**Mark Jacobs, Founder/Principal**

*What makes you perfectly suited for your job?*

Well, I love my job, and as the saying goes, “if you love what you do for a living, then you never work a day in your life!” But beyond that, I am excited about our ability to reach new clients across the globe and help them maximize their insurance coverage and savings. Insurance is an exciting industry to work in, since it is constantly evolving.

*What moments in your professional history are you most proud of?*

I went from working in sales to creating a whole new model for an insurance company, then I was able to see that endeavor to fruition and now I’ve been able to watch it expand into the organization it is today. Even now, the company is set for additional growth and I am very proud of the core team of professionals we’ve developed, all of whom are working diligently with me to take the company to the next level.

*Why do you believe Hospitals International is the right place for you?*

International medical tourism is an industry experiencing incredible growth, and with that there is a new opportunity and unlimited potential—I always enjoy being in on the ground floor of a new opportunity. Plus, in my time building and leading Captive Alternatives, I’ve developed broad-based knowledge of both domestic and international regulations, which is essential as we work to expand the reach and potential of HIH.

*What makes healthcare a valuable pursuit for you?*

The truth is, I saw a need. Based on that need I created unique self-insurance structures for doctors to utilize alongside their medical malpractice insurance, and with that I achieved my overarching goal of saving physicians money and effectively expanded their coverage. Today, I’ve been able to help form and manage more than 200 captive insurance companies, all of which are furthering that goal to assist physicians and help them maintain their success.