

MICHAEL PLATT, CIC
RISK MANAGEMENT RESOURCES, INC.

PROFESSIONAL PROFILE

CAREER OBJECTIVE: Continued professional development in the areas of leadership and sales. Maximizing every opportunity for Risk Management Resources, Inc. to achieve the growth and goals set forth by the organization.

BUSINESS EXPERIENCE/DUTIES:

September 1990 - Present

Risk Management Resources, Inc.

President & Chief Executive Officer

Responsible for overall agency and personnel management, defining and maintaining customer service criteria. Management relationship with Major Broker Partners. Continued servicing of specific client base.

August 1988 - September 1990

Eugene Tkalitch & Associates, Ltd.

Vice President

Responsible for commercial account production, including solicitation, marketing and ongoing client servicing. Assisted agency President with goal development, sales strategies, and insurance market communication, including new product development.

October 1986 - August 1988

G.K. Harris, Ltd.

Insurance Producer

Responsible for sales of commercial accounts and management of agency's overall sales staff. Developed relationships with insurance markets to develop new products to distribute.

May 1984 - October 1986

InterContinental Insurance Managers, Inc.

Account Executive

Responsible for marketing workers compensation products to Chicago area agency force. Duties included prospecting, interviewing and contracting of new producers. Maintenance of underwritten accounts and development of annual sales goals.

February 1982 - May 1984

Mack & Parker, Inc.

Account Executive

Sales of commercial insurance.
Maintenance of assigned client book of business.

August 1978 - February 1982

Arthur J. Gallagher & Company, Inc.

Sales Representative

Development of commercial insurance clients, daily account servicing, marketing and compilation of underwriting specifications, premium collections and annual account reviews.

EDUCATION:

September 2000

Certified Risk Managers
Risk Control Course

September 1999

Certified Risk Managers
Risk Administration Course

September 1998

Certified Risk Managers
Risk Management Essentials

November 1997

USF&G Company
The Leadership Institute

October 1997

James K. Ruble
Financial Institutions Seminar

October 1996

James K. Ruble
Advanced Coverage Seminar

December 1995

Certified Insurance Counselor
Personal Lines Course

September 1995

Certified Insurance Counselor
Agency Management Operations

June 1995

Certified Insurance Counselor
Life & Health Institute

November 1994

Certified Insurance Counselor
Liability Course

October 1994

14th Annual Construction Conference

April 1994

Certified Insurance Counselor
Property Course

April 1993

Council on Education in Management
"Workers Compensation Update"

June 1992	"Corporate Bridges" Management Training - Six-Week Program
January 1992	"Understanding Medical Malpractice" Illinois State Ambulance Association
May 1991	Builders Risk Seminar
May 1990	Persuasive Selling Techniques, Robbins Research International, Inc.
June 1989	Chartered Property Casualty Underwriting Liability Course
January 1986	Chartered Property Casualty Underwriting Economics Course
September 1973 - June 1978	DePaul University - Bachelor of Science Commerce - Finance Major
September 1969 - June 1973	Simeon Vocational High School Graduate - Electronics Trade Major

ACCOMPLISHMENTS:

2003	South Central Community Services Board Member Marketing Committee, Chairman 1 st Board Vice President Board Chairperson
August 2000	Jonathan Trumbull Council The Hartford Co. Committee Member
June 2000	Access Living, Inc. Treasurer Board Member Finance Committee Chairman
October 1998	Lutheran Family Mission, Inc. Board Member
October 1996	South Central Community Services Board Member Marketing Committee, Chairman 1 st Board Vice President

January 1996	Attainment of Certified Insurance Counselor CIC Designation
November 1992	Surety Access Committee Committee Member/Midwest Region
May 1992	Illinois Collaboration on Youth Board Member
October 1991	Access Living, Inc. (Former) Board Member, Treasurer (Former) Chairman, Finance Committee
September 1990	First NonProfit Trust Company Producer Advisory Council Member
Licenses Held	Illinois, Georgia, Indiana, Kansas, New Jersey, Nevada, Ohio, Tennessee, Wisconsin Illinois Surplus Lines License

REFERENCES:

Available Upon Request.