

## Insurance Industry Experience and Knowledge

Mr. Martin's extensive insurance and legal experience uniquely positions him to be a very effective insurance consultant and expert witness. He has over 24 years of insurance experience, serving nearly half of that time as counsel for two international brokers, and the other half of that time as a senior insurance brokerage executive. As a lawyer, he served as chief litigation counsel, defending two of the world's largest insurance brokers from professional liability claims. Through that experience, he gained extraordinary insight into the inner workings of insurance brokers and their subsidiaries, insurance companies, the operations of insurer and broker customers, and a broad variety of insurance coverages.

In addition to handling and overseeing hundreds of litigated cases with exposures exceeding \$10 billion over a 10 year period, Mr. Martin gained an intimate understanding of

- Property, casualty, life and health insurance brokerage operations.
- Retail brokers, actuaries, third party claims administrators and adjusters, safety engineers, loss control specialists, risk management consultants and wholesale brokers.
- Managing general agents, reinsurance brokers, captive insurance companies, and other subsidiary operations for his clients.

As part of his roles when corporate counsel, Mr. Martin was also responsible for identifying E&O risk management issues and implementing preventative operational measures and best practices.

Following his experience as corporate counsel, Mr. Martin served as an executive for a number of international, national, and regional insurance brokerages. Through those experiences, he gained further insight into the operations of insurance brokerages and insurance companies, as well as expanded his already broad coverage experience.

## Broad Customer Industry Experience

In the course of not only acting as counsel, but also as an agency executive establishing and managing industry practice groups, Mr. Martin became familiar with nearly all types insurance coverages, and came to understand how those coverages fit the unique needs of nearly all types of industries, including:



**Construction**



**Transportation**



**Energy**



**Financial Institutions**



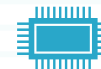
**Manufacturing**



**Public Entity/Not for Profit**



**Health Care**



**Technology**



### Insurance Expert Witness

**Daryll W. Martin JD, MBA**  
President

“Over 24 years of combined insurance brokerage and corporate counsel experience.”

Percipient Resources, inc.  
INSURANCE CONSULTING

1340 Environ Way  
Chapel Hill, NC 27517  
Office: (919) 913-4642  
Cell: (512) 940-5140  
Fax: (919) 913-4501

E-mail: [Daryll.Martin@PercipientResources.com](mailto:Daryll.Martin@PercipientResources.com)  
Website: [www.Insurance-Expert.net](http://www.Insurance-Expert.net)

## Broad Insurance Legal Experience

- Senior Brokerage Litigation Management Counsel
- At various times served as Regulatory Counsel, M&A Counsel, and Employment Counsel
- Hired/managed General Counsel and staff attorneys
- Hired/managed expert witnesses
- Managed hundreds of cases (domestic and international) with exposures exceeding \$10 billion
- Coauthored dozens of dispositive motions, briefs, and appeals
- Participated in dozens of alternative dispute resolution processes
- Acted as chief regulatory counsel before federal and state regulators, including Congress

## Extensive Experience with Various Account Sizes

- Risk Management/Fortune 1000
- Middle Market
- Publicly Traded/Private Held
- Personal Lines

## Comprehensive Coverage Experience

- Employee Benefits/Life & Health (qualified and non-qualified)
- D&O Employment Practices Liability/Fiduciary
- Property: Business Interruption/Boiler & Machinery/Inland & Ocean Marine/ Builders Risk
- Casualty: General Liability/Professional Liability/ Workers Compensation/Umbrella/Excess
- Captives/Self Insurance/Large Retention/Integrated Risk

## Vast Insurance Industry Operational Experience

- Executive Officer of national ranked insurance brokers
- Managed and handled a variety of international, national, and middle market accounts
- Self Insurance/Alternative Risk Transfer Vehicles
- Foreign Placements
- Managing General Agents/Wholesale Brokerage
- Third Party Claims Administrators (TPAs)/Adjustors
- Insurance Underwriting
- Reinsurance
- Technical Services/Loss Control/Actuarial/Risk Management Consulting
- Actuary Services/Actuary Liability
- Insurer Solvency/Market Security
- Finance & Accounting
- Mergers & Acquisitions
- Insurance Sales
- Client Service Standards
- Technology Infrastructure
- Human Resource Management
- Insurer/Broker Relationship Management

Familiar with nearly all types of insurance coverages and understands how those coverages fit the unique needs of nearly all types of industries.

-- Daryll W. Martin JD, MBA

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E-mail: [Daryll.Martin@PercipientResources.com](mailto:Daryll.Martin@PercipientResources.com)  
Website: [www.Insurance-Expert.net](http://www.Insurance-Expert.net)

## Public Company Executive and Counsel Positions

### Regions Insurance Group: Executive Vice President

- Responsible for revenue growth, account retention strategies for both Regions Insurance and its subsidiaries, and for developing and maintaining insurance company relationships at an executive level.
- Identification and implementation of new business strategies
- Development and design of business processes (including sales, marketing, accounting, information technology, and insurance brokerage operations)
- Development and implementation of cross-sell strategies with other Regions Financial Corporation subsidiaries (including Regions Bank and Morgan Keegan)
- Overseeing merger and acquisition activity to include identification of M&A opportunities, management of the due diligence process, and integration into Regions Insurance Group

### USI Southwest/Summit Global Partners: Executive Vice President

- President of USI Southwest's Austin, Texas office
- Headed its Austin and Houston Texas operations
- Spearheaded effort to grow Executive Risk practice into one of the country's largest D&O insurance brokers for companies going through IPO's.

### Aon Risk Services: Managing Director/Senior Vice President

- Co-led its National Healthcare Practice
- Managed its Risk Management Practice and Risk Management Consulting Services in Baltimore, Maryland.
- Managed one of Aon's largest US retail insurance customers relationships and a team of 20 professionals servicing that account worldwide.

### Sedgwick: Assistant General Counsel and Director of Professional Liability Risk Management:

- Managed complex professional liability and commercial North American (US, Mexico and Canada) litigation.
- Assisted in development of professional service delivery and quality standards for international broker and its subsidiaries.

### Alexander & Alexander: Senior Attorney

- Managed complex professional liability and commercial litigation against the company.
- Oversaw response to significant corporate risk exposures, including those related to insurer insolvency, bad faith litigation, and Congressional investigation into broker security committees and insurer insolvency.

## Other Credentials

- Served as a Captain in the United States Army
- Member of the Maryland State Bar Association
- Has held property, casualty, life, and health insurance brokerage licenses in nearly every state.
- Has held Series 6 and 63 Securities Licenses
- Currently serves as a member of the Centre College Board of Trustees
- Former President of the Centre College Alumni Association.

## Education

**Undergraduate:** B.A., Centre College

**Law:** J.D., University of Kentucky

**Business:** MBA, Loyola University Maryland

“Extensive broker professional liability, bad faith, insurance coverage dispute litigation and expert witness experience.”

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