

Contact

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Top Skills

Risk Management
Underwriting
Insurance

Honors-Awards

Insurance Quality Mark
AAIMCo 2018 Conference Speaker

Publications

Point/Counterpoint: Has Mandatory CE Improved Product Knowledge?
Brief Guide to Legal Research Internet Sites – 2017 Update
Continuing Education = Competitive Edge
Author of Continuing Education Courses/Study Guides

Michael Gay

Strategic Business Development • Insurance & Risk Management • Litigation Consulting
Greensboro, North Carolina

Summary

My Passion: Exceed Expectations Everyday

35 year career of strategic business development in the specialty P&C insurance market, and since 2010, in the commercial finance market, developing and selling coach finance products and programs. Insurance and risk manager skilled in the identification, analysis, evaluation, and treatment of complex risk and loss exposures. Expert witness and litigation consultant in complex P&C coverage cases, MGA/MGU operations, and agent/broker “Best Practices”. Insurance educator for 25+ years. Author of over 60 course guides and workbooks, and instructor of over 6,500 risk, insurance, claims, and legal professionals.

Designations earned: AAI, AAI-M, AIS, ARM, ARM-P, CIC, CPCU, CRIS

Experience

Volvo Financial Services

National Sales Manager (USA) - Coach & Insurance

January 2015 - Present

Greensboro/Winston-Salem, North Carolina Area

National Sales Manager for motorcoach finance, and construction and truck insurance programs for Volvo Financial Services (USA).

Michael Gay Consulting LLC

Insurance Consultant & Expert Witness

January 2008 - Present

High Point, North Carolina

Litigation Consulting & Expert Witness; Property & Casualty Insurance Education (approved in all 50 states).

Continuing Education Seminars of North Carolina

Property & Casualty Insurance Instructor

April 1991 - Present

Greensboro/Winston-Salem, North Carolina Area

Property & Casualty Insurance continuing education instructor to more than 6,500 insurance agents, adjusters, paralegals, and others. Author of more than 60 insurance continuing education courses and instruction guides.

Volvo Financial Services

Business Development Manager (USA) - Coach

March 2012 - January 2015 (2 years 11 months)

Greensboro/Winston-Salem, North Carolina Area

Business Development Manager of motorcoach finance programs for Volvo Financial Services (USA).

Volvo Financial Services

6 years 10 months

Insurance Programs Manager (USA)

June 2011 - January 2015 (3 years 8 months)

Greensboro/Winston-Salem, North Carolina Area

Design, sales, and management of construction and commercial truck insurance programs for Volvo Financial Services (USA).

National Insurance Sales Manager (USA)

April 2008 - June 2011 (3 years 3 months)

Greensboro/Winston-Salem, North Carolina Area

National Sales Manager and agency manager for Volvo Insurance Services, a part of Volvo Financial Services (USA), in sales and management of construction and commercial truck insurance programs for Volvo Financial Services (USA).

Carolina Insurance Services

Marketing Director

November 2005 - April 2008 (2 years 6 months)

Winston-Salem, North Carolina

Marketing Director for a regional transportation MGA/MGU.

VisionWorks Ministries, Inc.

President / Founder

June 2003 - November 2005 (2 years 6 months)

Greensboro/Winston-Salem, North Carolina Area

President and founder of a non-profit agency assisting non-profits in formulating and implementing strategic and operational plans.

Olde Town Insurance Agency, Inc.

President / Founder

December 1992 - August 2004 (11 years 9 months)

Greensboro/Winston-Salem, North Carolina Area

President and founder of a retail insurance agency specializing in the construction, transportation, and manufacturing industries, with an emphasis on heavy auto exposures, professional liability coverages, and hard-to-place workers compensation.

Public Risk Underwriters, Inc.

President / Co-Founder

September 1998 - June 2003 (4 years 10 months)

Greensboro/Winston-Salem, North Carolina Area

President and co-founder of a multi-state MGA, underwriting insurance for public entities and schools.

Central Bank Insurance Agency (First Bank Insurance Services)

President

December 1992 - June 1994 (1 year 7 months)

Central North Carolina Area

President of a regional North Carolina bank-owned personal lines insurance agency.

K&K Insurance Group, Inc.

Executive Vice President of Underwriting

April 1990 - November 1992 (2 years 8 months)

Fort Wayne, Indiana Area

Executive Vice President for a wholly-owned subsidiary of K&K Insurance Group (Fort Wayne, IN), specializing in public entity and transportation programs.

AIC Insurance Group

Executive Vice President and Chief Underwriting Officer

May 1985 - April 1990 (5 years)

Greensboro/Winston-Salem, North Carolina Area

Executive Vice President and Chief Underwriting Officer of a regional MGA/ MGU, underwriting programs for national insurance companies and reinsurers

primarily in the public entity, auto and truck dealership, transportation, and towing industry segments.

AIC Technical Services, Inc.

President / Founder

March 1983 - April 1990 (7 years 2 months)

High Point, North Carolina

President and founder of a risk management consulting firm, providing risk and insurance management services to state and national associations; state, federal, quasi-governmental, and municipal governments; and large self-insured businesses.

Education

American Institute for Property & Casualty Underwriters

AAI-M, Accredited Advisor in Insurance - Management · (2018 - 2018)

American Institute for Property & Casualty Underwriters

ARM-P, Associate in Risk Management - Public Entities · (2017 - 2017)

American Institute for Chartered Property & Casualty Underwriters

AIS, Associate in Insurance Services · (2016 - 2016)

American Institute for Chartered Property & Casualty Underwriters

AAI, Accredited Advisor in Insurance · (2014 - 2014)

International Risk Management Institute

CRIS, Construction Risk and Insurance Specialist · (2010 - 2010)