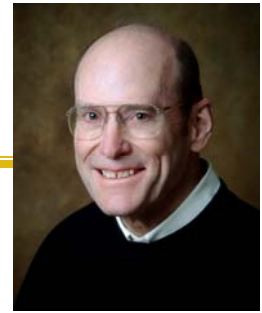


BIOSKETCH

JACK HUNGELMANN CPCU, CIC, ARE **Author of *Insurance For Dummies, 2nd Edition***



Insurance Skills

- ❖ Significant expertise in every kind of personal and small-business insurance policy, as evidenced by authorship of the book *Insurance for Dummies*, now in its second edition
- ❖ Expertise about the claims process from one year as a claims adjuster and over 30 years as a claims advocate
- ❖ Risk management skills from coaching individuals and small business owners on non-insurance solutions for over 20 years
- ❖ Expertise in identifying and reducing risks in personal contracts (i.e. apartment leases, condominium association bylaws, watercraft and recreational vehicle rental contracts, wedding reception contracts, car rental contracts, moving and storage contracts, etc.)
- ❖ Skills in auditing personal and small-business insurance programs, having personally audited over 300 programs

Educational Qualifications

- ❖ B.A. from University of Minnesota
- ❖ Over 2,000 hours of insurance education including:
 - Certified Insurance Counselor (CIC) designation with over 25 years of annual updates of 20 hours or more.
 - Chartered Property and Casualty Underwriter (CPCU) designation (graduate level coursework in risk management and insurance).
 - Associate in Reinsurance(ARe) designation.
 - Continuing Professional Development (CPD) award annually since its inception from CPCU Society recognizing meeting their standard for commitment to continuing education.

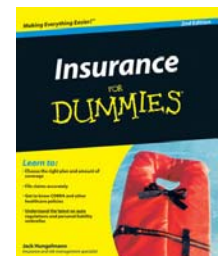
Teaching Experience

- ❖ Taught classes on several occasions on Personal Risk Management for the CIC and the CPCU Society.

Publishing Highlights

(For a complete list of articles and links to many of the articles, visit www.jackhungelmann.com.)

- ❖ *Insurance For Dummies, 2nd Edition*, Wiley Publishing, published June of 2009, originally published in January 2001
- ❖ “Newsletter,” a personally produced newsletter three times annually for clients and associates, advising them of new coverages, state law changes and recommendations on best strategies for handling unusual risks, since 1985



Publishing Highlights (cont.)

- ❖ Articles written for American Agent and Broker Magazine:
 - “It’s Time To Repeal Anti-Rebating Laws,” October, 1993
 - “Avoiding the Pitfalls of Scheduling Fine Art,” August, 1996
 - “Helping Clients with Hail Damage Claims,” July, 1998
 - “Closing Coverage Gaps for Business Support Services,” January, 2000
 - “Amending Coverage When Clients Transfer Property,” April, 2000
 - “Resolving Structural Matching Claim Disputes,” April, 2000
 - “An Equitable Solution to the 'Matching Problem',” July, 2001
 - “Coverage and Gaps for Boats in the Homeowners Policy,” March 2002
 - “Adapting the HO-6 To Cover Higher Association Deductibles,” September 2003
 - “Plugging Coverage Gaps for Owners of Small Businesses,” September, 2006
 - “In Praise of Personal Umbrellas,” September, 2007

- ❖ Articles written for International Risk Management Institute Web Site:
 - “Personal Risk Management: An Overview,” March, 2004
 - “Managing the Nanny Risk,” April, 2004
 - “Managing Major Medical Risks Following a Job Change,” July, 2004
 - “Writing Your Own Newsletter,” November, 2004
 - “Plugging Liability Insurance Gaps with the Personal Umbrella Policy,” February, 2005
 - “Personal Risk Management: Making a World of Difference at Claim Time,” June, 2005
 - “Helping Clients Make Good Group Insurance Decisions,” September, 2005
 - “Insurance Products for Uninsurable Chronic Medical Conditions,” January, 2006
 - “Government Programs for Uninsurable Chronic Medical Conditions,” February, 2006
 - “Creating a Long-Range Insurance Plan for the ‘Uninsurable’,” March, 2006
 - “Managing the Townhouse/Condominium Unit Owner Risk,” August, 2006
 - “Managing the Risks of a Household Move,” February, 2007
 - “Creating and Using a Personal Umbrella Comparison Form,” June, 2007
 - “Insurance for the California Wildfires,” November, 2007
 - “Risk Management: Protecting Assets When Home Ownership Is Transferred to a Trust,” December, 2007
 - “Time To Standardize Personal Umbrella Insurance Policies,” February, 2008
 - “Managing Personal Automobile Insurance Risks Following Death,” April, 2008
 - “Choosing the Best Umbrella Policy: Case Study,” May, 2008
 - “Risk Management for Weddings,” August, 2008
 - “Health Insurance Advice for the Newly Laid Off,” June, 2009
 - “Managing the Risks of a Vacant Home,” July, 2009
 - “Creating a Personal Umbrella Coverage Checklist,” September, 2009
 - “Personal Risk Management—An Alternative to Insurance as Usual,” January, 2010

- ❖ Articles written for other publications:
 - “Finding and Hiring a Nanny,” NannyJobs.com, November, 2004
 - “What Young-Onset Parkinsonians and Caregivers Need to Know About Insurance and Insurance-Related Government Programs,” National Parkinson Foundation, May, 2005
 - “Umbrella Insurance: An Interview with Author and Insurance Expert Jack Hungelmann,” LoveToKnow Insurance, September, 2006