

CITY OF HIGH POINT

AGENDA ITEM



Title: Appointment/Reappointment – Guilford /City Insurance Advisory Committee

From: Lisa Vierling, City Clerk

Meeting Date: August 17, 2015

Public Hearing: N/A

**Advertising Date /
Advertised By:**

Attachments: Bio Sheet – Lynwood Roach

PURPOSE:

To appoint Lynwood Roach to the Guilford/City Insurance Advisory Committee to fill the unexpired term of Skip Queen (deceased) and the reappointment of Rudy Hinnatt.

BACKGROUND:

Mayor Bencini is requesting that Lynwood Roach be appointed to the Guilford/City Insurance Advisory Committee with the term effective immediately and will expire December 21, 2016 and the reappointment of Rudy Hinnant effective immediately and expiring December 21, 2017.

BUDGET IMPACT:

N/A

RECOMMENDATION / ACTION REQUESTED:

Council is requested to confirm the appointment of Lynwood Roach to the Guilford/City Insurance Advisory Committee effective immediately and expiring December 21, 2016 and the reappointment of Rudy Hinnant to be effective immediately and expiring December 21, 2017.

High Point, North Carolina

Submit Date: Jul 23, 2015

Application for Appointment to Boards and Commissions

Status: submitted

Profile

All appointments to City boards and commissions are made by the Mayor and City Council and are not limited to those persons who fill out applications.

Lynnwood

First Name

Roach

Last Name

lynnwood.roach@gmail.com

Email Address

1906 San Fernando Drive

Street Address

Suite or Apt

High Point

City

NC

State

27265

Postal Code

Within High Point Corporate Limits

Please select your residency status.

Home: (336) 870-4530

Primary Phone

Alternate Phone

Self Employed

Employer

Which Boards would you like to apply for?

Guilford County/City Insurance Advisory Committee

6

Ward you reside in?

Interests & Experiences

Please tell us about yourself and why you want to serve.

Please list any work, volunteer, and/or educational experience that you would like us to consider in the review of your application.

[Lynnwood_Roach_Resume_2015.pdf](#)

Upload a Resume

Have you participated in Leadership High Point?

☐ Yes ☒ No

If yes, please list the year in which you participated
in Leadership High Point:

Male

Gender

Applications will be retained and active for a two-year period

LYNNWOOD (Lynn) M. ROACH

Greensboro/Winston Salem, NC AREA

Cell: 336-870-4530

Email: lynnwood.roach@gmail.com

Linked In: www.linkedin.com/pub/lynnwood-lynn-roach/79/5ab/bb9

SUMMARY

Successful **manager** with experience in **analyzing and assimilating information, marketing and product development and customer relations**. Proven track record of productivity and profitability in progressively responsible positions. Efficient supervisor, planner, organizer, and manager of time, projects, and professional peers. Developed, negotiated and executed multi line commercial insurance products in the specialty niche mid market segments.

Core Competencies:	Team Player	Problem Solver	Sense of Humor
	Accepts Feedback	Confident	Imaginative
	Even Tempered	Constructive	Good Listener
	Trustworthy	Conscientious	Thorough

Experience

CONSULTANT, High Point, NC

2013 – present

Safety and Loss Prevention Consultant -

- Business to Business consultant to Insurance Retail Agencies and Wholesale MGAs
- Consultant in Safety and Loss Prevention for Mid Market companies
- Guest columnist for National Safety Magazine

5STAR SPECIALTY PROGRAMS a DIV of CRC, High Point, NC

2005 - 2013

Vice President Program Manager – (Multi Line Binding Authority Product Lines of Auto, GL, IM and Property)

- Branch Manager
- Hired and trained underwriting staff
- Created underwriting guidelines, applications and procedure manuals
- Designed and implemented two national niche programs
- Recruited retail agents and monitored profitability (over 500 agencies)
- Guest Speaker at industry conventions
- Active player and coach underwriting new and renewal business in multi state territory
- Developed marketing strategies and customer service standards
- Conducted Internal Audits

iSurety Special Risk Inc., High Point, NC

2004 - 2005

President/Owner - (Multi Line Brokerage and Specialty Products)

- Created a General Agency from startup to compliment the iSurety North Carolina Work Comp fund
- Negotiated brokerage contracts for work comp, general liability and excess coverages
- Designed binding authority multi state multi line programs
- Worked with intermediaries and carriers to negotiate brokerage and binding authority contracts

AEON Insurance Group, Inc., High Point, NC

1997 - 2004

Vice President of Underwriting - (Multi Line Insurance Products focused on Mid Market Accounts)

- Recipient of the AEON Million Dollar Revenue Award
- Lead company growth from 5 to 25 employees and \$500,000 in premium to \$35 million in premium
- Generated revenues in excess of \$3 million annually
- Directed underwriting, marketing and policy issuance
- Hired, trained and managed a staff of 25
- Directed east and west coast underwriting offices in High Point, NC and Sacramento, CA
- Maintained carrier relations, monitored profitability and adherence to underwriting guidelines

K & K Specialties Insurance Group Inc., Greensboro, NC

1990 - 1997

Underwriting Manager – (Multi Line Insurance Products focused on Commercial Auto)

- Worked with a national trade association to design and implement multi line insurance product for the membership.
- Designed insurance products and safety guidelines
- Marketed the program at national trade conventions
- Recruited agencies to represent the product
- Hired and trained staff

USA Ins. Co. & Transportation Insurance Specialist Inc., Melbourne FL,

1988 - 1990

Insurance Company Underwriter and Lloyd's Broker - (Insurance Carrier Multi Line Products and Brokerage Multi type risk and longhaul trucking.)

- Brokered Accounts with Lloyd's of London brokers
- Underwrote accounts on behalf of United Southern Assurance Ins. Co.
- Maintained agency relationships via outstanding customer service

Education and Professional Development

- Bachelor of Science in Business Administration – Mars Hill University – Mars Hill, NC
- Continuing Education includes –
 - CPCU parts 1, 3 & 4
 - General Insurance 21,22,23
 - Various industry specific CE classes via AAMGA and State Universities covering
 - ◆ Loss prevention
 - ◆ Flood coverage and beach plans
 - ◆ Marketing and budget setting
 - ◆ Profitability in Underwriting
- Past President of the North Carolina Surplus Lines Association
- Current Board Member of the North Carolina Surplus Lines Board
- North Carolina Property & Casualty Licensee
- North Carolina Excess & Surplus Lines Licensee
- Working knowledge of:
 - Federal Motor Carrier Regulations and filing procedures
 - ISO policy Forms and Rates
 - Department of Insurance filings
 - Microsoft Office (Including Word and Excel)
 - Multiple insurance carrier rating and processing systems
- Continuing Education Educator – Topic - Safety and Loss Prevention
- Guest columnist for national safety magazine

Community Leadership

- Currently serving on the Forest Hills Presbyterian Church Endowment Board
- Boy Scout Leader
- Volunteer for Mobile Meals, and Habitat for Humanities