

MICHAEL MCGLINN

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Employment Chronology

Altair Associates, Inc.
Minneapolis, Minnesota

December, 2014 / Present

Senior Underwriting Analyst

- Senior Underwriting Analyst for an insurance and reinsurance services firm.

McGlinn Insurance Services, LLC
New Canaan, Connecticut

January, 2014 / Present

President

- Insurance / Reinsurance consulting and brokerage, specializing in program business and reinsurance solutions for small and medium size insurance companies.
- Currently involved in five new programs, one insurance company sale, and the formation of a new Managing General Agency.

Resource Intermediaries
San Francisco, California

June, 2011 / November, 2013

Senior Vice President – Treaty Marketing

- New property and casualty treaty production throughout the United States.
- Quoted three new opportunities.

Tower Watson
Stamford, Connecticut

February, 2009 / June, 2011

Consultant

- Contract employee – Treaty Marketing
- Property and casualty treaty production on the West Coast, Florida, Texas and New York.
- Quoted four new opportunities.

*Aon / Benfield
Stamford, Connecticut*

August, 2007 / February, 2009

Senior Vice President – Treaty Marketing

- Originating new business primarily in the western United States as a member of Aon's national origination team.
- Quoted five new opportunities.

*General Reinsurance Corp.
Stamford, Connecticut*

August, 1996 / August, 2007

Senior Vice President – Treaty Marketing

- New treaty business production for regional companies in fourteen western states.
- Produced eleven new accounts with approximately \$25 million in underwriting profit.
- Managed fifteen active accounts with a premium volume of approximately \$50 million.
- Designed and implemented four western region treaty client seminars involving ten companies at each event.

*Swiss Re America Corp.
New York, New York*

March, 1991 / August, 1996

Senior Vice President – Manager – Western Treaty Department

- Treaty production in fifteen western states and managing a team of fifteen professional, including producers, underwriters and support staff, with approximately thirty active accounts and \$150 million in premium.
- Established the Western Treaty Department for the company.
- Produced ten new treaty accounts with an underwriting profit of over \$30 million.
- Coordinated major treaty marketing events for the company.

*Intere Reinsurance Intermediaries
New York, New York*

April, 1989 / April, 1991

Vice President – Treaty Marketing
Treaty Reinsurance Broker

*American Independent Reinsurance Co.
Stamford, Connecticut*

June, 1981 / April, 1989

Vice President - Treaty Marketing
Vice President / Manager - Property & Casualty Facultative Reinsurance

*Munich American Reinsurance Co.
New York, New York*

June, 1976 / June, 1981

Assistant Vice President - Property Facultative Underwriting

*American Reinsurance Co.
New York, New York*

August, 1973 / June, 1976

Property Facultative Underwriter

*Commerce and Industry Ins. Co.
New York, New York*

January, 1971 / August, 1973

Property Underwriter

Military Service

November, 1968 / November, 1970

First Lieutenant - US Army - Artillery

- Republic of Vietnam

Educational Qualifications

Pace University, New York, New York
M.B.A. Financial Management

Fordham University, Bronx, New York
B.A. History

Wharton School of Business
University of Pennsylvania, Philadelphia, Pennsylvania
Advanced Executive Education

Chartered Property & Casualty Underwriter (CPCU)
Insurance Institutes
Associate in Underwriting (AU)