

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

Education	1966 - 1970	Cornell University Ithaca, NY Bachelor of Arts , Cum Laude
Professional experience	Since 2000	Risk Management Strategies Stinson Beach, CA Principal. Risk management and insurance consulting. Expert witness testimony.
	1997 – 2000	DPW Insurance Services 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
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

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