



Volume 22 Issue 9  
September 2026

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## Core Values

- ▲ Pono
- ▲ Lokahi
- ▲ Alaka'i
- ▲ Ho'okele
- ▲ Kakou
- ▲ Imi'ike

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# Atlas' Rise & Grind Cafe Event!

Our Rise and Grind Café events always treat our in-office team to something special every few months, and this month did not disappoint! We were fueled up with Kulolo Crunch, a Hawaiian delicacy from Bairy Sweet Treats! Mahalo to Bairy Sweets and our Atlas ohana for helping start our morning off right!



## Atlas' Rise & Grind Cafe Event!, Cont.



## BBB Foundation Torch Awards!

Atlas was named a 2026 Finalist for the BBB Foundation Torch Awards for ethics! This incredible honor reflects our commitment to our values that guide everything we do — Lōkahi (collaboration), Alaka'i (to lead), Kākou (teamwork), Ho'okele (to navigate), 'Imi'Ike (seek knowledge), Pono (integrity), and our dedication to doing what's right for our clients and community. We couldn't have done this without our team whose hard work and heart make Atlas what it is.

We're proud of this moment, and even more excited for what's ahead. Cheer us on and learn more here: [thebbb.org/torch](https://thebbb.org/torch).



## Welcome, Midori!

Please join us in welcoming Midori Ojima to Atlas Insurance Agency! Midori joins us as a Consultant in our Business Insurance unit.

Midori brings 10 years of insurance experience, serving both personal and commercial clients. Throughout her career, she has developed extensive experience in client relationship management, insurance quoting, policy servicing, renewals, and account management. She has also built strong relationships within Hawai'i's Japanese-speaking community through referrals and community connections. Welcome, Midori!



## Atlas Out & About!

Atlas Insurance Agency was proud to sponsor the 28th Annual "The Joy of Food and Wine," benefiting REHAB Hospital of the Pacific. Held at the elegant Halekulani, the event brought together community, cuisine, and compassion, raising over \$450,000 to help transform lives and restore hope for individuals on their journey to recovery. Guests enjoyed dishes prepared by Chef Shaden Sato of Halekulani, Chef Wade Ueoka and Michelle Karr-Ueoka of MW Restaurant, and wine pairings by Southern Glazer's Wine and Spirits. Along with performances from pianist Maggie Herron and Mana Music Hawaii Quartet. Atlas extends its thanks to REHAB Hospital of the Pacific for another incredible evening in support of such a meaningful cause.



Atlas was proud to be a sponsor for the 2026 Hawaiiana Management Meet & Greet! Following the new theme "Gather and Grow," this event brought together board members, on-site managers, and executives with vendors serving condominiums and homeowner associations.

Mahalo to Hawaiiana Management for bringing together professionals who work to support Hawai'i's residential communities. We're honored to stand alongside partners who share our commitment to serving our islands!

## Atlas Out & About!, Cont.

Atlas was honored to be a sponsor of Ho'ōla Nā Pua's Voices of Hope, an intimate concert and culinary experience at Limelight Hawai'i featuring musical artist Wilson Phillips and Celebrity Guest Auctioneer Billy Baldwin. Ho'ōla Nā Pua's mission is to shine light in dark places, providing comprehensive and compassionate care that helps youth impacted by trafficking rebuild trust, safety, identity, and purpose. Every detail of the night, from the red carpet arrival to the live performances, was shaped around a shared purpose: creating lasting impact for Hawai'i's youth. Mahalo to Ho'ōla Nā Pua for the opportunity to support such a meaningful mission.



Atlas was grateful for the opportunity to attend Hawaii Land Trust's golf tournament, held at beautiful Makena Golf Club! Mahalo to Dowling Company for including us in a day dedicated to supporting Hawai'i Land Trust's mission of protecting and preserving the 'āina for future generations. We're thankful for the chance to support the important work being done to protect Hawaii's lands and natural resources!

## PL Referrals

Please continue to refer your friends and family (all islands) for a personalized Insurance Analysis for our Personal Lines Referral Program! Staff receives \$25 per referral quoted and then \$25 for every referral bound. If you would like to participate in this program, please contact Mike Salvatera at (808) 533-8663 or [msalvatera@atlasinsurance.com](mailto:msalvatera@atlasinsurance.com). Here are the staff that helped with the program for the month of September 2026!

Della Nakamoto, 1 referral; Elaine Gascon, 1 referral; Jessica Pippin, 1 referral; Kaimana Rosso, 1 bound; Kanani Cuevas, 1 bound; Mary Kishimoto, 2 referrals, 2 bound; Midori Ojima, 5 referrals, 4 bound; Robin Martin, 2 referrals, 1 bound; Shane Choi, 2 referrals.



