



Tim Wicker

**Financial Institution Industry
Insurance & Risk Specialist**

Experienced consultant and advisor skilled in counseling financial institutions on issues involving their hazard risks, the specialized insurance markets available to them, and the insurance structures to optimize risk transfer and minimize total costs of risk. Broad experience in evaluating and designing insurance programs in addition to negotiating and customizing management liability insurance products, financial institution bonds and all lines of property, casualty and specialty insurance, and associated risk consulting services to address business needs.

Key skills:

- Critical thinking
- Analysis of complex situations
- Goal setting and achievement of target outcomes
- Leadership and project management
- Expert knowledge of financial institution risks and insurance
- Synthesis of data for decision-making
- Skilled application of knowledge to solve problems
- Executive/C-suite level communication skills

PROFESSIONAL EXPERIENCE

Financial Institutions Insurance & Risk Consulting, LLC

2014 -

President

Providing consulting services and SME expertise to financial institutions, businesses providing services to the financial services industry and others

Marsh USA, Minneapolis, MN

1981-2013

Client Executive, 1990-2013

Senior client executive responsible for the delivery of world-class service to financial institution clients, including a top-5 US bank.

- Firm's only dedicated Financial Institutions specialist residing outside of the East coast.
- Executed high-capacity, cost-effective insurance placements and renewals in difficult markets
- Managed complex, unique consulting projects and insurance programs
- Led high-performing, national and international service teams
- Implemented successful strategies merging high-capacity insurance programs to meet targeted savings
- Maintained strong client relationships while managing resources to profitably handle challenging renewals and service plans, overseeing staff transitions, and closing on new business opportunities

Senior Staff, National Financial Institutions Industry Practice, 2007-2011

Shared responsibility for setting and implementing Marsh's national industry practice strategy with the practice leader

- Principal US resource consultant, supporting staff in US and international offices
- Evaluated major client and prospect insurance programs and recommended changes
- Authored Marsh's comprehensive web summary of Financial Institution industry solutions and summaries for banks, insurance companies, investment banks and investment managers
- Led website content development for the national industry practice
- Wrote and edited financial institution-specific web and print content for use by staff and clients
- Answered field requests with appropriate information, provided staff with orientation to industry issues, supplied RFP content and provided sales process coaching to producers
- Reviewed and analyzed insurance programs and policies to assist field offices in responding to RFPs

Other Experience

Tim started his professional life as a Surety, Fidelity and Financial Institution Bond Underwriter and progressed through his employment with two insurance companies, Commercial Union Insurance Company and Fireman's Fund, to the position of Supervising Bond Underwriter. After gaining 10 years of underwriting experience he joined the insurance broking firm of Johnson & Higgins, and continued there through its acquisition by Marsh & McLennan until his retirement from Marsh in December, 2013 as a Managing Director. During that time he served in a number of capacities including manager of the Management Liability Department, Assistant Casualty Manager, producer, senior client executive, client executive practice leader, branch management committee member, E&O compliance auditor, and senior staff member of the National Financial Institutions Industry Practice.

Education: University of Chicago, Bachelor of Arts

Awards: Top 50 US Client Executives, Marsh National Award, 2003
United Way Outstanding Volunteer Award, 2004
United Way All Star Award, 2005

Volunteer Associations: Adoptive Families of America, board positions including President, 1979-1990

Greater Twin Cities Youth Symphonies, board positions including Treasurer, 2001-2009

Greater Twin Cities United Way, various committees, 1990 - 2013

Larsmont on Lake Superior Association, board member and Treasurer, 2007 - present