

Resume' of Employment Qualifications for

Jack L. Catalinotto

Career Objective – *To offer an employer the benefit of over **thirty-six years** of successful management, marketing and entrepreneurial expertise in the insurance industry in Louisiana in exchange for the opportunity to affiliate with an employer that recognizes the value of experience, rewards accomplishment, and respects the individual's contribution to the common goals of the organization.*

Accomplishments

- *Established three businesses and started three departments or divisions within corporations all from inception to successful operations.*
- *Increased production and productivity in every organization in which a leadership position was held.*
- *Introduced new products and programs and developed new markets for corporations that were in decline or in status quo positions.*
- *Served on numerous Boards of Directors for state and local professional organizations, as well as contributing as president of several of them.*
- *Served on numerous industry committees, including a joint legislative advisory committee to consider rewriting the Insurance Code for the State of Louisiana.*
- *Held numerous agency contracts and binding authorities, including as a binding contract underwriter in the United States for Lloyd's of London.*
- *Increased the profitability of clients' businesses through implementation of recommended risk management strategies.*
- *Passed eight of ten CPCU courses, and currently enrolled to complete the designation by 2008, and earn an additional ARM degree.*
- *Routinely participate as an active member of civic, fraternal, and charitable organizations within my community, and generally serve in leadership roles.*

Monday, August 27, 2007

Jack L. Catalinotto

After graduating in 1970 from the University of New Orleans with a Bachelor of Science degree in Business Management, and following active duty in the United States Army, Jack began his insurance career as a commercial lines field underwriter with the Travelers Insurance Company in its Shreveport Office. After a few years with the Travelers, and later as a senior commercial casualty underwriter with the Fireman's Fund, he became aware of the need to develop programs for high-hazard and special risks. In 1976 he entered the excess and specialty lines insurance arena as a surplus lines broker, creating and marketing new programs for hard-to-place risks with London and domestic specialty markets. In 1996, Jack added a new dimension to his insurance career by becoming a licensed life, health and Series-6 financial services agent and broker, and in 1997 he became a full-time risk manager, representing the commercial consumer side of the insurance marketplace. By the new millennium, Jack opened his own risk management and insurance consulting business, *InSmart Consulting*. In 2004, Horace Mann Insurance Company hired Jack as a full-time retail agent for its educator market branch office in Baton Rouge, but a year later, Hurricane Katrina closed that office and Jack returned to consulting and other employment until 2007 when Equity Partners Insurance Services of Mandeville, LA brought him back into the E&S marketplace as their Marketing Manager for five of the ten states in their underwriting territory.

Throughout his career, Jack has been actively involved as a member, officer, and director of many professional and civic associations. He is a past president of the Louisiana Surplus Line Association and The Louisiana Insurance Field Association. Jack has served on the Louisiana Joint Legislative Committee to rewrite the Louisiana Insurance Code, been an appointed domestic underwriter for Lloyd's of London, a member broker of the Illinois Insurance Exchange, an associate member of the Professional Insurance Agents, the "Big I", the Louisiana Society of Association Executives, and a member of the National Association of Professional Surplus Lines Offices, and the American Association of Managing General Agents. He has been a member of the Life Underwriters Association, and Kiwanis International, having served the latter organization as a past president of his local club.

In an effort to contribute something extra to his profession, Jack has taught various insurance, loss control and safety classes, and as an avocation, Jack was a licensed pyrotechnician in Louisiana for over ten years, having produced and supervised indoor pyrotechnic and outdoor fireworks displays.

Jack is married to the former Dale Roux of New Orleans. Dale has nearly as much insurance experience as Jack, and she currently manages a large, commercial insurance agency in Mandeville, Louisiana, where they reside. They are the parents of five children, the last two being teenagers attending Mandeville High School. Jack is active in the Boy Scouts of America, Mandeville Youth Soccer, and the American Society of Italian Heritage.