

# WILLIAM SERVISS WAY, CPCU, ARM

## Bill Way Litigation, LLC

RISK AND INSURANCE CONSULTANT

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[BillWayToday.com](http://BillWayToday.com)

[Bill@BillWayToday.com](mailto:Bill@BillWayToday.com)

### *Education*

- B.S., Worcester Polytechnic Institute, 1972, Chemistry

### *Professional Designations*

- Chartered Property Casualty Underwriter, CPCU
- Associate in Risk Management, ARM
- Associate in Management, AIM
- Associate in Marine Insurance Management, AMIM

### *Licenses (formerly held)*

- Illinois Resident Property/Casualty Broker
- Various non-resident insurance licenses
- Reinsurance Broker, South Carolina

### *Experience and Employment*

- August, 2016 – Present: Bill Way Litigation, LLC: Owner, Golden, CO (originally Hawthorn Woods, IL)
- 1995 – July, 2016: Marsh USA Inc.: Senior VP Global Property, Chicago, IL (Retired 7/29/16)
- 1989 – 1995: Protection Mutual Insurance Company (now part of FM Global): Branch Manager, St. Louis, MO
- 1988 – 1989: Protection Mutual Insurance Company: Producer, Dallas, TX
- 1985 – 1988: Kemper Insurance: HPR Special Accounts Underwriting Manager, Long Grove, IL
- 1984 – 1985: Commerce & Industry (AIG): Manager, Chicago Branch
- 1972 – 1984: Kemper Insurance: HPR (Highly Protected Risk) Department property risk engineering, underwriting, sales, management, Boston, MA and Long Grove, IL

### *Partial Listing of Areas of Specialization / Achievements / Experience and Expertise*

- Marsh “Licensed Driver” (broker Subject Matter Expert) in property risk and insurance
- Analysis of clients’ hazard risks and mitigation strategies, and creation of manuscript policy language to achieve appropriate coverage based on that analysis
- Master Trust Insurance Programs for Financial Institutions
- Design and implementation of complex global property risk and insurance programs for Middle Market and Fortune 100 clients
  - Policy limits and insured locations valued in excess of \$1 billion
  - Fronting of local policies in 50+ countries
  - Design and implementation of “shared and layered” placements with 25+ insurers including Bermudian, Chinese, European, Japanese, London, US, and other markets

- Large retentions (\$5,000,000 +)
- Utilization of captives, including so-called “TRIA captives”
- Combination property / stock throughput program design and implementation
- Assisted clients in evaluating non-insurance risk mitigation versus insurance solutions
- Insurance for contractual obligations (e.g. tenant / landlord or supply chain relationships)
- Marsh Chicago Partnership Professional Standards Officer responsible for:
  - Interpreting and applying Marsh Best Practices to specific client situations
  - Performing audits of Marsh brokers and offices throughout the USA
  - Preparing for and responding to internal audits of Marsh brokers and offices in the Midwest USA
  - Training colleagues in property risk and insurance and Marsh Professional Standards
- Wrote and presented a 3-day advanced property insurance seminar called Property Program Design and Delivery (P2D2) in various Marsh offices across the USA
- Frequent participant in Marsh client and prospect webinars
- Wrote expert reports in compliance with Federal Rules
- Provided expert testimony in deposition and at trial
- Opined on retail and wholesale agent/broker standard of care in various lines of insurance
- Opined on the appropriateness of insureds’ property insurance coverage

*Miscellany*

- Born Boston, Massachusetts June 29, 1950