

# Edwin J. Miltenberger, CLU, CEBS

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## **Professional Summary**

Strong corporate leader with significant senior management experience, strong familiarity with both life and health, and property and casualty business lines. Particular expertise in Affinity and program management. More than 30 years of domestic and international experience. Proven track record in impacting corporate bottom line through marketing, sales, product innovation, and focused account management. Actively consulted with major clients in diverse markets using multiple distribution channels.

## **Professional Experience**

### **Carrier and Affinity Group Strategies, LLC, Covington, LA**

Consulting firm active in assisting Insurance Carriers, Affinity groups, private agencies, and brokers in maximizing shareholder value, improving benefit portfolios and stretching resources. Services also include large-scale projects on behalf of mergers, acquisitions, and valuations.

#### **President (2010 – Present)**

Launched a privately-owned firm to consult with Agencies, Carriers, Associations, and Affinity groups.

#### **Select Accomplishments**

- Facilitated the sale of a national broker's Book of Business.
- Led a Louisiana-based coalition proposal for a Medicaid RFP.
- Led a client-based initiative in response to a Federal Opportunity Announcement by the Center for Medicare and Medicaid Services.
- Worked on a number of client directives including health consulting projects, regulatory issues, deferred compensation, strategic planning, etc.
- Opened privately-owned, near-site medical clinic with a lab collection facility.

### **GILSBAR, Inc., Covington, LA**

One of the largest privately held TPA's in the country serving a national client base including major affinity groups, insurance carriers, and large employers.

#### **Vice-President of Carrier and Affinity Group Services (2004 – 2010)**

Provided leadership to profit center focused on BPO services to insurance carriers and varied association/affinity group programs; exceeded goals for revenue and profitability. Participated in corporate strategic planning, operational decisions, and supervised team members.

#### **Select Accomplishments**

- Significant participation in leading a small state-based TPA from twenty employees to over 300 during 25 year tenure.
- Major contributor to growing a \$3 million profit center into a national presence in the affinity and BPO space with over \$8 million in revenue and significant increase in profitability during a three-year span.
- Major contributor to recruiting significant talent to entire organization during sales and profit-center leadership.
- Primary relationship manager for numerous key accounts representing 20%+ of corporate revenue.

#### **Vice-President of Association Services (1992 – 2004)**

Provided leadership to two direct sales units, including all marketing and sales support. Directly consulted with several regional and national associations. Proven track record of strong, profitable growth for key profit center.

**American International Group (AIG), Frankfurt, Germany**

World leader in insurance serving private and commercial clients in the life/health and property and casualty arena.

**Personal Lines Manager for Germany (1988 – 1992)**

Primary responsibility for management of Personal Lines Division in Germany representing sales of DM56 million; primary responsibility of joint operating partnership representing sales of DM5million; designed and implemented multiple sales and marketing initiatives; managed producer relationships throughout Germany.

**Select Accomplishments**

- Managed 60+ Property and Casualty agencies throughout Germany requiring familiarity with German regulations, customs, and competition.
- Participated in all budget and financial issues relative to division.
- Hired, trained, and directed staff of 40+ AIG domestic employees in Personal Lines Profit Center.
- Participated in broader AIG Europe Personal Lines Conferences/Meetings.
- Active in various organizations, including American Chamber of Commerce and market-aligned non-profit groups.

**GILSBAR, Inc., Covington, LA**

**Director – Sales Division (1987 – 1988)**

Participated in plan design recommendations and negotiations on behalf of employers and associations; primary responsibility for recruiting, training, and management of statewide sales team; presented seminars and led presentations on behalf of clients; Senior Account Representative for major clients; member of the corporate Executive Management Committee.

**Manager – Sales Division (1986 – 1987)**

Assisted in recruiting and training of sales and marketing professionals; responsible for introducing new products and services; and actively involved in generating new clients.

**Sales Representative (1979 – 1986)**

Recognized for adding over \$1 million of new association group business during 1985; initiated the company's creation of a direct mail/telemarketing department; co-authored an extensive report for the Louisiana Sate Bar Association's Malpractice Insurance Committee.

**Affiliations/Community**

- Immediate past President of Professional Insurance Marketing Association (PIMA). Served six years at Board level and served as President in 2012.
- Member of the American Institute of Professional Association Group Insurance Administrators (AIPAGIA).
- Served three years as Chairman of Bogue Tuchenna District Boy Scouts of America.
- Member of the Louisiana Association of Health Plans (LAHP).
- Active member in Grace Family Fellowship Church.

**Education**

**Southern Methodist University, Dallas, TX**

Bachelors in Business Administration – special emphasis: German Language

**Chartered Life Underwriter (CLU)**, conferred by The American College Bryn Mawr, PA

**Certified Employee Benefit Specialist (CEBS)**, conferred by a joint program of Wharton School and

International Foundation of Employee Benefit Plans

**Languages**

Fluent in German