a big role in success.



Effectively presenting the company and fostering our reputation strengthens our relationships, which will always pay off.



# Insurance

Business Review

In her recent Insurance Business Review article, Heather coined “The Three Ts” of broker relationships: trust, transparency, and teamwork.

“Trust, because they represent you in the marketplace; transparency, because knowing your wins and areas of improvement is crucial for growth; and teamwork, because you get the best outcome when you work together.”

— Heather



## **Empowering Broker Relationships: A Client's Perspective**

Heather C. Pegram, Director, Global Insurance Risk Management, Hanesbrands Inc.





When she isn't protecting the balance sheet, Heather's hanging out with her family of three on their ten-acre farm.

As a horse girl, the family's pivot to barn life was a dream come true.





# What do you love about HBI?

“I admire the work we do in sustainability, and how we continue to be an ethical company.

Plus, who doesn't love the brands? We have some super fun products. I love my Hanes Absolute Socks.”

— Heather