



# Pat J. McCool

**Altair**

Outshining the Competition  
8481 Jefferson Highway  
Minneapolis, MN 55369  
(763) 488-3700 Office  
(763) 488-3704 Fax

## Employment Chronology

### *Altair - Minneapolis, MN*

DECEMBER, 1998  
TO PRESENT

#### SENIOR UNDERWRITING ANALYST

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

### *MSI Insurance - Arden Hills, MN*

APRIL, 1997  
TO 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, IL*

JANUARY, 1990  
TO APRIL, 1997

#### AREA VICE PRESIDENT

- ✦ Account Manager for certain accounts, and Account Executive for other accounts.
- ✦ Participated in strategy and team marketing efforts.
- ✦ Placed primary casualty, umbrella, foreign liability, property and 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 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 - Chicago, IL*

NOVEMBER, 1983  
TO JANUARY, 1990

#### REGIONAL VICE PRESIDENT

- ✦ Responsible for underwriting, marketing and administration for accounts generating in excess of \$1 million 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 (SIRs)
- ✦ First individual outside of New York home office with such complete responsibility.
- ✦ Field underwriting authority up to \$10 million 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.



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## CNA Insurance - Chicago, IL

OCTOBER, 1980  
TO NOVEMBER, 1983

### ACCOUNT EXECUTIVE - UNDERWRITING

- † Primary casualty insurance underwriting for national accounts sales over \$75 million, with largest account of \$18 million.
- † New business responsibilities included pricing and structure subject to review and approval.
- † Substantial placement of facultative reinsurance.

## Home Insurance Company - Chicago, IL

NOVEMBER, 1977  
TO 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 accounts, including derivation of "basic"

## CNA Insurance - Chicago, IL

FEBRUARY, 1974  
TO 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, IL

MAY, 1969  
TO 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 - member, 1990 to present
- † Associate in Risk Management - 1986
- † Fellow Life Management Institute - 1973
- † Co-Director of Membership for Prospect High School Boosters Club, Mount Prospect, IL - 1995 to 1998