

Robert E. Underdown, AIC, ARM

Insurance & Risk Management Consultant

Insurance Archaeologist™

Curriculum Vitae

Current:

- Insurance & Risk Management Consultant
- Expert Witness Insurance & Risk Management
- Nationwide Practice

Licenses:

- Casualty Producer
- Property Producer
- Accident/Health Producer
- Life Producer

Areas of Expertise:

Agent/Broker Standards
Auto Policy Opinions
Bad Faith Issues/Claims
Broker Compensation
Captive Insurance Programs
Claims Handling
Coverage Opinions
Directors & Officers Liability
General Liability Policies

Insurance Industry Standards
Large Deductible Programs
Life Insurance Suitability Opinions
Retrospective Rating Calculations
Risk Management Standards
Self-Insured Programs
Third Party Claims Standards
Tort Litigation Management
Workers' Compensation

Professional Training:

Certificate of General Insurance, Insurance Institute of America
Associate in Claims, Diploma (AIC), Insurance Institute of America
Associate in Risk Management Diploma (ARM), Insurance Institute of America

Professional Affiliations:

Board Member Forensic Expert Witness Association - (FEWA-AZ) Bar Liaison
Past President, Arizona Chapter Risk and Insurance Management Society (RIMS)
Past Board Member, San Diego Chapter Risk and Insurance Management Society
Member, Arizona Chapter Risk and Insurance Management Society
Member, American Association of Insurance Managements Consultants (AAIMCo)
Member, Forensic & Litigation Support Steering Committee Arizona Society of CPA's

Publications:

Broker Contingency Commission: September 2008 ArticleMarketer
Business Valuation Guide: January 2009 Arizona CPA Journal
Corporate Insurance Program: November 2008 ArticleMarketer
Structured Settlements: August 2002 riskVue

Insurance Company Solvency: December 2008 ArticleMarketer
Insurance Expert Witness: November 2006 AZ Claims Association Bulletin

Experience:

Life Insurance Sales & Marketing, Applied Strategies & Counsel, Scottsdale, Arizona

- Marketed individual and Trust-Owned Life Insurance

Structured Settlements Specialist, Structured Financial Associates, Scottsdale, Arizona

- Marketed structured settlements nationwide

Director of Risk Management, Rural/Metro Corporation, Scottsdale, Arizona

- Managed \$20 Million Risk Management program
- Completed due diligence on 60 acquisitions in 48 months
- Negotiated annual stop loss for Group Medical & Disability

Assistant Vice-President, Imperial Corporation, San Diego, California

- Managed special insurance for \$2 Billion loan portfolio
- Implemented Risk Management program for 60 branch offices
- Risk Manager and Assistant corporate agency head

Risk Management and Employee Benefits Manager, City of Escondido, California

- Implemented Risk Management program
- Completed self-funded health insurance, saving \$750,000
- Reported to Finance Director

Risk Management Administrator, City of Phoenix, Arizona

- Implemented citywide Risk Management program
- Reorganized insurance to a competitive bid process
- Reported to Finance Director

Risk Management and Employee Benefits Manager, Smitty's Super Value Stores

- Implemented Risk Management function
- Reported to President of company
- Self-insured workers' compensation, saving \$1 Million

Claims Supervisor, Aetna Cravens-Dargan Insurance Company, Phoenix, Arizona

- Supervised statewide liability claims accounts
- Insurance Claims Supervisor, General Adjustment Bureau, Phoenix, Arizona
- National Accounts Supervisor

Insurance Claims Manager, General Adjustment Bureau, El Centro, California

- Branch Claims Manager

Insurance Claims Adjuster, General Adjustment Bureau, Phoenix, Arizona

Life Insurance Sales, Equitable of Iowa, Phoenix, Arizona

Other Professional Activities:

Speaker for BoomersAZ for search engine optimization

Speaker for Arizona CPA Society Risk Management Seminar

Board Member and Consultant to Arizona Artist Guild

Consultant Business Volunteers for the Arts

Wrote, Produced and Narrated – Rural/Metro Corporate Safety Video

Presented Corporate Risk Training – Orlando, Florida

Presented Corporate Risk Training – Tucson, Arizona

Presented Corporate Risk Training – Columbus, Ohio

Presented Corporate Risk Training – Rochester, New York

Compiled and Edited – Rural/Metro Corporate Safety Manual

Speaker for PRIMA Conference – Tucson, Arizona

Speaker for Downtown Soroptimist Club – add location

Speaker for Maricopa County Purchasing Agents Forum