



**Patrice Lafayette**  
**Assistant Vice President, Client Services**

Patrice Lafayette joined Roanoke Trade in 2007 and currently is Assistant Vice President, Client Services for Roanoke Trade's Western Division. Her technical expertise is concentrated in bonds, errors & omissions, and cargo insurance for the international trade and transportation community. Her current responsibilities include assisting the bond, underwriting, and marketing departments while cultivating and fostering client relationships in the Western region of the United States. As Patrice interacts with customers daily, she is responsible for managing these partnerships and providing support while seeking new business opportunities. In addition, Patrice is a contributor to the National Education Institute newsletter and has spoken at local industry events.

Insurance License

- California
- Non-resident Licenses:  
Washington, Hawaii, Oregon

Industry-Related Associations

- Brokers and Forwarders  
Association of Northern California  
(CBFANC)
- Los Angeles Brokers and Freight  
Forwarders Association (LACBFFA)
- Foreign Trade Association (FTA)
- Women in International Trade  
(WIT-LA and WIT-OC)
- National Customs Brokers &  
Forwarders Association (NCBFAA)
- Customs Brokers and Int'l Freight  
Forwarders Association of  
Washington State (CBIFFAWS)
- Columbia River Customs Brokers  
& Forwarders Association  
(CRCBFA)

As a licensed insurance broker in various states, Patrice is an active participant and member of numerous trade associations. Prior to joining Roanoke, Patrice gained insurance experience while working for a family-owned insurance agency specializing in small business, life and health insurance. She is a graduate of California State University Northridge and holds a Bachelor of Science Degree in Finance.

Roanoke Trade is a division of Roanoke Insurance Group Inc., specializing in insurance and bond solutions for international trade and transportation. Established in Chicago in 1935, Roanoke became a subsidiary of Munich Re and an affiliate of Watkins Underwriters at Lloyd's of London in 2008, and is the North American primary insurer of marine insurance and customs bonds for this worldwide organization. Roanoke Insurance Group employs approximately 200 employees across 10 U.S. locations with its focus on providing targeted insurance solutions backed by agile service and technology.

*I am committed to guiding our customers through the various ongoing changes in our industry and finding solutions to their individualized needs. I believe we achieve this through building long term relationships with our customers and always striving to exceed their expectations with both knowledge and service.*

- Patrice Lafayette