

LAWRENCE P. LOCHNER

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Professional Profile

Insurance and reinsurance professional with thirty-nine years of varied property and casualty underwriting experience as noted in the chronology below.

Employment Chronology

*Altair Associates, Inc.
Minneapolis, Minnesota*

July, 2010 / Present

Senior Underwriting Analyst

- Senior Underwriting Analyst for an insurance and reinsurance services firm.
- Performed property and casualty underwriting and operational audits of insurance companies, managing general agents and coverholders located in North America.
- Participated in dispute underwriting analysis of business and losses ceded under reinsurance contracts.

*Arch Insurance Company
Stamford, Connecticut*

February, 2005 / June, 2010

Vice President and Program Manager

- Managed all aspects of eight different MGA multi-line E&S programs including establishing underwriting parameters, handling all referrals, auditing, management reporting, etc, and coordinated internal corporate resources (claims, accounting, systems, legal and compliance) as needed.

*Alea North America Company
Wilton, Connecticut*

February, 1998 / November, 2004

Senior Vice President and Property Treaty Manager

- Produced and underwrote a historically profitable portfolio of Specialty Property/Multi-Line treaty reinsurance business, mainly pro rata but also per risk XOL and catastrophe business, covering companies specializing in MGA business, Excess and Surplus lines and specialty property lines of business.
- Managed the U.S. Property Treaty team, consisting of one Vice President and one Assistant Vice President, including the planning, organizing and controlling of the team's activities and the recruiting of staff.

- Oversaw the team's production, underwriting and assumption of profitable business while adhering to my underwriting authority and Alea's underwriting and pricing guidelines.
- Maintained and improved business relationships with brokers while educating them about and cross selling them Alea's products and capabilities.
- Held primary responsibility for the oversight of Alea's Toronto, Canada branch underwriting operations for facultative and multi-line treaty and reporting on same to the CEO.
- Controlled Alea's US and Canadian property aggregates within Group guidelines and provided data on the portfolio to the Group Retro Coordinator in the UK.
- Managed the department's interactions with all other internal departments: claims, accounting, actuarial, human resources and systems.
- Audited annually all large premium property pro rata and per risk XOL accounts.

*TIG RE
Stamford, Connecticut*

October, 1997 / February, 1998

Vice President, Property Treaty Underwriting

- Underwrote the 1/1/98 treaty book reporting to SVP, Treaty and three months later left with him to form Kemper Re East in Stamford which evolved into Equus Re, then Rhine Re and finally Alea North America.

*Chartwell / NWNL Re
Stamford, Connecticut / Minneapolis, Minnesota*

March, 1981 / October, 1997

Vice President, Treaty Underwriting

May, 1986 / October, 1997

- Underwrote and was responsible for a multi-line treaty portfolio composed of domestic and international cedants. From 1990 forward, was responsible for property underwriting of national companies, MGAs and E&S companies.

Vice President, Treaty Marketing

February, 1985 / May, 1986

- Marketed the company directly to a select group of regional ceding companies, managed the advertising and public relations activity and was responsible for terminating and re-qualifying the company's treaty and facultative brokers.

Assistant VP, Property Facultative Manager

March, 1981 / February, 1985

- In '84 was one of two multi-line direct facultative managers responsible for two underwriters and nationwide production for the team at this start-up reinsurance company.

*General Reinsurance Company
Chicago, Illinois / Hartford, Connecticut*

February, 1977 / March, 1981

Assistant Secretary, Property Facultative

- Produced, underwrote and priced a direct portfolio of business from companies ranging from small rural mutuals to the major stocks, mutuals and FM companies. Two years in each branch office.

*Royal Globe Insurance Company
Chicago, Illinois*

July, 1974 / February, 1977

Commercial Package Underwriter

- Produced and underwrote commercial package business from major Chicago brokers and held responsibility for Commercial Mass Merchandising accounts including FTD Florists and Sheet Metal Association of America.
- In 1974, underwrote personal lines business from a multi-state group of agents.

Educational Qualifications

Graduated from Loras College, Dubuque, IA, in 1969 with Bachelor of Science Degree (Psychology Major / Chemistry Minor)

Military Service

1969 – 1973 USAF – Sergeant (E-4) (Secret Clearance) Served in Korea, Germany and UK

Professional & Civic Involvement

- Thunder Hills Country Club Board of Directors 2011-2013
- THCC HOA-Financial Auditor
- Former Member of PCI (NAII); NAMIC; MAMIC, AAMGA & NAPSLO
- Former Firefighter