

CEDRIC E. STEPHENS
Insurance Consultant



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Scope of Services: (A) Corporate and Commercial Insurance Buyers –
Technical, management, administrative, advisory and claims support in relation to the identification, management and the transfer of risks; independent audit of insurance policies; staff-training; the procurement of insurance services and special projects.
(B) Insurance Companies Brokers and Other Industry Players –
Research; the design, development, marketing and underwriting of Property & Casualty insurance products; negotiations with regulators; undertaking other special projects where industry knowledge, objectivity and independent “out-of-the-box” thinking are key requirements for operating or strategic decision-making.

Special Expertise: Industry research and analysis; claims negotiation and management; the procurement of insurance brokerage services; the use of non-standard insurance plans to solve special problems; the translation of insurance jargon into “business-relevant” terms and the training of staff in risk transfer (insurance).

Experience: Mr. Stephens was a founding employee of International Insurance Brokers (now CGM Gallagher Brokers) in 1971. He occupied a number of senior positions including Managing Director and Chairman

of the Board. He subsequently assumed executive positions at IIB's parent company and had oversight responsibility for a non-life insurer, an insurance agency, a finance company and a unit trust entity. Mr. Stephens, who has operated as a consultant since 1995, is also the author of the award-winning column, *Insurance Help-Line*, which is published in The Sunday Gleaner.

Affiliations:

Mr. Stephens has been a Member of The Chartered Insurance Institute (London) – the world's leading body for professionals in financial services industry – since 1970. He is the holder of an A.C.I.I. diploma from that institution. In 1996, that body designated him a Chartered Insurance Practitioner. He is also member of The Institute of Management Consultants of Jamaica.