

## **MICHAEL MCGLINN**

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### **Employment Chronology**

*Altair Associates, Inc.  
Minneapolis, Minnesota*

*December, 2014 / Present*

#### **Senior Underwriting Analyst**

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

*McGlinn Insurance Services, LLC  
New Canaan, Connecticut*

*January, 2014 / Present*

#### **President**

- Insurance / Reinsurance consulting and brokerage, specializing in program business and reinsurance solutions for small and medium size insurance companies.
- Currently involved in five new programs, one insurance company sale, and the formation of a new Managing General Agency.

*Resource Intermediaries  
San Francisco, California*

*June, 2011 / November, 2013*

#### **Senior Vice President – Treaty Marketing**

- New property and casualty treaty production throughout the United States.
- Quoted three new opportunities.

*Tower Watson  
Stamford, Connecticut*

*February, 2009 / June, 2011*

#### **Consultant**

- Contract employee – Treaty Marketing
- Property and casualty treaty production on the West Coast, Florida, Texas and New York.
- Quoted four new opportunities.

*Aon / Benfield  
Stamford, Connecticut*

*August, 2007 / February, 2009*

Senior Vice President – Treaty Marketing

- Originating new business primarily in the western United States as a member of Aon's national origination team.
- Quoted five new opportunities.

*General Reinsurance Corp.  
Stamford, Connecticut*

*August, 1996 / August, 2007*

Senior Vice President – Treaty Marketing

- New treaty business production for regional companies in fourteen western states.
- Produced eleven new accounts with approximately \$25 million in underwriting profit.
- Managed fifteen active accounts with a premium volume of approximately \$50 million.
- Designed and implemented four western region treaty client seminars involving ten companies at each event.

*Swiss Re America Corp.  
New York, New York*

*March, 1991 / August, 1996*

Senior Vice President – Manager – Western Treaty Department

- Treaty production in fifteen western states and managing a team of fifteen professional, including producers, underwriters and support staff, with approximately thirty active accounts and \$150 million in premium.
- Established the Western Treaty Department for the company.
- Produced ten new treaty accounts with an underwriting profit of over \$30 million.
- Coordinated major treaty marketing events for the company.

*Intere Reinsurance Intermediaries  
New York, New York*

*April, 1989 / April, 1991*

Vice President – Treaty Marketing  
Treaty Reinsurance Broker

*American Independent Reinsurance Co.  
Stamford, Connecticut*

*June, 1981 / April, 1989*

Vice President - Treaty Marketing  
Vice President / Manager - Property & Casualty Facultative Reinsurance

*Munich American Reinsurance Co.  
New York, New York*

*June, 1976 / June, 1981*

Assistant Vice President - Property Facultative Underwriting

*American Reinsurance Co.  
New York, New York*

*August, 1973 / June, 1976*

Property Facultative Underwriter

*Commerce and Industry Ins. Co.  
New York, New York*

*January, 1971 / August, 1973*

Property Underwriter

*Military Service*

*November, 1968 / November, 1970*

First Lieutenant - US Army - Artillery

- Republic of Vietnam

### **Educational Qualifications**

Pace University, New York, New York  
M.B.A. Financial Management

Fordham University, Bronx, New York  
B.A. History

Wharton School of Business  
University of Pennsylvania, Philadelphia, Pennsylvania  
Advanced Executive Education

Chartered Property & Casualty Underwriter (CPCU)  
Insurance Institutes  
Associate in Underwriting (AU)