

**PAUL L. ODENDAHL**  
**314 Long Lane Apt. 1**  
**Bloomington, New York 12712**  
Cell: 845-590-2974 | Fax: 516-450-3252

[paulodendahl@gmail.com](mailto:paulodendahl@gmail.com) | [destination4education@gmail.com](mailto:destination4education@gmail.com) | [paul@americansafetyinstitute.com](mailto:paul@americansafetyinstitute.com)

**STRENGTHS:**

- Insurance education – 38 years
- Driver education – 24 years
- Management skills
- Marketing skills
- People skills

**EXPERIENCE:**

- 2014- Present Dutchess County BOCES  
Adjunct Professor  
*NYS/DMV Approved 5 Hour Pre-Licensing Instructor*
- 2012- Present Dutchess Community College  
Adjunct Professor  
*NYS Department of Financial Services Pre-licensing Insurance Instructor*  
*NYS/DMV Approved 5 Hour Pre-Licensing Instructor,*  
*NYS/DMV Approved 6 Hour PIRP Instructor,*  
*National Safety Council “Alive at 25” Instructor*  
*NY Impaired Driver Program Training Instructor*
- 2012- 2017 Harrington Education, Inc., #NYIN-317759  
*NYS Department of Financial Services Education Unit*  
*NYS Insurance Department Continuing Education Instructor*  
*Subject Areas: Accident & Health, Life Insurance, Property & Casualty*  
*NYS Insurance Department Pre-licensing Instructor*  
*Subject Areas: Property Casualty, Personal Lines, Public Adjuster*
- 2012- Present NYS Department of Financial Services Continuing Education/NY  
Insurance Education *CE Monitor Approval #NYMO-503613*
- 2010- Present The American Driving Academy  
*NYS/DMV Approved 5 Hour Instructor Certification # A36872*
- 2009- Present American Safety Institute, Inc.  
*Marketing Consultant/Trainer/ NY/NJ*
- 2007- Present New York State Parks, Recreation & Historic Preservation  
*NYS Safe Boating Instructor*

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1997- Present    DigitalDefensiveDriving.Com, Inc.  
*President/Owner/Instructor/Trainer*

2012- 2013    Orange County Allstate  
*Sr. Insurance Advisor/Consultant*

2003–2009    Insurance Broker/Office Manager

- Administration of all commercial insurance duties.
- Marketing and sales of insurance products and services.
- Handling of personal and commercial lines customer service.
- Oversee agency operation guidelines.

Rockland Insurance Agency, Inc.  
*Broker/Office Manager*

Haverstraw, NY

Triangle Insurance Services, Inc.  
*Broker/Office Manager*

Poughkeepsie, NY

Mid-Hudson Valley Brokerage, LLC  
*Broker/Member*

Poughkeepsie, NY

1993-2003    Wallkill Insurance Agency  
*Owner/Broker*

Wallkill, NY

- Administration of all business duties.
- Marketing and sales of insurance products and services.
- Handling all insurance matters both personal and commercial.
- Certified instructor for New York State defensive driving program.

1984 – 1993    Prudential Insurance Co.  
*Office/Sales Manager*

Middletown, NY

- Sales of insurance products and services.
- Manager of 15 sales representatives, which included training of staff.
- Presidential Academy of Honor Sales Manger.

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*EDUCATION:*

2009-2010	Bronx Community College	Bronx, NY
	Professional Driving School Instructor I Professional Driving School Instructor II Teaching Techniques and Methodology	
1980-1983	SUNY New Paltz	New Paltz, NY
	<ul style="list-style-type: none"><li>▪ Mathematics, computer science major.</li><li>▪ Education minor.</li><li>▪ Life Underwriting Training Council Fellowship.</li><li>▪ The American College.</li><li>▪ Continuing Education and Training. (See attached)</li></ul>	

*CERTIFICATIONS:*

- NYS/DMV/NJ/MVC Approved Defensive Driving Instructor
- NYS/DMV/NJ/MVC Approved Chief Instructor/Trainer
- NYS/DMV Approved Driving School Instructor/InCar/Classroom
- NSC Approved "Alive at 25" Instructor
- National Child Passenger Safety Certification (Safe Kids Worldwide)
- Training/Development of 27 Instructors (Teaching in 4 Languages)
- NYS Office of Parks and Recreation and Historical Preservation of Boating Instructor.
- NYS Department of Environment Conservation Sportsman Education Instructor

*INTERESTS:*

- Member of Independent Insurance Agents & Brokers of N.Y., Inc.
- Member of Professional Insurance Agents of New York
- Member of National Association of Life Underwriters
- Member of National Notary Association
- Member of Monroe-Woodbury Rotary District 7210
- Fishing and hunting, reading and Youth Director at church

