

# EDWARD RAGAN

## Bio CV

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### Expertise

- **Class and risk level underwriting/auditing** in wide spectrum of classes of General Liability, Multiline, Auto, Umbrella, Professional, Workers' Compensation and Specialty Auto Liability incl. Physical Damage/ Floor Plans.
- **Early stage operations** executing successful business models by designing and implementation business plans working and **turn-around initiatives**.
- **Managed some of the largest private General Agent's** establishing underwriting policy and guidelines, oversaw claims management, data capture, accounting procedures, contract negotiation, and form/rate filings.
- Proven ability to **perform due diligence to identify profitable business opportunities** using acquired knowledge of the best in class business models, product strategy, and data analysis.
- **Deep technical knowledge** of underwriting protocol, loss control strategies, regulatory issues, manuscripting policy language and rate design.
- **Underwriting Audit and data mining** in assessing large portfolios, loss trends and underwriting practices.
- Structuring and managing large portfolios of Facultative & Treaty Reinsurance with a market following in the US and London.
- **Excellent problem-solving and analytical skills**, drawing knowledge from working within insurance, reinsurance, GA, broker, and intermediary work environments.
- **On Regulatory matters, experienced in product filings, admitted & surplus lines regulations, etc.**

*"I highly recommend Ed. I've known Ed for some time and his diligence and attention to detail were always key to his successes as an underwriter and program manager. Ed has a unique skill set that sets him above many of his underwriting contemporaries. The combination of skill sets, attention to detail and experience would make Ed an A+ employee in any organization. Kenneth worked with Ed at Praetorian Financial Group"* **Kenneth Zieden-Weber, CPA, CGMA - Executive Vice President, COO and CFO at Xchange Group LLC**

*"Ed is a solid underwriting professional with strong technical skills. His marketing experience provides a strong base for program development and management. Ed's knowledge of how the business operates allows him to put the pieces together for a successful program."* **Joe Peloso – former Vice President at LIU and formerly my SVP of Programs at Praetorian**

### Professional Background

#### BALMORAL CONSULTING, LLC

##### *Owner & President*

**2008 - Present**

- Consultant to GA's in the development and marketing of new products and programs with reinsurers and insurance markets including Appalachian Underwriters, Northern Star Management, GMI Insurance Services, Inc. and Specialty Markets Plus.
- Production and marketing to retail producers throughout the United States.
- Coordinated all aspects of development of a production force and built the rating engines, policy issuance software, smart underwriting systems, regulatory compliance and applications to build and launch a nationwide admitted multiline program for automobile dealerships ay GMI with Liberty International Underwriters.
- Expert Witness on complex liability coverage issues and custom & practice of Carriers and General Agencies.

**CLARENDON INSURANCE GROUP (Hanover Re)**  
**PRAETORIAN FINANCIAL GROUP (Acquired by QBE)**  
*Vice President - Program Management*

**2003 - 2008**

- **Managed 10 key programs producing \$400+ million** written premium, including the largest Entertainment, Sports and Leisure MGA in the world. Portfolio averaged 12% ROE in Primary & Excess General & Professional Liability, Auto, Workers' Compensation, Property, Inland Marine.

- Instrumental in **building company's Specialty niches** by developing several start-up programs which were amongst **the most profitable and growth positioned** in the corporate portfolio. These included Specialty Auto (\$45 million), Agricultural (\$13 million), and Habitational (\$30 million), which attracted investors to acquire Praetorian.
- **Revitalized** a deteriorating \$35 million portfolio of key business by implementing pricing revisions, rewriting guidelines and policy forms, and identifying loss leader subclasses after a series of audits and data mining analyses increasing annual premium to \$75 million.

**BALMORAL CONSULTING, LLC** *Owner and President* **2002 - 2003**

**NEW CENTURY GLOBAL, Inc. (Merged into Amwins)** **1999 - 2002**  
*Vice President - Global Alternative Programs*

- Program and new product development for this MGA and intermediary.

**MEDIAN RE CORPORATION** *Partner* **1996 - 1999**

- Founding member starting up a licensed reinsurance intermediary; built \$100 MIL of Program Capacity
- Built a turnkey reinsurance pool to deliver Employment Practices Liability to carriers.

**U.S. RE CORP.** *Vice President- National Marketing Director- Program Development* **1994-1996**

**INVESTORS INSURANCE GROUP** **1988 - 1994**

*Sr. Vice President - Program and Specialty Underwriting*

- **Casualty underwriting executive** for Fred Brown (formed Admiral) implementing the redirection of into becoming a Specialty primary and excess insurer.
- **Produced and underwrote** a substantial volume of all casualty business of the corporation, both on an admitted and non-admitted basis managing a team of underwriters.
- **Grew portfolio to \$50 million annual premium within 4 years** which attracted Markel to acquire this Company.
- Built the first Employment Practice Liability product in the U.S..

**TRENWICK AMERICA REINSURANCE COMPANY** *Vice President - Casualty Lines* **1986 - 1988**

- Facultative and program treaty underwriter for Liability, Workers Compensation, Medical Malpractice

**UNIONE ITALIANA REINSURANCE COMPANY OF AMERICA** **1981 - 1986**

*Vice President - Casualty Facultative Director- Nationwide*

- **Managed U.S. operations** of Casualty Facultative division, then a top 10 global reinsurer.
- **Trained and mentored** team of underwriters and administrative staff, which supported a \$25 million portfolio that maintained above industry profitability.

**AMERICAN Re (Am-RE Brokers/ American Excess Ins. Co.)** *Vice President - Casualty* **1978 - 1980**

**AMERICAN HOME ASSURANCE COMPANY (AIG)** **1975 - 1978**

*Assistant Division Manager – New York / Regional Underwriter Manager - Chicago*

- I was on the American Home (AIG) **Home Office team under Dennis Busti**, who Hank Greenburg assigned to rewrite a **profitable book of primary and excess casualty** business and become a force in the U.S. Specialty and Excess marketplace writing over \$1 BIL in today's dollars. Maintained supervisory Home Office underwriting authority in the Home Office **oversaw all branches performing extensive audit & portfolio re-underwriting** functions.
- **Trained and mentored** team of underwriters, branch personnel and administrative staff.
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**EDUCATION:**

- SUNY Plattsburgh; BSc.
- International Studies- McGill University, Canada
- Ins Institute of America - General Insurance - AAI
- Management Program- College of Insurance
- Licensed Insurance Broker: P&C/Surplus Lines
- Professional Liability Underwriting Society (PLUS)  
CEE