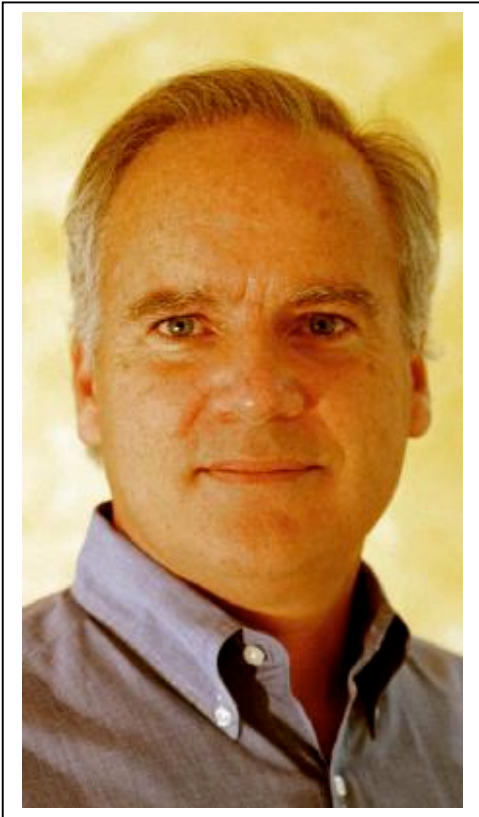


# Jeffrey G. McKinley, CPCU

---



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

His proficiency is the result of more than 30 years of experience as an underwriter, retail broker, program manager, consultant and expert witness.

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

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

<b>Education</b>	<b>1966 - 1970</b>	<b>Cornell University</b> Ithaca, NY Bachelor of Arts , Cum Laude
<b>Professional experience</b>	<b>Since 2000</b>	<b>Risk Management Strategies</b> Stinson Beach, CA Principal. Risk management and insurance consulting. Expert witness testimony.
	<b>1997 – 2000</b>	<b>DPW Insurance Services</b> Ross, CA Principal. Created and managed Risk Purchasing Group programs that were marketed through insurance brokers.

- 1997**      **Aon** (Acquired Alexander and Alexander)  
 San Francisco, CA  
 Managing Director, San Francisco Office. Head of the former Alexander and Alexander office. Senior executive in charge of several major accounts.
- 1996 – 1997**      **Alexander & Alexander** (Acquired Jardine Insurance Brokers)  
 San Francisco, CA  
 Managing Director, San Francisco Office. Head of San Francisco office. Senior executive in charge of several major accounts.
- 1986 – 1996**      **Jardine Insurance Brokers** (Acquired Emmett & Chandler)  
 San Francisco, CA.  
 Executive Vice President and Board Member of Jardine Insurance Brokers, Head of Western Region, National Director of Jardine Risk Management and President of the San Francisco Office. Developed, implemented and responsible for Jardines' entire Quality Control program including creation of procedures manual and auditing offices for compliance. Senior executive in charge of several major accounts.
- 1981 – 1986**      **Emmett & Chandler**  
 San Francisco, CA.  
 President of the San Francisco Office. Senior executive in charge of several major accounts in the San Francisco office.
- 1977 – 1981**      **Frank B. Hall & Co.**  
 San Francisco, CA  
 Vice President. Manager of Ocean Marine Department. Senior executive in charge of several major accounts in the San Francisco office.
- 1973 – 1977**      **Chubb & Son**  
 San Francisco, CA  
 Manager, Ocean Marine, Inland Marine and International Department, underwriting.

**Coverage areas  
of expertise**

Property  
 Builders Risk  
 Business Interruption  
 Inland Marine

Ocean Marine  
Auto Liability  
General Liability  
Umbrella Liability  
Excess Liability  
Employment Practices Liability  
Directors & Officers Liability  
Professional Liability  
Workers Compensation

**Industry areas  
of expertise**

Agricultural Co-operatives  
Construction  
Hospitals  
Hotels  
Legal Profession  
Manufacturers  
Public Entities  
Real Estate  
Restaurants  
Schools  
Universities

**Other areas of  
expertise**

Alternative risk financing  
Captives  
Expert witness testimony  
Insurance agency management  
International programs  
Multiyear programs  
Professional Liability  
Self-insurance feasibility  
Insurance broker and agent Quality  
Control programs

**License**

California Brokers License  
No. 0A13847

**Professional  
designations**

**Chartered Property Casualty Underwriter  
(since 1978)**  
American Institute for CPCU and  
Insurance Institute of America

11 Ward Street, Larkspur, CA 94939 Ph 415.868.9757 Fx 415.593-7672  
E-mail [jeffmckinley@riskmanagementstrategies.com](mailto:jeffmckinley@riskmanagementstrategies.com)