

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

President

**Percipient Resources, Inc.**

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### **Professional Experience**

**Percipient Resources, Inc.**  
**President**

**Chapel Hill, NC**  
**San Antonio, TX**

**August 2010-Present**

Founder of insurance litigation consulting firm.

**Hanwi, Inc.**  
**Director of Sales and Marketing**

**Germantown, TN**

**September 2018-present**

In charge of sales and marketing for software dedicated to the management of insurance brokerage operations.

**CLS Partners-Risk Management**  
**President**

**Austin, TX**

**October 2015-January 2017**

President of risk management practice and property & casualty insurance agency.

**Asset Protectors & Advisors**

**Raleigh, NC**

**April 2014-March 2015**

Independent life insurance agent and investment advisory representative.

**Martin & Associates Insurance Agency, Inc.**  
**President**

**San Antonio, TX**

**July 2010-September 2012**

Founder and President of insurance agency.

**Martin Hollingsworth & Associates, LLC**  
**President**

**Memphis, TN**

**October 2009-Dec. 2010**

Co-founder of insurance brokerage and consulting firm.

**Regions Insurance Group  
Executive Vice President  
Director of Strategic Initiatives**

**Memphis, TN**

**April 2006-August 2009**

Responsible for revenue growth and account retention strategies for Regions Insurance Group and its subsidiaries. Related activities include: 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; managing corporate risk; and, creating and managing a corporate legal department (to include hiring of company's first General Counsel);. Member of Executive and Operating Committees. Also responsible for developing and maintaining insurance company relationships at an executive level. During that period, Regions Insurance Group grew from the 12<sup>th</sup> largest bank owned insurance brokerage to the 6<sup>th</sup> largest; and, from the 26<sup>th</sup> largest US insurance brokerage firm to the 18<sup>th</sup>. Annual revenue from operations approached \$120M.

**Summit Global Partners of Texas, Inc.  
USI Southwest  
Executive Vice President  
CEO of Austin and Houston Operations**

**Austin, TX**

**Nov. 2002-April 2006**

Shareholder and executive responsible for managing the Austin and Houston offices of emerging middle market broker funded by private equity. Responsible for growing revenue in areas of executive risk management, property and casualty for the technology and construction segments, and the employee benefits practice. Hired new Producers and made two acquisitions during this period. Achieved annual growth in excess of 30%. Combined operations approached \$15M in annual revenue. Member of Executive and Operating Committees. During this period, focused on Executive Risk insurance products (primarily D&O), personally working with a number of companies and their counsel as they went through the public company listing processes. Through that experience assisted private equity firms, and pre and post public company executive leadership teams with their insurance needs, and became familiar with private and public financing arrangements. Also served as company liaison to international brokerage network, which Summit was a founding member.

**Aon Risk Services, Inc.  
Managing Director, National Healthcare Practice**

**June 2002-Nov. 2002**

**Aon Risk Services, Inc. of Maryland  
Director, Healthcare, Northeast Region**

**May 2001-Nov. 2002**

Responsible for managing healthcare insurance brokerage/risk management consulting practice for entire U.S. Responsibility for national revenue base exceeding \$64 million and regional revenue base exceeding \$20M. Responsible for budgeting, business plan development, new business sales, hiring, managing and training professional staff, and account retention.

**Aon Risk Services, Inc. of Maryland      Baltimore, MD      Dec. 1998-Nov. 2002**  
**Senior Vice President**

Responsible for managing the Baltimore Risk Management/Large Accounts Division, the Baltimore/Washington Healthcare Practice, and Baltimore/Washington Technical Services Group (analytics, claims and risk control services). Revenue responsibility exceeded \$8 million. Responsible for budgeting, business plan development, hiring, managing and training professional staff, and account retention. Also managed one of Aon's largest international risk management accounts (international power tool manufacturer, with significant Asian, European and Central/South American operations) for four years supervising over 25 brokers, actuaries, ergonomists, and loss control and claim consultants in implementing state of the art risk management program. Also responsible for creating and implementing business plan for producing and servicing technology sector business in the Baltimore/Washington corridor.

**Sedgwick of Tennessee, Inc.      Nashville, TN      August 1997-Dec. 1998**  
**Managing Executive**

Responsible for the operations and profitability of a \$3.5 million, 30 person insurance brokerage/risk management services office serving the global power and energy, healthcare, construction and global manufacturing industries.

Managed office through two profitable fiscal years with annual growth exceeding 25% per year and lead office through ISO 9000 implementation and certification.

**Sedgwick, Inc.      Memphis, TN      June 1993 - August 1997**  
**Assistant General Counsel**  
**Vice President,**  
**Director of Professional Liability Risk Management**

Principal attorney/corporate officer charged with managing complex professional liability and commercial litigation involving North American (U.S., Mexico, and Canada) subsidiaries of one of the world's largest insurance brokers and risk management services providers. Sedgwick was a UK publicly traded company with world wide revenues of \$1.2B and US revenues in excess of \$660M.

Litigation defense responsibilities included defending suits against insurance and reinsurance brokers, employee benefits consultants, actuaries, third party claims administrators, and loss control consultants.

Management included responsibility for department of three attorneys, one insurance professional, and two paraprofessional/administrative employees. Position reported directly to Chairman and Chief Financial Officer, and had financial accountability for self-insured and insurance costs, as well as department operational costs.

**Alexander & Alexander Inc.                      Baltimore, MD                      October 1986 - June 1993**  
**Senior Attorney**

Professional liability and commercial litigation case management, typically handling the largest and most complicated cases. Non-litigation responsibilities included: drafting and negotiating service agreements and leases, addressing employment practices complaints, participating in the negotiation and closing of mergers and acquisitions, and providing advice regarding numerous federal and state commercial insurance regulatory matters. Managed significant corporate risk exposures related to insurance company insolvency and bad faith litigation, including overseeing the response to a Congressional investigation into insurer insolvency.

**State Farm Property & Casualty Co. Baltimore, MD                      June 1984- Nov. 1986**  
**Claim Negotiator**

Property and casualty large claim negotiator.

## **Education**

1994	M.B.A.	Loyola University in Maryland Selinger School of Business	Baltimore, MD
1984	J.D.	University of Kentucky College of Law	Lexington, KY
1978	B.A.	Centre College	Danville, KY

## **Professional Licenses**

Maryland Bar (inactive)  
North Carolina Resident/Texas Non-Resident Agent/Broker (P&C, Life and Health)  
Has held non-resident Agent/Broker Licenses in many other states  
Series 6, 63, and 65 Securities Licenses (inactive)

## **Civic Activities**

Member, Board of Trustees, Centre College  
Past President of the Alumni Association Board, Centre College  
Year 2000 Graduate of Leadership Baltimore County  
Past Member of Board of Governors, Baltimore Symphony Orchestra