



Janet Osborn
Washington, DC

Managing Director and East Region Leader
Aon Corporation (New England, Mid Atlantic and Carolinas)

Janet leads a team of over 1,000 professionals to deliver exceptional advice, service and outcomes to Aon's Risk, Retirement and Health Consulting clients through 12 offices in the East Region. Janet joined Aon (then Hewitt Associates) in 1999 after 10 years at Sallie Mae, where she held progressively larger roles in the firm's higher education finance group, including leading the development of Sallie Mae's first student loan origination

vehicle and managing a team of 10 account leaders to secure over \$1 billion in annual student loan volume.

Janet is active in the local business and non-profit communities. She is a member of the Economic Club of Washington, Vice President of the William & Mary Alumni Association, President of the Trustees of the Funds (endowment management oversight for the Episcopal Diocese of Virginia), and a board member for Junior Achievement of Washington, the Northern Virginia Chamber of Commerce, and the Wolf Trap Foundation. In addition, she serves on the William & Mary Management Consulting Advisory Board and is a member of the Washington CFA Society. Janet was a Girl Scout growing up and sold the most cookies in her troop, she has a vintage bracelet to prove it. Janet has been a member of Girl Scouts Nation's Capital Board of Directors since 2021. She is a member of the Governance Advisory Committee, Grievance Committee, and was delighted to attend her first Camp CEO last Fall!