

Michael G. Manes
Square One Consulting
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Experience -- Business / Professional

- **Financial Services Delivery - Banks and Insurance Coordination (18 years)**
- **Planning, Marketing, & Change Management Consulting (14 years)**
- **Insurance Agency Production / Management (20 years)**
- **Bank Insurance Officer (5 years)**
- **Developer of United States Tennis Association "Ad-In" Program**
- **Designer of Professional Insurance Agents of Louisiana E & O Program**
- **Developer of the Affiliate Program for Insurance Agency Acquisitions**
- **Developer of the Professional Insurance Exchange Marketing Organization**
- **Developer of the "Correspondent Agency" System**
- **Executive Director of Louisiana Managed Healthcare Association**

Experience – BankAssurance

- **Bank Insurance Officer – Manager of Bank Agency (5 years)**
- **Developer of the Correspondent Agency System**
- **Creator of Financial Institution Planning Workbook**
- **Creator of Insurance Agency Planning Workbook**
- **Speaker on Bank / Insurance Distribution:**
 - **Association of Banks in Insurance – National Conference**
 - **First National Bankers Bank – State Convention**
 - **Professional Insurance Agents – State Convention**
- **Author of Articles on Banks in Insurance**
 - **Bridging the Cultural Divide – Banks in Insurance Report (11/93)**
 - **Interview – Banks in Insurance Report (3/92)**
 - **Miscellaneous Articles – The Agents Voice**
 - **Miscellaneous Articles – IMMS Consultants Program**
- **Consulting Experience – Facilitation of:**
 - **Communication Tools for Discussions of Bank Based Distribution**
 - **Strategic Planning by a Community Bank**
 - **Strategic Planning for a Bank-owned Agency**
 - **Acquisition of an Agency by a Community Bank**
 - **Establishment of a Joint Venture between an Agency and Bank**
 - **Development of Contracts for the Correspondent Agency System**
 - **Discussions with Regulators**
 - **Strategic Alliances for Bank Based Distribution**
 - **Carrier Relationships for Bank Based Distribution**
 - **Product Development for Bank Based Distribution**
 - **Direct Consultation with CFIC member banks**
 - **Rehabilitation of a Bank owned agency**

Experience – Academic

- Instructor of Risk and Insurance at Louisiana State University (10 years)
- Approved Instructor - Certified Insurance Counselor Program
- Approved Instructor - Pre-licensing / Continuing Education Insurance Courses
- Faculty Advisor - Gamma Iota Sigma, LSU Insurance Society
- Faculty Advisor - AIESEC - LSU Chapter
- Excellence in Teaching Award – LSU Finance Department (1994 – 1995)

Public Policy

- Issues Chairman for a 1991 Louisiana Gubernatorial Candidate
- Charter Member of Louisiana Health Care Commission
- Member of Louisiana Attorney General (Guste) Insurance Panel
- Member of Louisiana House of Representative (Haik) Insurance Panel
- Charter Member of Louisiana Education Advisory Council
- Member of Governor's (Foster) Task Force for State Group Benefit Program
- Member of the Board of Advisors for Insurance Industry Issues to the College of Business Administration at Louisiana State University
- Member of the Board of Directors of the National College of Naturopathic Medicine -- Portland, Oregon
- Member – U. S. Army War College – National Security Seminar (June 05 – 09, 2006)
- Speaker – Cover The Uninsured Week Programs (Louisiana)

Consumer Advocacy

- Chairman - Citizens for Auto Reform (C.A.R.)
- Member of Board of Directors of Louisiana Consumers League
- Member of Board of Directors (Consumer Representative) of Louisiana Health Insurance Association (High Risk Health Pool)

Communications - Public Speaking / Publishing

- Recognized Speaker on Topics of Risk and Change Management, Insurance, Health Care, Leadership, Communications, etc. - including presentations to:
 - LSU Medical School - Practice Management Course
 - LSU Dental School – Practice Management Course
 - University of Oklahoma Medical Center
 - American Association of Periodontology - National Convention
 - Association of Banks in Insurance - National Convention
 - First National Bankers' Bank (Louisiana) - State Convention
 - Professional Insurance Agents of Louisiana - State Conventions
 - Independent Insurance Agents of Louisiana – State Convention
 - Independent Insurance Agents of Oklahoma – State Convention
 - Louisiana / Mississippi Hospice Associations - State Conventions
 - Louisiana Society of Association Executives - State Convention
 - Louisiana State Medical Society – Leadership Conference
 - Mississippi Managed Health Care Association
 - Professional Insurance Marketers Association – National Convention (2X)
 - HOBY Leadership Program – Keynote Speaker (Louisiana)
 - Numerous other local, state and regional presentations
- Recognized Columnist / Writer on Issues of Insurance and Risk Management,

Change Management, Communications, and Organizational Therapy

- **Author of the FINE PRINT - Baton Rouge Executive Digest**
- **Author of TALKING BUSINESS - Louisiana Business Journal**
- **Author of WISE IDEAS - Agent's Voice Magazine**
- **Contributing Writer - Bests' Review**
- **Contributing Writer - Banks in Insurance Report**
- **Contributing Writer – IMMS Key Consultants Program**
- **Contributing Writer – Program Business**
- **Other local and regional publications**

REFERENCES: Available Upon Request