



Ronnie O'Dell Joins Work Comp Now as Partner, Named Chief Revenue Officer of FastechHR

Distribution leader behind three high-growth builds joins Work Comp Now to scale FastechHR's program for accounts standard markets decline.

JACKSONVILLE, FL, UNITED STATES, September 2, 2026 /EINPresswire.com/ -- Work Comp Now,

“

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Ronnie D. O'Dell, Chief Revenue Officer, FastechHR

the Jacksonville-based holding company for a family of workers' compensation businesses built by experienced insurance professionals and long-standing operating partners, today announced that Ronnie D. O'Dell, MBA, MA, has joined the organization as a partner and has been named Chief Revenue Officer of FastechHR, its operating unit for high-hazard workers' compensation and PEO services.

The organization is built for a specific corner of the market: the labor-intensive businesses that keep America moving

— construction crews, staffing firms, trucking fleets, manufacturers, and healthcare operators — when something goes wrong with their workers' compensation coverage.

A high experience modification factor. A nonrenewal. A cancellation. A coverage gap. An assigned-risk placement. A difficult class code the standard market will not quote.

FastechHR exists for exactly those situations, providing coverage options, claims administration, payroll, benefits, and HR compliance infrastructure on A.M. Best A-rated carrier paper. The program is distributed through independent retail agents and specialty wholesalers — never direct.

As Chief Revenue Officer, O'Dell will lead sales, marketing, business development, and channel strategy across the operating unit, serving three distinct audiences around which the organization is purpose-built.

Employers facing a workers' compensation problem receive a clear next step without having to decode insurance language — and without losing the agent they trust.

Retail agents receive a place to move a difficult account — a complete package, a partial package, or a short inquiry — while retaining the client relationship.

Wholesalers and MGAs receive a program worth bringing to their retail partners: a protected relationship, a stronger submission, and an opportunity for repeat production.

"What we have accomplished over the past 30 years has been possible because of the belief, hard work, and dedication of the partners, colleagues, and friends who have supported this organization," said Ralph Mencia, Managing Partner of Work Comp Now. "Ronnie brings extensive experience building distribution that produces measurable results. He understands the wholesale and retail channels, workers' compensation, and what it takes to scale a specialty offering responsibly. That combination is important for the organization's next stage."

O'Dell's record spans three consecutive distribution builds.

Berkley Small Business Solutions, a W. R. Berkley Corporation company — Vice President of National Distribution, Sales and Marketing, July 2024 to August 2026. Recruited to lead commercial auto, trucking, and cargo distribution, O'Dell helped take the book from approximately 42 wholesale trading partners, 20,000 submissions, and \$25 million in force to a run rate of 120,000 submissions and \$135 million in premium, while concentrating production among approximately 25 highly productive wholesalers. During his tenure, the company also launched Businessowners and workers' compensation products.

Kinetic Insurance — Employee No. 2 and Vice President of National Distribution and Business Development, October 2021 to March 2024. The InsurTech MGU grew from \$0 to \$25 million in premium during its first year, \$45 million within 18 months, and \$60 million by O'Dell's departure.

PacificComp, later acquired by CopperPoint — Vice President of Distribution and Business Development, beginning in late 2014. The book stood at approximately \$65 million in premium when O'Dell joined, reached \$175 million by the December 2017 CopperPoint acquisition, and grew to \$311 million by the end of 2020 following the integration he helped lead.

"The standard market walks away from many of the accounts that keep this country working," O'Dell said. "FastechHR exists for those accounts, and it works through the agent, not around the agent. A producer should be able to start with whatever they have, whether that is a complete submission or three sentences describing what is going wrong, and receive a fast answer, a program they can confidently take to a client, and a partner who remains engaged after the policy binds."

That operating philosophy runs through the organization's digital infrastructure.

WorkCompFinder.com is the public front door. An employer, retail agent, or wholesaler can begin with the problem in plain language, submit the information available, and have a real person review it. The platform is designed to turn a difficult placement into a submission someone can act on while preserving the existing agent relationship.

Behind it, the organization's training, field-enablement, and certification platform equips wholesale partners, retail agencies, and employer clients to handle those conversations effectively — recognizing a nonrenewal or high-mod opportunity, qualifying it, submitting it, and presenting the resulting solution with confidence.

O'Dell is based in the Dallas-Fort Worth area. He holds an MBA and an MA and is a licensed property and casualty insurance professional. His operating notes and public work are available at ronnieodell.com.

About Work Comp Now

Work Comp Now is a Jacksonville, Florida-based holding company for a family of workers' compensation businesses built through the combined experience, relationships, and commitment of insurance professionals, operating partners, and industry collaborators. The organization focuses on rapid, bindable workers' compensation solutions on A.M. Best A-rated carrier paper, including high-hazard and high experience-modification classes such as construction, staffing, manufacturing, trucking, and healthcare. Learn more at wcinsnow.com.

About FastechHR

FastechHR, an operating unit of Work Comp Now, is a technology-enabled professional employer organization built for complex workers' compensation risk, including high-hazard, high-mod, cancelled, non-renewed, and otherwise difficult-to-place accounts. The company provides coverage options, claims administration, payroll, benefits, and HR compliance infrastructure for businesses that standard markets often decline. FastechHR distributes its solutions through independent retail agents and specialty wholesalers — never direct. Learn more at fastechhr.com.

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