
Profile

Results-focused sales and insurance professional with comprehensive knowledge of the insurance and construction industries. Results include:

- Washington National **Fast Start Award**. Featured on cover of company's National Newsletter 2015.
- **Sales Rookie of the Year 2002** for States General Insurance.
- Achieved a personal record **\$5,000,000 in roofing sales** 2018.
- **Averaged \$500,000 life and annuity premium** from asset protection seminars.

Demonstrated Skills

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|---------------------|-------------------------|--------------------|
| ▪ Product Knowledge | ▪ Insurable Damage | ▪ Customer Service |
| ▪ Policy Analysis | ▪ Customer Relations | ▪ Negotiation |
| ▪ Insurance Law | ▪ Subject Matter Expert | ▪ Construction Law |

Industry Experience

PROPERTY AND CASUALTY INSURANCE ADJUSTER, Jacksonville, FL

2017 to 2021

Conducted residential claims inspections. Prepared loss reports and estimates. Identified fraudulent activity. Oversaw the managed care program. Negotiated claims with attorneys and public adjusters. Conducted third-party inspections for attorneys to support litigation of claims.

- Assigned a list of 100 claims on the first day on the job (3 weeks after Hurricane Irma).
- Had authority to settle \$100,000+ claims.

ROOFING AND CONSTRUCTION SALES, Jacksonville, FL

2015 to 2020

Conducted inspections to assess damages on commercial and residential property. Prepared estimates. Met adjusters and public adjusters to review damage. Worked with clients and attorneys to support litigation of claims. Other duties included material purchasing, project sourcing, and training new reps.

- *Personal Record* - **\$5,000,000 roofing sales 2018**.
- Subject Matter Expert in litigated claims.

INSURANCE BROKER, Jacksonville, FL

2002 to 2015

Marketed insurance products to businesses and individuals. Sold products face-to-face and over the phone. Provided customer service to clients who had questions or wanted to make changes.

- **Fast Start Award** for Washington National (2015). Featured in company's national newsletter.
- **Rookie of the Year** for States General in Jacksonville, FL (2002).
- Hosted *Estate Savvy* on WOKV, Jacksonville's #1 talk radio station. Discussed wealth preservation.
- *Public Speaker* – Asset protection seminars averaged **\$500,000** of life & annuity premium.

Education

B.S. in Finance, University of Pennsylvania, Philadelphia, PA

Military

U.S. Navy Special Operations / Deep Sea Diver, Lieutenant: Supervised over 50 personnel.

- Ranked at the **highest level** against peers in every evaluation.
- **Honor Man (#1)** in Navy Diving and Salvage Officer school.