



PREMIER
RISK MANAGEMENT

R. Scott Wolff
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Biography

Scott has over 29 years of experience in the insurance industry and possesses an extremely wide range of insurance and risk management knowledge. His career began as a multi-line claims and loss representative with Royal Insurance Company. He also has held underwriting, production underwriting and marketing positions with Royal, Atlantic Mutual and CNA Insurance Companies, respectively.

In addition to working for insurance carriers, Scott has been intimately involved in the insurance brokerage community where he successfully started, managed and owned a full-service insurance brokerage firm for 10 years before merging with another firm.

Thereafter, he was a partner in another insurance brokerage firm that focused on the high technology industry, where he was responsible for the development, placement and implementation of client company risk management strategies.

Prior to partnering in his own consulting firm, he spent three and a half years as an insurance and risk management consultant working with privately held businesses for another consulting firm.

Scott's areas of concentration are in real estate, construction, manufacturing, retail/wholesale distribution, hospitals, public entities and technology.

He is well versed in property and casualty coverage along with directors and officers, errors and omissions, intellectual property, new media and Internet related coverage.

Scott has been recognized by the Professional Insurance Agents Association and received an award for Outstanding Achievement. He attended Vale Technical School, for claim and loss technical training; the IRM School for Fire Safety and Protection; the Royal Insurance Underwriting School, Sitkins Producer Training, Miller-Heiman Strategic/Conceptual Selling and the National Council for Insurance Marketing.

He holds a Certified Insurance Counselor (CIC) designation along with the Construction Risk and Insurance Specialist (CRIS) designation and currently is enrolled in the Certified Risk Manager (CRM) designation program and is a member of the American Society for Healthcare Risk Management (ASHRM).

Scott remains committed to continuing education inside and outside of the insurance industry.

Additionally, he has been a keynote speaker and involved in a variety of panel discussions regarding insurance related topics. His articles on risk management & insurance tips and strategies have been published in a variety of media. Author of "Executive's Guide To Risk Management and Insurance - Reduce the Risk/Boost Your Bottom Line" a book written for the astute executive, CEO, CFO, Controller, COO, VP, Board Member or Business Owner, who appreciates the complexity and importance of insurance issues and who wants to realize all the profit-boosting potential the right decisions afford the company.

Scott is a graduate of Albright College, Reading, Pa. with a BA in Political Science.

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