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**CHURCH AFFILIATIONS:**

- Member of Reformed Churches of America
- Member of The United Methodist Church
- Member of Mid-Hudson Tres Dias
- Member of Mid-Hudson Kairos Prison Ministry
- Member of Mid-Hudson Vida Nueva
- Member of Solid Rock Christian Sportsmen
- Member of Middletown Lions Club
- Member of Professional Networking Powerhouse and Group Leader
- Past Member of Monroe-Woodbury Rotary
- Past Member of NALU
- Past Member of PIA
- Past Member of IIANY
- Fishing and hunting, reading and Youth Director at church

***INSURANCE EDUCATION AND ACHIEVEMENTS CONTINUED:***  
***1984-2019***

- Hill School of Insurance New York, NY Property & Casualty Licensing Training Completed –2/1984
- Prudential Insurance Co. Life & Health Licensing Training Completed – 8/1984
- Prudential Insurance Co. Property & Casualty Training Completed –10/1984
- Prudential Insurance Co. NASD Series 6 & 63 Licensing Training Completed – 5/1985
- Prudential Training Program (PTP) Life & Health, Property & Casualty, Annuities & Mutual Funds, other related Investment Products Completed- 10/1985
- Kinder Brothers & Associates Seminar (Professional Patterns of Selling) Completed – 1985
- Earl Nightingale with Jack & Gary Kinder Breakthrough to Top Commission Earnings Completed– 1986
- Prudential Insurance Co. Multi-Lines Marketing Seminar Completed – 1986
- The American College (CHFC) Course on Life Insurance Completed – 1986
- The American College (CHFC) Course on Financial Services Environment & Professions Completed – 1987
- The American College (CHFC) Course on Federal Income Tax Law Completed – 1987
- Prudential Agents Career Development Program Completed – 1987
- Clay Bradford Seminar (Stand up Speak Out & Win) - 1987
- Prudential Insurance Co. Promotion to Sales Manager - 1988
- The National Association of Life Underwriters National Sales Achievement Award and National Quality Award – 1989
- Prudential Insurance Co. Academy of Honor Winning Sales Manager Top 10% in Company - 1990
- Bob Proctor Seminar (Discover & Develop Those Riches With in You / Professional Selling Psychology Completed – 1990
- Brian Tracy Seminar (The Psychology of Selling / Art of Closing Sales Completed – 1990

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- Bill Bishop Associates Seminar (Time Management & Pushbutton Prospecting) Completed – 1991
- Prudential Insurance Co. NEMO Gold Record Achievement Award (Top Sales Agents) – 1992
- Prudential Insurance Co. District Quality Service Award (In recognition of Outstanding Policyholder Service) - 1992
- Life Underwriting Training Council (Fundamentals of Financial Services) Course Completed – 1993
- Life Underwriting Training Council (Personal Insurance) Completed – 1993
- Life Underwriting Training Council (Business Insurance) Completed – 1993
- Life Underwriting Training Council LUTCF Designation Completed Tenth Anniversary -Class – 1993
- Bob Morgan Seminars (The Tough Decision – The Easy Decision – The Logical Decision) Completed – 1993
- Prudential Insurance Co. Property & Casualty Specialist Award (In recognition of Outstanding P&C Training of Agents) - 1993
- Prudential Insurance Co. PruPac Charter Member Award – 1993
- New York Insurance Alliance, Inc. (Basic Insurance Course II) – Completed – 4/96
- Harrington Education Center, Inc. (Utilization Management in a per Diem World) Completed – 10/96
- Rockland ALU (Estate Planning for the Baby Boom Generation) Completed – 11/96
- Professional Insurance Agents of New York State, Inc. Course (NYAIP-Automobile Insurance Plan Producer Certification Course) Completed – 12/96
- Clien Tell, Inc. ( Financial Planning with Qualified Plans) Completed – 2/97
- The National Alliance Course (CISR- Introduction to Commercial Property Coverage) Completed – 5/97
- Professional Insurance Agents of New York State, Inc. (Beyond E & O Loss Prevention Seminar) Completed – 10/97
- Professional Insurance Agents of New York State, Inc Course (Managing for Profits: Insurance Automation in 2001) Completed – 10/97
- Farmers & Traders Life Insurance Co. Course (NAIC Model Illustrations) Completed – 3/98
- Farmers & Traders Life Insurance Course (162 Executive Bonus Plans) Completed – 3/98
- Independent Insurance Agents Association of New York, Inc. course ( Long Term Care) Completed – 4/99
- New York Insurance Association, Inc. (ISO, AAIs, URB Policy Forms Comparison Homeowners, Dwelling Property, Personal Liability Forms) Completed – 4/99
- Manulife Wood Logan, Inc. Course (Basic Annuity Concepts) Completed – 2/00
- Manulife Wood Logan, Inc. Course (Annuity Features & Benefits) Completed – 2/00
- Conseco Life Insurance Company of New York Course (How Long Term Care is Paid for in New York Today) Completed – 3/00
- American Skandia, Inc. Course (Annuity 101) Completed – 3/00
- Independent Insurance Agents Association of New York, Inc. Course (Best Business Practices) Completed – 3/00
- American Skandia, Inc. Course (Ethics) Completed – 5/00
- American Skandia, Inc. Course (Pension Planning) Completed – 5/00
- Independent Insurance Agents Association of New York, Inc. Course (Uninsured/Underinsured Motorists-The Real Story) Completed – 5/00
- Independent Course (Business Auto Policy vs. Truckers Forms) Completed – 5/00
- Cape New York, Inc. Course (Insurance Agents-Representation and Liability) Completed – 4/01
- POHS Educational Centers Course (Insurance Fraud Awareness in the Insurance Industry) Completed – 9/02
- POHS Educational Centers Course (Ethics and Compliance in the Insurance Industry) Completed – 9/02

