

PROFESSIONAL RESUME **of** **ROBERT M. ANDERSON, CPCU**

Robert M. Anderson is a seasoned insurance executive with a wide range of entrepreneurial and technical insurance experience. Over the last 30 years he has directed and negotiated a variety of special insurance programs from his position as president and chief executive of a major regional insurance brokerage firm, executive of an international brokerage firm, and as a principal in new insurance technology investments.

His experience includes:

- Negotiating the sale and purchase of insurance agencies
- Negotiating terms and development of specialized insurance products in partnership with major insurance companies
- Formation and management of group captives
- Serving on the board of directors of charitable organizations and insurance companies
- Developing relationships and evaluating prospects of new business as both a capital investor and principal

PROFESSIONAL EMPLOYMENTS

Interisk Limited **Expert Witness and Insurance Consultant**

2004-Present. Mr. Anderson has been associated with Interisk Limited since 2004 to provide services in risk management, insurance litigation consulting, and expert witness testimony in disputes involving agents and brokers errors and omissions, coverage issues and customs and practices in the insurance industry. He has broad experience in all lines of property and casualty insurance, as well as fidelity, life and accident and health. He has both served as an expert witness and assisted attorneys in reaching settlement of claims without having to proceed to expensive discovery or trial phases of litigation.

AFA Technologies, Inc. **Chairman/Owner**

2002-Present. New software company for large-scale database integration for disparate healthcare financial institution resource databases. The technology optimizes the payment cycle for healthcare related transactions between the various stakeholders that include payers, providers, consumers and the financial institutions that process healthcare payments.

Beneventure Capital **Senior General Partner**

1999-2002. Mr. Anderson formed Beneventure Capital in 1999 with Dr. Gil Amelio, former CEO of Apple Computer, National Semiconductor and Rockwell Communications. Beneventure Capital made investments in 19 portfolio companies. Areas of focus included telecommunications and financial services. Involved in due diligence evaluation of company managements, products and funding requirements. He is particularly niched on the connection of insurance and reinsurance companies to the Internet.

AON Advantage Group **President**

1997-1999. As president of a subsidiary of the largest brokerage firm in the world, Mr. Anderson targeted the domestic U.S. middle-market for industry-specific programs, such as the electronic, hospitality and trucking industries. He was responsible for coordinating regional production centers and key management for the entire company. Mr. Anderson also developed a broad excess liability (umbrella) program, covering all industry programs. Dealt across divisional lines by implementing industry specific programs with Aon Reinsurance, Aon Risk Management, Aon Benefit Consulting and the Aon Wholesale Group.

**Anderson & Anderson Insurance Brokers
President/CEO/Chairman of the Board**

1970-1997. Mr. Anderson built Anderson & Anderson from a four-person company to the fifth largest brokerage firm in California using state-of-the-art computerized marketing programs and concepts. In partnership with Security Pacific Bank, Anderson & Anderson created workers compensation programs for bank customers and wrote over \$20 million in premiums for 90 large corporate customers. At the time of its sale to AON Corporation in October of 1997, Anderson & Anderson maintained offices in Irvine, Glendale and Stockton, and was the largest Employee Benefits operation in Orange County.

**Fireman's Fund Insurance Company
California Broker Trainee**

1969-1970. Selected for insurer training program for insurance producers.

**Anderson & Milum Insurance Brokers
Producer**

1967-1969. Served client insurance needs and sold insurance in family-owned insurance firm.

**Industrial Indemnity Company
Casualty Underwriter**

1966-1967. Underwrote workers' compensation and other casualty insurance in Los Angeles office of a major specialty insurer.

**Pacific Indemnity Company (Chubb)
Casualty Underwriter**

1963-1966. Underwrote various casualty insurance policies in San Francisco branch of a major insurer.

PUBLIC BOARD POSITIONS

**Paula Financial
Director**

2001 to Present. Paula Financial is a NASDAQ [Symbol: PFCO] company specializing in agricultural insurance, Audit and Compensation Committees

**PacRim Holdings
Chairman of the Board**

1994-1997. A NASDAQ company with \$150,000,000 California Workers Compensation premium revenue. Company was purchased by Superior National Insurance Group in 1997.

CHARITABLE BOARD ACTIVITIES

Fuller Theological Seminary

2000 to Present. Board of Trustees.

St. Andrews Presbyterian Church

1980-1983, Board of Elders, and 1998-2001, President of the Board of Trustees.

New Directions for Women

1982-1988. President of the Board.

EDUCATION

1997-1998 Harvard Business School – Owner/President/Manager Program
1960-1963 Claremont Men's College - Business

PROFESSIONAL CREDENTIALS

Chartered Property Casualty Underwriter (CPCU) Designation; American Institute for Chartered Property Casualty Underwriters, Inc., Malvern, Pennsylvania, 1970.

EXPERIENCE CLASSIFIED BY CATEGORY

INSURANCE COMPANY FORMATION AND MANAGEMENT

Captive Assurance Partners (Captive Managers)

Created by A&A and Security Pacific National Bank to provide an alternative to the California fixed price workers' compensation market for the Bank's middle-market customers.

Off-Shore Captives

Between 1984-1992 formed six captive insurance companies domiciled in Bermuda writing in excess of \$20 million in premiums.

INSURANCE PROGRAM DEVELOPMENT

Anderson Umbrella

Over fifteen year period created three separate proprietary insurance policies. Two were underwritten by AIG Group and General Reinsurance on an exclusive basis for Anderson and Anderson Insurance Brokers, Inc. The third was developed as a proprietary policy for Aon Risk Services and its middle-market customers. Limit of coverage was \$10 million per claim and in the aggregate.

Advantage Series of Proprietary Insurance Programs

Ascertained common characteristics of "safe" employers and developed a "best practice" model, due to the success of Security Pacific Captive Programs with claims costs one-third less than industry standards. Eighteen insurance companies provided development grants, totaling \$800,000 with no repayment obligations or offsetting volume requirements.

Advantage Compensation

The first program developed in 1991, with six sponsoring workers' compensation insurance companies, has been widely copied. Premiums grew to nearly \$70 million in four years. Loss ratios for all clients were documented annually by KPMG Peat Marwick.

Advantage Health

Developed model requiring the hiring and training of nursing staff for preventative healthcare for employees at work sites. Premiums grew to \$35 million in three years.

Advantage Property & Casualty

Created successful industry specific programs for residential construction and building materials dealers. After the sale of A&A to AON Corporation, the program became known as AON Advantage Group, whose charter was to develop industry specific programs for AON on a national basis.