

PATRICK J. MCCOOL, CPCU, ARM

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Professional Profile

Seasoned professional with forty-five years of underwriting and business management experience in the insurance industry, as noted in the chronology below.

Employment Chronology

*Altair Associates, Inc.
Minneapolis, Minnesota*

December, 1998 / 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.

*MSI Insurance
Arden Hills, Minnesota*

April, 1997 / December, 1998

Director, Commercial Account Development

- Responsible for identification and solicitation of large agribusiness accounts - \$150,000 in package and umbrella premium—located throughout United States.
- Worked in conjunction with senior management, production underwriters, casualty actuaries, claims and staff underwriting.
- Consolidated, created, and maintained database with over 2,000 prospects and contacts of all sizes.

*Arthur J. Gallagher & Company
Schaumburg, Illinois*

January, 1990 / April, 1997

Area Vice President

- Account Manager for four accounts, and Account Executive for two accounts.
- Participated in strategy and team marketing efforts.

- Placed primary casualty, umbrella, foreign liability, property, sensitive risk covers for clients.
- Restructured Gallagher's property and casualty program, saving \$250,000 in fixed costs and improved cash flow.
- Devised and ran three hour, in-house workers compensation seminar to partially satisfy newly-enacted Illinois producer continuing education requirements (15 hours annually).
- Interoffice resource for certain markets plus the structuring of large accounts.

*AIG Risk Management (AIGRM)
Chicago, Illinois*

November, 1983 / January, 1990

Regional Vice President

- Responsible for underwriting, marketing, and administration for accounts generating in excess of \$1,000,000 in primary casualty premium located in the Midwest (10 states). Programs were incurred or paid loss retros, captives, fronts, cash collateral, large deductibles or self-insured retentions (SIR's)
- First individual outside of New York home office with such complete responsibility.
- Field underwriting authority up to \$10,000,000 premium with defined restrictions and limitations.
- Grew book of premium from \$35 million to \$325 million; profit from <\$497,000> to \$1,500,000.
- Managed staff of 21 underwriters, technicians, and assistants.
- Active in cross marketing clients with other AIG profit centers in Chicago and Home Office.

*CNA Insurance
Chicago, Illinois*

October, 1980 / November, 1983

Account Executive - Underwriting

- Primary casualty insurance underwriting for National Accounts Sales > \$75,000,000, with largest account of \$18,000,000.
- New business responsibilities included pricing and structure subject to review and approval.
- Substantial placement of facultative reinsurance.

*Home Insurance Company
Chicago, Illinois*

November, 1977 / October, 1980

Branch Manager – Major Lines

- Responsible for underwriting, marketing and administration for accounts generating in excess of \$250,000 in primary casualty premium.
- Underwriting authority to \$500,000 premium level with defined limitations.
- Managed two underwriters and one underwriting assistant.
- Provided countrywide instruction on retrospectively rated accounts, including derivation of "basic."

*CNA Insurance
Chicago, Illinois*

February, 1974 / November, 1977

Manager – Underwriting Services

- Responsible for activity in two of the four regions for National Accounts.
- Supervised staff of four who rated primary lines, issued primary casualty policies, endorsements, filings, postings and completed countersignatures.

*CNA Insurance
Chicago, Illinois*

May, 1969 / February, 1974

Contract Writer

- Responsibilities included development of group accident and health booklet-certificates and policies, issuance of policy endorsements, and preparation of specimen policies with proposals.

Educational Qualifications

Graduated from the University of Iowa, Iowa City, Iowa, In 1969 with Bachelor of Arts in Economics.

Professional & Civic Involvement

- Society of Chartered Property Casualty Underwriters (CPCU) – member, 1990 / present
- Associate in Risk Management (ARM) – 1986
- Fellow Life Management Institute (FLMI) – 1973
- Co-Director of Membership for Prospect High School Boosters Club, Mount Prospect, IL – 1995 / 1998