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- Insurance Training Institute, Inc. Course (Agency Operation Guidelines) Completed – 6/03
- Insurance Training Institute, Inc. Course (Insurance Claims & Deceptive Practices) Completed – 6/03 – 6/04
- Independent Insurance Agents & Brokers of New York, Inc. (NYAIP Certification Program) Completed – 5/04
- Insurance Training Institute, Inc. Course (Client Coverage's From PIP to Long Term Care) Completed – 4/06
- Insurance Training Institute, Inc. Course (Insurance Fraud – Companies, Producers, & Policy Holders) – Completed – 4/06
- Independent Insurance Agents & Brokers of New York, Inc. (Best Practices Errors & Omissions Loss Control) – Completed 10/07
- Cape School, Inc. (General Insurance Gallery) – Completed 3/08
- Cape School, Inc. (General Insurance Digest 1) – Completed 5/10
- NY Insurance Education in Affiliation with Harrington ED, Inc (Disability Income Overview) and (The Nation's Fastest Growing Crime-Identity Theft) – Completed 4/12
- Harrington ED, Inc. (NYS Health Insurance Exchange "SHOP" and Individual Instructor Training) – Completed 9/13
- Harrington ED, Inc. (An Overview of Ethical Situations) – Completed 5/14
- Harrington ED, Inc. (Postulations in Insurance Ethics) – Completed 5/14
- WebCE, Inc. (Anti-Money Laundering for the Insurance Industry) 6/15
- Harrington ED, Inc. (A Complete Understanding of LongTerm Care Insurance) – Completed 1/2016
- Harrington ED, Inc. (Understanding Long Term Care Insurance) Completed – 1/2016
- Harrington ED, Inc. (Overview of Commercial Insurance) Completed - 2/2016
- Harrington ED, Inc. (Understanding Identity Theft) Completed – 2/2016
- Harrington ED, Inc. (Today's View on Long Term Care and Retirement) Completed – 4/2016
- Harrington ED, Inc. (Understanding Common Formats of Auto Insurance) Completed – 4/2016
- Harrington ED, Inc. (Pitfalls of Commercial Insurance) Completed – 6/2016
- Harrington ED, Inc. (E&O What You Need to Know) Completed – 6/2016
- Harrington ED, Inc. (How to Avoid Identity Theft) Completed – 8/2016
- Harrington ED, Inc. (How to Protect Your Clients from Exclusions on Homeowners Insurance Policies) Completed – 8/2016
- Harrington ED, Inc. (The Perils of Ocean Marine Insurance) Completed – 10/2016
- Harrington ED, Inc. (Every Day Ethical Situations) Completed – 10/2016
- Harrington ED, Inc. (Was Your Identity Stolen Today?) Completed – 12/2016
- Harrington ED, Inc. (Stolen Identity – How Did It Happen) Completed – 12/2016
- Harrington ED, Inc. (It's The Law Part 1) Completed – 12/2016
- Harrington ED, Inc. (It's The Law Part 2) Completed – 12/2016
- Harrington ED, Inc. (Top Causes of Fire) Completed – 2/2107
- Harrington ED, Inc. (Discussing Carpet and Washroom Mold with your Clients) – Completed 2/2017
- Harrington ED, Inc. (My Identity Was Stolen Today) Completed – 4/2017
- Harrington ED, Inc. (Commercial Crime) Completed – 4/2017
- NY Impaired Driver Program Training Completed (The Change Companies) – 10/2017
- National Child Passenger Safety Certification (Safe Kids Worldwide) – 6/2018
- LIMRA AML Training Mass Mutual – 8/2019
- LIMRA Best Interest Mass Mutual – 8/2019

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- LIMRA NYS Regulation 187 Mass Mutual – 8/2019
- CE Live Best Practices 12/2019
- CE Live Cultural Competency 10/2020