## Zhi Saves the Day!

By: Tom Allen



Another excellent Toastmasters meeting last month. As we all know, Toastmasters helps us build valuable communication skills, including the ability to think on our feet. This meeting was a great example of that, as several members with key speaking roles had to cancel at the last minute, leaving us essentially speakerless! Fortunately, the Toastmasters bench is strong, and Zhi Liu graciously stepped in as our featured speaker for the day.

Zhi's presentation focused on the four speaker styles: Direct, Supportive, Analytical, and Initiating. We learned that Zhi is a direct communicator, meaning he values clear, straightforward communication and appreciates getting right to the point. If you work with Zhi, that is helpful to keep in mind.

We also learned that Zhi is someone you can count on to be exactly where he says he will be, right on time. And if you happen to run a few minutes late, you may find yourself buying the first round of beverages as a fitting consequence. Zhi also shared how understanding the speaking styles of clients and coworkers can be extremely helpful in building stronger working relationships and improving collaboration. If you would like to attend a Toastmasters meeting, we meet on the third Tuesday of every month at 12:00 noon in the 11th floor board room. Everyone is welcome!



## EPIC Corner

By: Christopher Singhavara



### EPIC: Growing Connections Together

At EPIC, Empowering Professionals and Inspiring Collaboration is more than just a tagline, it is the foundation of how we continue to build community across Atlas. One of EPIC's newest initiatives focuses on creating a more welcoming and supportive way for employees to engage in networking and professional development opportunities. For many people, attending an event alone can feel intimidating, draining, or simply difficult to prioritize. By encouraging employees to attend together, EPIC hopes to create a safe and comfortable space where members can build confidence, strengthen relationships, and represent Atlas as one team rather than as separate departments. Recently, Paige Tanaka and Walter Malterre had the opportunity to attend a Chamber of Commerce: Young Professionals (COCYP) networking event together. Their experience reflected exactly why this initiative matters.

### The Familiar-Face Advantage

Both Paige and Walter shared that attending the event together made the experience feel far more approachable. Having a familiar face nearby helped ease nerves, create natural introductions, and make conversations feel more organic. Walter noted that attending with a colleague made it easier to break the ice and ease into conversations. Rather than feeling like they had to navigate the room alone, they were able to engage with others more comfortably as part of a group. That simple sense of familiarity helped make networking feel less intimidating and more inviting. Paige described the experience as an opportunity to practice soft skills in a setting that felt both professional and relaxed. What may have initially felt uncomfortable, soon became something energizing, and even exciting.

**Q: "Did you meet any interesting professionals or organizations?" What stood out most from their experience was a simple truth, that connections start with showing up, and showing up can lead to unexpected opportunities.**

Paige and Walter met a variety of professionals, including individuals in real estate, nonprofit-adjacent organizations, commercial real estate, and corporate banking. Beyond the introductions themselves, the event created momentum, and those early connections carried into future Young Professionals events, opening the door to unexpected opportunities well beyond that one evening.

For Paige in particular, showing up to this event led to an unexpected opportunity. She was later invited to join COCYP's Sponsorship Committee and Treasury Committee, made possible by the connection she built that evening of the COCYP Event. It was a reminder that networking is not always about immediate outcomes. Sometimes it is about planting seeds, building familiarity, and allowing connections to naturally create opportunities that develop over time.



## EPIC Corner, Cont.

**By: Christopher Singhavara**

**Q: "Why does attending events that your peers are interested in matter to you?"**

Moments like this show what happens when people from different corners of Atlas show up somewhere together. It's not just about making the room feel less intimidating, it is about getting to know colleagues you might not cross paths with day to day, which ends up strengthening how the whole company works together.



Paige shared that attending events together helps reinforce that we are all One Team, One Atlas. It creates familiarity, unity, and a better understanding of each other's roles. That kind of connection can be carried back into the workplace, making collaboration and referrals across departments feel more natural and effective. This is exactly the kind of culture EPIC hopes to continue fostering: one where Atlas feels like Atlas, not just a collection of individual departments.

**Q: "What would you say to someone new or nervous to networking?"**

For anyone hesitant to attend a networking event, Paige offered a simple, but meaningful perspective: "growth often starts with a little discomfort." Walter added that networking is about more than just the event itself, it is about establishing relationships, marketing yourself, and never knowing which introduction may align with your future path.

Together, their experience highlights an important message that professional growth does not have to happen alone. When asked to summarize the experience, one phrase stood out: "Unexpectedly exhilarating." What began with some understandable nerves, turned into an evening of authentic conversation, meaningful relationship-building, and renewed confidence. By attending together, the experience became more natural, more approachable, and more impactful.

As EPIC continues to encourage members to share and suggest events they would like to attend together, we hope everyone will take advantage of these opportunities to connect, grow, and support one another along the way.

Thank you, as always, for being an essential part of EPIC.

Your EPIC Board

Greg Matsuura | Rubierose Cacho | Christopher Singhavara

P.S. EPIC has something special brewing for our end-of-year Non-Profit Event, and it is shaping up to be one you will not want to miss. More details are coming, so stay tuned.