

## **M. JACK BETCHER**

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### **Professional Profile**

Seasoned professional with almost fifty years of underwriting, brokering and business management experience in the insurance and reinsurance industry, as noted in the chronology below.

### **Employment Chronology**

*Altair Associates, Inc.*  
*Minneapolis, Minnesota*

*September, 1999 / 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.
- Performed as a fact and expert witness in dispute and litigation proceedings.

*Betcher Consulting Services, Inc.*  
*Minneapolis, Minnesota*

*January, 1993 / September, 1999*

#### **Owner**

- Worked independently and with other consulting firms on various projects.
- Performed underwriting and transactional audits of reinsurance, insurance and captives; checked contract wording and overlining; consulted with retail and wholesale agencies on practices and procedures; conducted market research, agency and market evaluations, research and investigation for attorneys and other projects for businesses of various types.

*Twin City Group  
Minneapolis, Minnesota*

*January, 1996 / January, 1997*

Marketing Manager

- Implemented many computer changes to assist and upgrade internal procedures and communication.
- Conducted individual and group meetings with marketing and sales team.
- Started internal newsletter and made improvements on agency's web page.

*J.H.C. Insurance Company  
Minneapolis, Minnesota*

*January, 1988 / January, 1993*

Co-Founder

- Increased office production to \$25 million in four years, including \$3 million of personal production after same four years.
- Acquired several unique contracts.
- Assisted in setting up new umbrella program, including placement of reinsurance.

*E.W. Blanch Company  
Minneapolis, Minnesota*

*January, 1987 / January, 1988*

Reinsurance Broker

- Placed reinsurance on behalf of several national insurance firms such as The St. Paul Companies, The London Agency and Montgomery and Collins.
- Worked with most facultative reinsurance companies.

*Sayre and Toso, Inc.  
Minneapolis, Minnesota*

*January, 1978 / January, 1987*

Assistant Vice President and Casualty Manager

1978 – 1982

Resident Vice President

1982 – 1987

- Responsible for all branch operations and reported to home office in Los Angeles, CA.
- Provided leadership and supervision for one of the largest and most successful offices within group.
- Worked closely with most reinsurers and retail agents in the upper Midwest.
- Organized and supervised the marketing efforts of the office staff and two satellite marketing offices.

*Alexander & Alexander, Inc.  
St. Paul, Minnesota*

*January, 1976 / January, 1978*

Casualty Manager

- Directed casualty marketing activities and specifically marketed larger accounts.
- Established relationships with several larger excess & surplus lines insurers.

*Hartford Insurance Group  
Minneapolis, Minnesota*

*September, 1967 / January, 1976*

Supervising Underwriter

- Approved all large accounts in the office.
- Supervised three underwriters and handled the larger metropolitan agencies.

**Educational Qualifications**

Graduated from Minnesota State University, Mankato, Minnesota, in 1967 with Degree in Business Administration.

**Professional Involvement**

- Insurance Institute of America (IIA) – 1973
- Twin City Insurance Club
- Minnesota Association of Surplus Lines Underwriters