

M. JACK BETCHER

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Professional Profile

Seasoned professional with almost fifty years of underwriting, brokering and business management experience in the insurance and reinsurance industry, as noted in the chronology below.

Employment Chronology

Altair Associates, Inc.
Minneapolis, Minnesota

September, 1999 / Present

Senior Underwriting Analyst

- Performed hundreds of underwriting and operational property and casualty audits in North America for reinsurance and insurance clients.
- Conducted and assisted with many insurance and reinsurance dispute analysis.
- Participated in the development of underwriting guidelines and internal audit procedures for insurance and reinsurance companies.
- Conducted and assisted in due diligence reviews.
- Performed as a fact and expert witness in dispute and litigation proceedings.

Betcher Consulting Services, Inc.
Minneapolis, Minnesota

January, 1993 / September, 1999

Owner

- Worked independently and with other consulting firms on various projects.
- Performed underwriting and transactional audits of reinsurance, insurance and captives; checked contract wording and overlining; consulted with retail and wholesale agencies on practices and procedures; conducted market research, agency and market evaluations, research and investigation for attorneys and other projects for businesses of various types.

*Twin City Group
Minneapolis, Minnesota*

January, 1996 / January, 1997

Marketing Manager

- Implemented many computer changes to assist and upgrade internal procedures and communication.
- Conducted individual and group meetings with marketing and sales team.
- Started internal newsletter and made improvements on agency's web page.

*J.H.C. Insurance Company
Minneapolis, Minnesota*

January, 1988 / January, 1993

Co-Founder

- Increased office production to \$25 million in four years, including \$3 million of personal production after same four years.
- Acquired several unique contracts.
- Assisted in setting up new umbrella program, including placement of reinsurance.

*E.W. Blanch Company
Minneapolis, Minnesota*

January, 1987 / January, 1988

Reinsurance Broker

- Placed reinsurance on behalf of several national insurance firms such as The St. Paul Companies, The London Agency and Montgomery and Collins.
- Worked with most facultative reinsurance companies.

*Sayre and Toso, Inc.
Minneapolis, Minnesota*

January, 1978 / January, 1987

Assistant Vice President and Casualty Manager

1978 / 1982

Resident Vice President

1982 / 1987

- Responsible for all branch operations and reported to home office in Los Angeles, California.
- Provided leadership and supervision for one of the largest and most successful offices within group.
- Worked closely with most reinsurers and retail agents in the upper Midwest.
- Organized and supervised the marketing efforts of the office staff and two satellite marketing offices.

*Alexander & Alexander, Inc.
St. Paul, Minnesota*

January, 1976 / January, 1978

Casualty Manager

- Directed casualty marketing activities and specifically marketed larger accounts.
- Established relationships with several larger excess & surplus lines insurers.

*Hartford Insurance Group
Minneapolis, Minnesota*

September, 1967 / January, 1976

Supervising Underwriter

- Approved all large accounts in the office.
- Supervised three underwriters and handled the larger metropolitan agencies.

Educational Qualifications

Graduated from Minnesota State University, Mankato, Minnesota, in 1967 with Degree in Business Administration.

Professional Involvement

- Insurance Institute of America (IIA) – 1973
- Twin City Insurance Club
- Minnesota Association of Surplus Lines Underwriters