

## **CURRICULUM VITAE**

**E. AL DIAMOND**

**President, Agency Consulting Group, Inc.**

### **Synopsis of Expertise:**

**Mr. Diamond has been deeply involved in all facets of insurance agency and company operations including merger, acquisition and divestiture, perpetuation and strategic planning, organizational development, compensation and salary administration programs, administrative and financial operations and marketing and automation planning, ESOP, and perpetuation issues. Mr. Diamond also helps agencies create and develop direct marketing programs to enhance agency production.**

**Mr. Diamond is has been president of the American Association of Insurance Management Consultants (AAIMCO) and belongs to the American Arbitration Association. He was a charter member of the Quality Insurance Congress. He is on the Insurance Industry Advisory Counsel for NuServe, a cutting edge internet technology company. Mr. Diamond acts as independent moderator for disputes arising from insurance agency operations, and as a facilitator for mergers, acquisitions, divestitures and internal perpetuation plans.**

**He is a qualified instructor for the Best Practices of Insurance Agencies programs of the Independent Insurance Agents of America. He has been named Business Skills Department Head for the Independent Insurance Agents of**

**America's Virtual University. Mr. Diamond is an identified Expert on business management issues for the AllExperts Website. Mr. Diamond has been named Key Consultant for Merger/Acquisition/Valuation for Insurance Marketing and Management Services, a nationwide services business providing on-line services to insurance agencies. Mr. Diamond has created a Masters Program in insurance agency management (MAM) certifying agency managers and professionally managed insurance agencies (ACE – Agency Certified in Excellence). Mr. Diamond has been named an advisor on the nuServe Insurance Industry Panel.**

**Mr. Diamond writes a national newsletter for insurance agency principals and insurance industry executives, THE PIPELINE, distributed to agents, associations, and carriers throughout the U.S. He has spoken to hundreds of agency groups over the past 23 years that he has spent as a consultant.**

**Mr. Diamond's practice includes annual valuation and analyses of insurance agencies throughout the United States. Mr. Diamond and Agency Consulting Group, Inc. are one of the few consulting firms operating nationwide for agency valuation and consulting services from its Cherry Hill, NJ location. Since 1985 Agency Consulting Group has collected financial data and published the averages of common revenue and expense categories for independent insurance agencies in various size groups. These averages have been published in the Pipeline and in various other trade publications annually and appears on-line at the organization's website, [www.agencyconsulting.com](http://www.agencyconsulting.com).**

## **History:**

**Mr. Diamond has spent over 30 years in the insurance industry working for both stock (agency represented) and direct writing insurance companies, agencies and as an independent businessman. He has been Operations Manager for a major insurance company and Chief Operating Officer of three insurance agencies. He has been President of Agency Consulting Group, Inc., a national consulting firm for insurance agencies since 1985.**

## **Professional History:**

**1985 – Current President, Agency Consulting Group, Inc. – responsive to independent agents throughout the United States for a variety of services including Agency Valuation, Mergers, Acquisitions and Divestiture, Strategic Planning, Operational Development, Agency Automation, and Compensation Programs**

**9/01 – 1/03 Chief Operating Officer – Commercial Property/Casualty agency in central New Jersey – Consulting Assignment**

**11/00 – Current Chief Operating Officer – 7 Division Tidewater Virginia P&C & L&H insurance agency**

**- consulting assignment**

**9/01 – 1/03                    Chief Operating Officer – Commercial  
Property/Casualty agency in central New Jersey  
– Consulting Assignment**

**1996 – 1998                    Chief Operating Officer – South Jersey  
independent insurance agency – consulting assignment**

**1996 – 1997                    Chief Operating Officer – Savings Bank  
Agency -- consulting assignment**

**1980 – 1985                    Manager, Agency Consulting Department,  
CIGNA; developed and managed the agency  
consulting department for major insurance  
company.**

**1976 – 1979                    Operations Manager – Colonial Penn  
Insurance Company; Opened Property/Casualty  
Division for major direct writing insurance  
company**

**1969 – 1976                    Aetna Life & Casualty; various positions in  
underwriting, marketing, and agency  
management**

**Publications:**

**Mr. Diamond is currently authoring two books to be published by the Independent Insurance Agents and Brokers of America (IIABA), INCENTIVE COMPENSATION PROGRAMS FOR INSURANCE AGENCIES and DE-MYSTIFYING AGENCY VALUATION, MERGER, ACQUISITION AND DIVESTITURE**

**Mr. Diamond has authored a monthly national newsletter for the insurance agency industry, "The Pipeline" since 1987. His articles on agency management, compensation, planning, perpetuation, valuation and the industry's future have been published in the National Underwriter and in national and state publications of the Professional Insurance Agents of America and the Independent Insurance Agents of America.**