

Alumni Spotlight: Sarah Jarvis, Vice President and Associate General Counsel, Pacific Life

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Update us on your current role. I am vice president and associate general counsel at Pacific Life Insurance Co., where I support the legal and compliance functions for two of its newest divisions: the workforce benefits division, which handles group products such as dental, vision, and life insurance, and the institutional division, which focuses on defined contribution and risk transfer products. **What is the most interesting trend in your industry?** The rise of private equity-owned insurance companies and the impact they're having on the insurance industry. We

are working closely with peer companies, regulators, and industry associations to monitor these changes and engage with stakeholders to advocate for what's best for our organization. **Tell us about your involvement in the American Council of Life Insurers – how has it helped in your career?** I've had the pleasure of sitting on a number of working groups and committees within ACLI. This experience has deepened my understanding of industry trends and emerging issues, and has provided a platform for us to advocate for our organization's products and positions. I was recently honored to be selected for ACLI's Rising Leaders Class of 2025, a yearlong program focusing on leadership development and advocacy. I'm looking forward to using this opportunity to enhance my professional growth and industry understanding, while also engaging with ACLI's leadership and connecting with other rising leaders in the insurance industry. It's a great way for us to strengthen our partnership with ACLI and for ACLI to develop a deeper understanding of our organization, too. **What did you learn from your time at Carlton Fields?** I have great memories from my time at Carlton Fields, starting as a summer associate and then as an associate in the life insurance and financial services groups. It was a foundational experience where I was exposed to a variety of legal issues across different companies, giving me an early understanding of overarching industry trends. I'm

fortunate to continue working closely with Carlton Fields across multiple areas within our organization and rely on them as a trusted partner. **What advice would you give to attorneys considering a career in your industry?** Insurance and financial services are critical parts of our economy – it’s something everyone engages with, but can also be very nuanced and complex. At a law firm, you’ll gain insights from the perspective of multiple clients and business models, seeing a broad range of issues and approaches. Transitioning in-house has allowed me to develop deep knowledge about a single client – its assets, liabilities, risk tolerance, and operations – and, with that, a real sense of being part of something larger. It’s a fascinating and rewarding area of law.

What keeps you motivated? My passion for learning. There’s always something new to learn, whether it’s mastering new skills or finding ways to improve my role within an organization. Over the years, I’ve worked in various areas at Pacific Life – retail, institutional, broker-dealer, and enterprise compliance, among others – and every role has helped me grow professionally. That diversity of experience keeps me motivated and well-rounded.

What is your favorite book/movie/TV show/podcast? “How I Met Your Mother.” It’s my all-time favorite TV show. **If you could instantly become an expert in one skill, what would it be?** Organization! Everywhere from emails, to files, to closets. It’s an area where I’m always looking to improve. **What is one thing that is on your bucket list?** Traveling to Australia is high on my bucket list. But more generally, I’d love to travel more, especially with my kids while they’re young, to inspire their curiosity and help them learn about the world around them.

The information in this interview is accurate as of its date, October 7, 2024.

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