

Aaron D. Hertsgaard, CAPI

Assistant Vice President
Strategic Partnerships Manager
New York and Northeast Regions



CHUBB®

Aaron Hertsgaard is Assistant Vice President of Strategic Partnerships for Chubb Personal Risk Services, a \$5 billion division within Chubb Insurance that focuses exclusively on insuring the lifestyles and assets of successful individuals and families around the world.

Aaron is responsible for developing and maintaining relationships with centers of influence at a regional level, defined as individuals or firms that are trusted advisors to Chubb's target market customer. In this role, Aaron focuses on strategic development, marketing and communications strategy, brand building, alignment of regional marketing staff, regional event sponsorship execution, and engagement with agents and brokers.

Aaron has been with Chubb for 13 years, most recently as Senior Marketing Specialist in the Dallas Branch where he is responsible for the growth and retention of \$75 million in Gross Written Premium. Prior to his current role, he was Sales Support Project Manager helping develop and execute a sales process within CPI. He also spent time as Marketing Specialist in the Westchester Branch in New York. Aaron started his career at Chubb in 2004 as Underwriter for the state of New York.

Aaron is a graduate of the University of Phoenix with a B.A. in Business Administration. He resides in New Jersey with his wife Michelle.

Chubb is the world's largest publicly traded property and casualty insurance company. With operations in 54 countries, Chubb provides commercial and personal property and casualty insurance, personal accident and supplemental health insurance, reinsurance and life insurance to a diverse group of clients. As an underwriting company, we assess, assume and manage risk with insight and discipline. We service and pay our claims fairly and promptly. The company is also defined by its extensive product and service offerings, broad distribution capabilities, exceptional financial strength and local operations globally. Parent company Chubb Limited is listed on the New York Stock Exchange (NYSE: CB) and is a component of the S&P 500 index. Chubb maintains executive offices in Zurich, New York, London and other locations, and employs approximately 31,000 people worldwide.

Additional information can be found at: chubb.com.

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Michael W. Gardner Onecap Services, LLC

Michael Gardner has worked in personal insurance for the last fifteen years. After graduating from the Jack F Welch School of Business at Sacred Heart University in Connecticut, his career began with Liberty Mutual Insurance, managing personal lines clients from 2006-2008. As his network grew, he realized that he wanted to become more intricately involved with creating bespoke programs for the most complex risk situations.

Following his position as a marketing representative with CHUBB Insurance, managing upwards of forty brokers from Westchester to Vermont, he started to grow his own book of business as a broker with BNC Insurance (now Acrisure). While there, he was given the opportunity to work with a start-up firm out of Cedarhurst Long Island in 2012.

At Onecap Services, he built the personal lines department from the ground up; which in the past nine years, has grown to eight full-time staff members and nearly eight million dollars in written premiums.

In this role, Michael handles a range of personal risk programs; first time homeowners, athletes, CEOs, and family offices whose premiums exceed one-hundred thousand dollars annually. His goal is to take the complexity of any risk, and provide custom service and attention amidst a sea of 1-800 number companies offering quick fixes. As a member of the FPA since 2009, he has unique insight into how planners, attorneys and accountants should work with their clients to tailor a program that fits their needs.

Timothy D. Dodge, AU, ARM, CPCU
Assistant Vice President of Research and Information
Big I New York

Timothy D. Dodge, AU, ARM, CPCU is the Assistant Vice President of Research and Information for Big I New York, headquartered in Dewitt, New York. Tim is responsible for answering members' questions about insurance technical, compliance, and legislative matters, and for communications with the media. He also writes for and maintains sections of Big I New York's website; writes a blog about insurance technical matters; hosted an award-winning video podcast; and teaches continuing education classes. Since 2008, he has served on national committees that work with ISO to improve coverage forms, including the Big I's Technical Affairs Committee and the Mid-America Insurance Conference. He previously worked as a commercial lines underwriter and underwriting trainer for CNA Insurance in Syracuse. He is a graduate of the State University of New York College at Brockport and received the Chartered Property Casualty Underwriter designation in 1998. He has held his current position with Big I New York since 2002.

George L. Goodman, CPCU
Agency Manager
Forbes Agency

George L Goodman CPCU has been an Independent Insurance Agent for almost 42 years designing Personal Lines programs for individuals and Commercial Insurance for diversified clients. He achieved the Chartered Property Casualty Underwriter (CPCU) Designation in 1984. George is currently the Agency Manager at the Forbes Agency in Katonah, New York. George has been President of the Independent Insurance Agents of Westchester County for the 2001-2002 and 2003-2004 terms and was awarded Outstanding Local Board President by the Independent Insurance Agents & Brokers of New York in 2004. George also received the Frederick H Dayton Award by the Independent Insurance Agents of Westchester in 2007 for his dedication to the Independent Insurance Agency System and for his civic contributions.