

TERRY FRIEDMAN, CPCU

Terry is the sole member of Terry Friedman Consulting, LLC. He has been in the insurance business since 1980, when he joined Friedman Insurance, Inc. of Dubuque, Iowa as a producing agent selling all lines of insurance, eventually focusing on property and casualty insurance, primarily for businesses, organizations and other entities in need of commercial insurance.

Contact Information:

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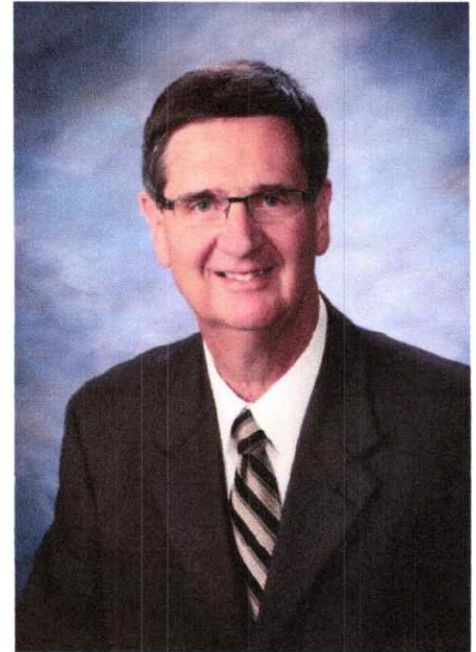
Phone: (563) 590-2030

Education:

- 1975, BA in Business Administration, Briar Cliff University, Sioux City, IA.
- 1997, Chartered Property Casualty Underwriter (CPCU) designation.

Experience:

- The Friedman Group, Inc.
 - 41 years as a successful agent producing property and casualty insurance accounts for Friedman Insurance. Before transitioning to mentoring and assisting new producers, handled over \$8,000,000 in premium volume.
 - President of Friedman Insurance, Inc. from 2004 – 2018;
 - CEO of the Friedman Group, Inc. from 2006 – 2020.
- Has been hired as an expert witness to provide a written opinion on insurance related lawsuits.
- Appointed by the State of Iowa by Commissioner Susan Voss to serve on the Worker's Compensation Appeals Board, reviewing classifications for businesses, 2005.
- Member of the Independent Insurance Agents of Iowa, Technical and Industry Affairs Committee from 2004 to present, serving as its chair from 2004 to 2006. The committee's purpose is to review, discuss and make recommendations, regarding insurance coverage and industry issues that may affect Iowa insurance agents and Iowa policyholders.
- Participant in the Mid-America Insurance Conference (MAIC), 2000 to present.
 - The MAIC is supported by 19 states affiliated with the Independent Insurance Agents and Brokers of America (IIABA). Each state selects an agent/delegate to participate in the conference. Agents can submit agenda items to improve current Insurance Service Office (ISO) policy forms and endorsements.
 - Has submitted numerous agenda items at the conference, with many being incorporated by ISO in current policy forms and endorsements used nationwide.



Terry Friedman, CPCU – Continued

Insurance Industry Involvement and Recognition:

- President, Independent Insurance Agents of Dubuque, 1989.
- Board Member, Independent Insurance Agents of Iowa (IIAI), 2006 – 2019.
- President, Independent Insurance Agents of Iowa (IIAI), 2017 – 2018.
- Board Member, Mid-America Insurance Conference (MAIC), 2006 – Present.
- Chairperson, Mid-America Insurance Conference (MAIC), 2009.
- Appointed to the State of Iowa Workers Compensation Appeals Board by Commissioner Susan Voss, 2005.
- Awarded a Presidential Citation by the Independent Insurance Agents of Iowa for contributing insurance coverage technical expertise.

Community Activities and Recognition:

- Past Board Member and Chair of Stonehill Franciscan Services of Dubuque, a 200+ bed non-profit independent and assisted living facility.
- Past Board Member of DuRide, a non-profit organization providing transportation options for senior citizens.
- Past Trustee for Divine Word College, Epworth, Iowa.
- Past Board Member of the Carnegie-Stout Library Foundation, Dubuque.
- Current Board Member of the Boys' & Girls Club of Greater Dubuque.
- Current Board Member and Vice Chair of the Community Foundation of Greater Dubuque.
- Current Board Member and Vice-President of the Friends of St. Marys' / Steeple Square; a non-profit organization committed to renovating the former St. Marys' Catholic Church and adjoining facilities, transforming it into an event center and apartments for residents living in the downtown Dubuque area.
- Current Board Member of the Marita Theisen Childcare Center; a non-profit organization primarily serving children from low income families in downtown Dubuque.
- Along with my spouse Paula, received the Annual First Citizen Award in 2020 by the Dubuque Telegraph Herald newspaper, for service given to organizations in Dubuque area.
- Along with my spouse Paula, received the Outstanding Fundraiser Award in 2011 from the Association of Fundraising Professional of the Greater Tri-States.