

RICHARD M. LEGERE, ARM, CIC

1204 Newgate Road, West Suffield, CT 06093
Phone: 860.668.0848 Email: rlegere@cox.net

Insurance Program and Product Development Consulting October 2005 to Present

Self-employed as a business and product development consultant. Recent Projects: Retained by a national MGA for four new program and product assignments involving the E&O, EPLI, ELL, D&O, Property, Casualty, Auto, WC and Inland Marine product lines. Educators' Liability policy for an insurer in Washington, D.C.

Services and deliverables include:

- Develop each product's concept: competitive intelligence, product and price point analysis, distribution channel mapping, product feature and benefit mapping, success modeling.
- Product creation, including drafting the new policy and its endorsements, historic loss analysis, rating and underwriting plan design, creation of new and renewal applications, marketing and distribution planning, premium budget forecast modeling, staffing analysis, sub-producer education materials.
- Author new program underwriting specifications. Advise on the selection of prospective insurance markets. Participate in underwriting discussions and carrier negotiations.
- Some engagements involved e-commerce deliverables: Design of web based surveys for prospective insureds. Design on-line applications with parent-child architecture and "rate-quote-bind" functionality.

InsureVianet / Noodle Specialty Brokers, Bloomfield, CT May 2003 to May 2005

Vice President of Underwriting and E&O Product Development

- Created 10 new E&O products including Temporary Help E&O and Insurance Agent's E&O policies. Developed underwriting guidelines and handled day-to-day account underwriting from wholesalers. Provided IT systems support for software development. Created budget analysis tools.

Chubb/Executive Risk, Simsbury, CT August 1997 to May 2003

Senior Underwriting Officer, Programs - Chubb Executive Risk

- Managed a \$34 million dollar portfolio of specialty E&O, blended CGL/E&O, and financial service products. Programs included Psychologists' E&O, Temporary Help and Staffing E&O and EPLI, Security Guard's E&O and CGL. The developed combined ratio was consistently below 85% for the entire book of business.
- Day-today responsibilities included: each program's business and marketing plans, all program underwriting activities, author manuscript coverage as required, individual claim oversight and loss/profitability analysis and create remedial endorsements in response to claims trends.

Underwriting Manager - Miscellaneous Professional Liability - Executive Risk

- Promoted to MPL Underwriting Manager in first six months with Executive Risk. Increased MPL book from \$800,000 to \$5.8 million in 1998. Exceeded 1998 production goal by 700%.
- Created and managed Executive Risk's preferred risk real estate E&O product.

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- Improved the productivity and morale of a staff of young, inexperienced MPL line underwriters by concentrating on daily training and coaching in underwriting, risk pricing and how to develop and manage retail and wholesale producer relationships.

Program Manager – Executive Risk

- Created Executive Risk's preferred risk security guard E&O and CGL product. Directly responsible for developing \$5 million plus of security guard premiums and maintaining throughout the life of the program a fully developed combined ratio in the 40's.

Totem Agencies, Inc., Kirkland, WA – Insurance Broker

1995 to 1997

- Annually produced \$1 million in new program premiums. Development, management and marketing of wholesale/retail Professional Liability programs including CIGNA's Western Realtors and Alaska Realtors' E&O programs and an all lines Sod and Turf Farm program.

AMS, Norwell, MA – Senior Northwest Account Manager

1992 to 1995

- Pacific Northwest regional sales representative for a national insurance automation vendor. Demonstration, sales and client service of AMS agency management products.

Pettit-Morry / OUM Group, Bellevue, WA – Director of New Business Development

1990 to 1992

- OUM Group spun off from Petit-Morry to exclusively function as a national underwriting manager of Medical Malpractice and Professional Liability programs. Participated in creation of new coverage and policy forms for selected target classes of business. Helped grow OUM's book to \$65 million by performing due diligence and acquisition work on PA and MGA malpractice and E&O programs.
- "In-house business consultant" for mapping workflows, work processes, information systems, and departmental budgets relating to workflow productivity, task time and task cost allocations. Designed and oversaw development for workflow productivity, new business opportunity scoring and marketing demographic computer models.

Insurance Broker - Pettit-Morry Company, Seattle, WA

1987 to 1990

- Starting with a cold phone call to the CFO, produced Subway Sandwich's franchisees' insurance program. Produced other property & casualty, workers' compensation and USL&H, umbrella and E&O mass marketing programs. Franchise related new business commissions exceeded \$400,000 per year. Managed a staff of eight customer sales and support personnel.
- Account manager for Delta Western, the sole Alaska distributor of Chevron's oil and fuel products. Responsible for property, casualty, workers' compensation, USL&H, D&O and pollution liability coverage placements. Delta Western/Chevron Alaska's annual commission income exceeded \$250,000.

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CRUMP LaBow-Haynes/Fred S. James Company, Bellevue, WA – Manager, Special Risk Department 1984 to 1987

- Managed staff of 45 CSR's. Premiums in department exceeded \$120,000,000.
- Provided technical and underwriting assistance, troubleshoot coverage issues and problems, monitored for E & O exposures, responsible for teaching monthly technical training sessions, provided technical and sales support to producers. Was Crump's NW risk management group's workers' compensation and USL&H technical expert. Fred S. James acquired the Crump Group.

Eagle Pacific Insurance Company, Seattle, WA – Director of Underwriting and Marketing Manager – 1980 to 1984

- Underwrote \$35,000,000 of highly profitable (mid-60's developed combined) workers' compensation and USL&H business. Managed a staff of two assistants. Worked closely with Eagle's claim department to manage all severity claims.
- Authored and implemented Eagle's WC business plan and marketing strategy. Personally handled all brokerage development activities and producer appointments.
- Responsible for the initial training of Eagle's Loss Control department.
- Conceived and designed the business plan for EPIC Insurance Services, a third party claims administrator and fee-for-service risk management and engineering subsidiary.

Eagle Pacific Insurance Company, Seattle, WA – Development Consultant – 1980

- Development Consultant reporting to the CEO, President, and Board of Directors, charged with the responsibility of establishing Eagle Pacific as a new regional maritime and workers' compensation insurance carrier.
- Created Eagle's one year development plan. Wrote Eagle's business, strategic and marketing plans. Worked with outside actuaries to prepare all rate filings, particularly USL&H rate informational filings. Handled contact with reinsurers and rating agencies such as A.M. Best.
- Created underwriting protocols and procedure manuals. Negotiated reinsurance treaties, selected computer system, hired staff for underwriting department.

Industrial Indemnity Company, Seattle, WA – Senior Underwriter, Workers' Compensation 1978 to 1980

- Directly responsible for the profitable growth of Industrial Indemnity's USL&H book of business from zero to \$7.5 million in two years. Built book of business from the ground up including many Alaskan LTL/consolidator shipping risks, RORO operations, fish processors, small stevedores, specialty boat builders and maritime contractors.

Education:

MBA classes at University of Puget Sound, Seattle/Tacoma, WA. Courses in Marketing, Economics and Organizational Management.

BA in Literature with thesis distinction, Bennington College, Bennington, VT.

Professional Designations:

Associate in Risk Management
Certified Insurance Counselor

RPLU candidate