

ANDREW J. BARILE

M.B.A., CPCU

CONTACT DETAILS

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PERSONAL PROFILE

Mr. Barile has over 50 years of experience which expands the entire insurance distribution system. He has an intricate knowledge of the insurance and reinsurance industries, having been a practitioner in all phases of the industry. Mr. Barile has either owned, or has been employed by, or has been a consultant to the following types of insurance firms:

- Retail Insurance Broker
- Wholesale Insurance Broker/Excess and Surplus Lines
- Managing General Agency on Behalf of both Admitted and Non-Admitted Insurance Companies
- Admitted and Non-Admitted Insurers
- Direct-Writing Reinsurer- Broker Market Reinsurer
- Bermuda Reinsurer
- Captive Insurer/Micro Captives

Mr. Barile is currently the owner of Andrew Barile Consulting Corporation, Inc., a strategic insurance and reinsurance consulting firm providing insurance solutions to members of the insurance industry.

PROFESSIONAL EXPERIENCE

Founder & CEO

Andrew Barile Consulting Corporation Inc.

April 2001 - Present

Summary:

Insurance and Reinsurance Consultants, Insurance and Reinsurance Litigation Support. Captive insurance company

feasibility studies. Negotiating reinsurance on behalf of Risk Retention Groups. Insurance company market finding on behalf of retail, wholesale, and Managing General Agent owners. Director, Insurance Companies.

Consulting to Owners of Agencies

- Insurance company market finding
- Program design and implementation
- Agency-Company relations (negotiating MGA Agreements)
 - MGA Underwriting

Consulting to Owners of Corporations:

- Captive formation for agents/carriers/corporations
- Captive Feasibility Studies/Direct Procurement Policies
- Fronts and Reinsurance for captives
- Capital raising for captives
- Captive Reinsurance Expert/Director/Arbitrator

Consulting to Litigation Law Firms

(Insurance Industry and Reinsurance Industry):

- Errors and Omissions litigation services
- Litigation Support to Law Firms
- Insurance/Reinsurance Expert Witness
- Reinsurance Arbitrator
- Reinsurance Broker Litigation

Consulting to Insurance Companies:

- Reinsurance negotiating
- Marketing negotiating
- Insurance Industry Mergers and Acquisitions
- Director/Insurers and Offshore Insurers
- Excess/Umbrella Underwriting
- AM Best Negotiation

Founder, Chief Executive Officer
Andrew Barile Consulting Corporation, Inc.
Confidential Independent Insurance/Reinsurance Consultants

2001-Present

- Retained by law firms' nation-wide
- Retained by owners of insurance companies
- Captive insurance company expert retained by law firms
- Retained by owners of MGAs', Retail Brokers, Surplus Lines Brokers

President, Commercial Division
Arrowhead General Insurance Agency, Inc. San Diego, California
MGA

1997-2001

- Created new commercial division for GL, COMP, AUTO for Artisan Contractors
- Implemented a commercial insurance product segmentation strategy, revitalizing two insurance product line extensions that increased revenues substantially each year
- Built a profitable division by renegotiating general agency agreements, and treaty reinsurance agreements
- Generated increases in premium volume and collected contingent commission checks from insurance companies, and their quota share reinsurers.

President, CEO
Insurance Agency Programs, Inc., New York City, New York
Private Consulting Firm

1992 - 1997

Responsible for growth of an independent insurance and reinsurance consulting firm with focus on designing, implementing, and managing special niche insurance programs. Provide strategic direction to insurance agents, insurance companies, reinsurance intermediaries, reinsurance companies, banks, and private venture capitalists and private equity firms.

- Led the creation of strategic alliances with the vertical integration of reinsurance companies.
- Developed and delivered educational programs to enhance the concept of profiting from specialty niche insurance programs, and banks in insurance.
- Consultant to banks on distribution channel management, ownership of different types of insurance entities.

Co-Founder
Andrew Edwards & Company, Inc.
Reinsurance Broker

1977 - 1992

Co-founded a reinsurance brokerage firm, raising start-up capital, privately. Focus captive insurers, start-up insurers, MGAs and program administrators, and all personal and commercial lines of insurance. Capitalized, structured and built a successful reinsurance intermediary utilizing business relationships with MGUs, privately owned insurers, and captive insurance companies. Negotiating Reinsurance Broker of Record Letters.

Marketing & Underwriting Positions
North America Reinsurance Corporation and American Re-Insurance Company
Professional Reinsurance Companies

1966 - 1971

- Built a profitable portfolio of property/casualty reinsurance business.
- Designed and implemented a treaty reinsurance underwriting manual for treaty underwriting department.
- Established and maintained effective business relationships with ceding insurance companies throughout the United States.

Underwriting Management
Commercial Union Insurance Group, Home Insurance Company, Phoenix of London Insurance Group, Great American Insurance Group/Wohlrreich and Anderson Ltd. (Alexander Howden - Lloyd's Brokers).

1960 - 1977

- Underwrote workers' compensation and large retro rated property and casualty insurance accounts and programs.
- Developed and administered Umbrella Liability and specialty risks, public utilities, public entities, etc.
- Underwrote surplus lines insurance, professional liability, wrap-up insurance.
- Underwrote general liability, commercial auto liability, workers compensation, retro "D" rating. Underwrote and placed Directors' and Officers Liability Insurance at Lloyd's of London.

Professional Affiliations, Achievements & Awards

- Member, ARIAS-US/AIDA Reinsurance, and Insurance Arbitration Society
- Chartered Property and Casualty Underwriter (CPCU), American Institute of Chartered Property and Casualty Underwriters (1972)
- Member Society of CPCU: Consulting, Litigation and Expert Witness Section; Agent and Broker Solution
- Section - Risk Management Section - Reinsurance Section - Underwriting Section - Excess & Surplus Lines Section - Regulatory Section (1972)
- Anglo-American Fellowship (The College of Insurance) (1967)

Publication

- Reinsurance, A Practical Guide, Interstate Service Corp., 1978
- The Captive Insurance Company, An Emerging Profit Center (out of print, available at The College of Insurance Library, New York City,) 1978
- Reinsurance and Reinsurance Management, Andrew J. Barile, CPCU, Editor, Interstate Service Corp., Oklahoma City, Ok Copywrite, 1981, 350 pages
- A Practical Guide to Financial Reinsurance, CPCU, 1991, 355 Pages
- A Practical Guide to Finite Risk Insurance and Reinsurance, John Wiley and Sons, Inc., 1995, 350 pages.
- Reinsurance, A Practical Guide, White Paper, Andrew Barile Consulting Corporation, Inc. 2001.
- The Agent Owned Captive Insurance Company/How Agents Profit from a Hard Market, White Paper, Andrew Barile Consulting Corporation, Inc., 2001

Education

- 1972 - NYU, Stern's Business School - M.B.A., International Business and Finance
- 1970 - The College of Insurance, St. John's School of Business and Risk Management - B.B.A., Insurance
- 1967 - Lloyd's of London and British Insurance Company Market - Anglo-American Fellowship to work at Lloyd's of London and the British Insurance Market