



Thomas G. Hall, CPCU

Red Bank, New Jersey

Summary of qualifications

Customer focused, results driven Personal Lines Executive with extensive, diversified management experience at a Fortune 500 financial services organization. Energetic, strong interpersonal skills and hands-on management style. Solid record of achievement on high profile, difficult assignments. Areas of expertise include strategic planning, reengineering and process re-design, safety and loss control.

Work experience

April 2014-Present Litigation Adjusters, Inc. Red Bank, NJ

Monitor trials and attend mediations and settlement conferences, expert witness and claim auditor.

July 2007 – June 2013 Cannon, Cochran Management Services, Neptune, NJ

State Director

- Branch Claim Manager for a national third party administrator, handling workers compensation and general liability claims for municipalities and large, self-insured employers. State Director handling multiple locations and northeast state venues.

January 2005 – February 2007 High Point Insurance Company, Red Bank NJ

18800 Delaware Street, Suite 302, Huntington Beach, CA 92648
(714) 841-2525 Fax (714) 841-2561 Cell (818) 209-6012
(866) SETTLE O (Toll Free) (866) 738-8530 jrobinson@litigationadjustersinc.com
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Director, Broker Management and Marketing

- Direct Agency Management, Marketing and Advertising for a \$500M New Jersey based auto carrier.

November 2003 – May 2004

Liberty Mutual Insurance Company, Holmdel NJ

AVP, Manager of Underwriting and Pricing

- Managed on-site integration team in migration of Prudential Property and Casualty personal lines book to Liberty Mutual.

1976 – November 2003

Prudential Property and Casualty Insurance Co.

Holmdel, New Jersey

Vice President, Regional State Management 12/01 – 11/03

- Complete responsibility for all personal lines of insurance in five high priority states with \$295M in total direct written premium.

Vice President, Strategic Initiatives 11/99 – 12/01

- Primary contact for organizations seeking partnership opportunities and strategic alliances. Responsible for identifying and evaluating acquisition candidates and coordinating M&A due diligence efforts. Led in the creation of an Internet joint venture start-up company with ownership interest.

Director, Strategic Initiatives 4/99 - 11/99

- Headed the California Strategic Growth Initiative. Total responsibility for profitability, growth and risk management for California personal lines products (\$62M Net Written Premium). Increased sales 82%, auto net written premium 17%, auto persistency 3 points, homeowner persistency 2 points. All lines combined ratio of 97.8%. Served on the Governing Board of the California FAIR plan as Vice-Chairman.
- Company liaison for integration issues involving a recently acquired non-standard auto company. Developed and implemented business conformance plans for compliance with applicable affiliated insurer statutes.

Assistant to the President 12/96 - 3/99

- Managed the office of the President as Chief of Staff. Responsibilities included strategic planning, coordination of management controls and functions, analysis of business results, handling of key projects and all Executive communications.

State Director – California 9/95 - 12/96

- Responsible for planning, execution and evaluation of the property and casualty state strategy. Coordinated the pricing, underwriting, marketing and claim functions to insure state profitability and proper levels of catastrophic risk. Served on the Board of the California FAIR Plan.

Director, Casualty Claims 6/94 - 9/95, 3/90 - 4/91

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- Countrywide casualty product responsibility for personal lines, commercial, errors and omissions and umbrella policies. Handled \$300 million in annual casualty loss exposure. Established claim handling policy and procedures for 30 field claim offices. Duties included auditing, medical management, legal expense control and Corporate monitoring of all significant risks and major litigation, including bad faith and punitive damages.

Director, Western Field Claim Group

4/91 - 6/94

- Administrative responsibility for seven field claim offices servicing 23 central and western states with an operating budget of \$35 million. Directed a staff of 500 claim professionals in loss control, service delivery and expense management. Responsible for the highest rated office countrywide in 1993.

Senior Claim Consultant

5/89 - 3/90

- Served as company liaison on a major casualty best practice study involving a prominent management consulting firm. Improved loss ratio results measurably.

Claim Manager, Woodland Hills, California

6/86 - 5/89

- Managed the personal lines claim operation for the state of California. Took the weakest office in the organization to top quartile performance.

Claim Manager, New York

1976 - 1986

- Held a variety of positions leading to Manager of the downstate New York claim office.

1972 - 1976

Government Employees Insurance Co.

Woodbury, New York

- Started as a multi-line claim representative and worked up to Casualty Claim Supervisor.

Education

Adelphi University, Garden City, New York

Bachelor of Business Administration

Professional

Chartered Property and Casualty Underwriter (CPCU - 1998)

Community

Vice-Chairman, Planning Board, Middletown Township – 2010 to 2013

Mayor, Middletown Township – 2005, 2006

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Committeeman, Middletown Township – 2004 to 2007
Middletown Township Education Foundation (Vice-President)
Founder and Director, Great Race of Middletown
Middletown Youth Council
Middletown Alliance

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