

## **John L. Saulino**



Highly motivated Senior Claims Executive with broad experience in Property & Casualty lines. Results oriented, team builder possessing strong technical and administrative skills. Proven leader who combines strategic vision with practical approaches to achieve most favorable bottom line results. As a respected industry professional, he interacts well with all internal and external customers.

### **PROFESSIONAL EXPERIENCE**

**RMG CONSULTING, LLC** Blue Bell, PA  
Principal

Formerly affiliated with RMG he operated Penbridge Partners in providing similar consulting services to the industry. John heads the Casualty areas for RMG where he provides Claims Management, Consulting, Best Practices, Auditing, and Expert Witness among other services.

**PENBRIDGE PARTNERS, INC.** Blue Bell, PA  
Founding Principal

Risk Services and Consulting. Provides claims management, re-engineering, litigation support, organizational development, due diligence and loss portfolio transfer, development of best practices and procedures and other services to Insurance, Risk Management, Brokerage and Reinsurance communities.

**ELLISTON** New Hope, PA

Responsible for a wide range of assignments including: loss portfolio assessment and evaluation, development of best practices and procedures, dispute resolution and review of specific portfolios of business. Served on the Executive Committee and performed a key marketing role.

**RELIANCE NATIONAL**, New York, NY  
Senior Vice President Claims

Responsible for all claims involving International, Excess and Surplus Lines, Healthcare, Environmental Impairment, Aviation, Miscellaneous Professional Liability and Specialty Products. Managed 65 people in six locations.

## **RMG Consulting**

Claims and Risk Management Executives

[www.insuranceaudits.com](http://www.insuranceaudits.com)

Transformed London claim office to Regional Office to serve as model for four similar International operations. Relocated Environmental Impairment unit from NYC to Philadelphia to better meet needs and demands of \$170 million annual premium producer. Led McKinsey Consultant team in developing “best claim practices” for Claims Division

RELIANCE INSURANCE, Philadelphia, PA

Vice President Claims

Responsibilities included all Environmental, Casualty and Property Claims. Consolidated Home Office claim operations with merger of Reliance and United Pacific. Decentralized Home Office and implemented a Regional claim structure to create local ownership of authority, responsibility and results. As a member of Senior Claims Staff, directed Home Office, Regional and claim offices including as many as 550 claim employees.

Chaired task force and revised Policy and Procedures manuals, designed and implemented training programs, and revised audit procedures to measure field office compliance. Planned and organized suit inventory program which reduced pending litigation by 21%. Reduced environmental exposures by over 50% through creation of management reports, objectives and specific strategies to control loss and expense. Chaired Large Case Conference Committee that established reserves, settlement authorization and strategy for resolution for company’s highest exposure claims.

HOME INSURANCE COMPANY, New York, NY

Secretary/Claim Officer

Responsibilities included Excess and Surplus Claims and Home Office Casualty Operations.

- Coordinated DES litigation for company.
- Revised training and audit procedures for casualty operations.
- Led audit team of Weavers Syndicate in London for Reinsurance Claims.

LIBERTY MUTUAL INSURANCE, New York, NY

Claim Adjuster

Trial Court Adjuster

Supervisor Casualty Claims

GUEST LECTURER

Reinsurance Association of America

Excess and Surplus Lines Claims Association

International Reinsurance Underwriters

EDUCATION

B.A. Pace University

Numerous industry formal and informal training programs

PROFESSIONAL ASSOCIATIONS

Excess and Surplus Claims Association - past director and officer