



RISK MANAGEMENT STRATEGIES LLC

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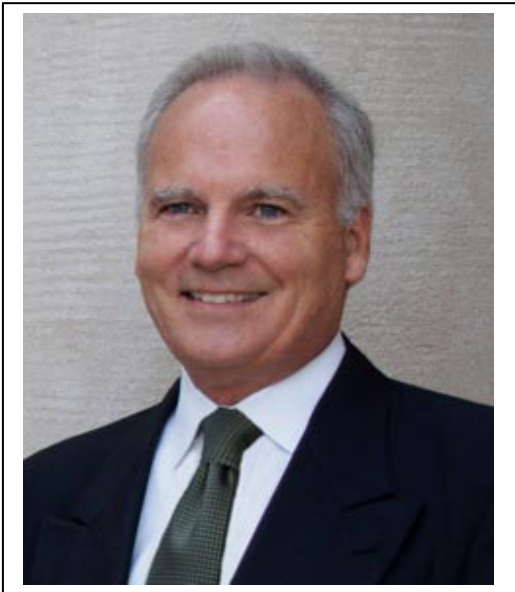
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Jeffrey G. McKinley, CPCU

Insurance Consultant and Expert Witness



Jeff McKinley is a nationally recognized expert in the insurance and risk management fields.

He has over 35 years of experience as an insurance underwriter, retail insurance broker, wholesale insurance broker, insurance program manager, insurance consultant and insurance expert witness.

His expertise includes insurance agent and insurance broker operations and standard of care, marketing in the United States, London, Europe and Bermuda, alternative risk financing techniques, program structure, and coverage analysis.

As an expert witness, he has been deposed numerous times and has testified in both federal and state courts.

Areas of Expertise

- Insurance Industry Standard of Care for insurance agents and brokers, surplus lines insurance agents and brokers, and insurance underwriters
- Insurance Industry Custom and Practice
- Insurance broker management, practices, policies, and systems and procedures
- Insurance broker commission-sharing arrangements
- Insurance producer “non-compete” and “non-piracy” agreements
- Insurance producer compensation
- Insurance company and broker relationships
- Manuscript property and liability insurance coverage forms

Expert Witness Experience

- Designated as an expert witness by both defense and plaintiff counsels.
- Deposed and testified in California, Arizona, Alaska, Oregon, Washington, Hawaii, Louisiana, Florida and New York State Courts and Federal Court.
- Testified in Federal Court in the **World Trade Center** property insurance dispute.
- Produced written reports and demonstratives including graphs, charts, and spreadsheets.

Subject areas of cases in which testimony has been provided

- Agent and Broker Errors and Omissions
- Insurance industry Custom and Practice
- Property and General Liability Insurance
- Umbrella and Excess Liability Insurance
- Builders Risk Insurance
- Business Interruption Insurance
- Directors and Officers Liability Insurance
- Claims Made Insurance
- Employment Practices Liability Insurance
- Marine Insurance and Inland Marine Insurance
- Workers Compensation Insurance
- Insurance Commission Disputes

Professional Experience

Since 2000 Risk management and insurance consultant

*Risk Management Strategies, Larkspur, CA
Principal consultant. Expert witness.*

1997 – 2000 Wholesale insurance broker

*DPW Insurance Services, Ross, CA
Principal broker. Created and managed Risk Purchasing Group programs.*

1977 – 1997 Senior retail insurance broker and head of office

*Aon, Alexander & Alexander, Jardine Insurance Brokers, Emett & Chandler, Frank B. Hall, San Francisco, CA
Managing Director. Head of Western Region. National Director of risk management practice. Developed and implemented nationwide **Quality Control Program**. Senior executive in charge of major accounts.*

1973 – 1977 *Underwriting Manager*

Chubb & Son, San Francisco, CA
Ocean Marine, Inland Marine and International Property and
Liability Departments.

Education

1966 – 1970 *Cornell University*

Ithaca, NY, Bachelor of Arts, Cum Laude

Professional Designation and License

Since 1978 *Chartered Property Casualty Underwriter (CPCU)*

American Institute for CPCU and Insurance Institute of America

Since 1977 *California Brokers License*