

WALTER T. BOWMAN, JR., CAE, RCE

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BUSINESS AND OPERATIONS EXECUTIVE

General Management ~ Marketing ~ Profit and Loss ~ Real Estate Leasing

Multi-dimensional hands-on business professional providing leadership, vision, creativity and business acumen in driving and managing business growth. Skilled in relationship building, marketing and negotiations with key decision-makers. Accomplished in planning and executing projects from concept through completion, with strong troubleshooting and problem resolution skills. Highly organized and detail oriented. Demonstrating broad strengths and accomplishments in:

Supervisory Management
New Business Development
Business Administration
New Products and Services
P & L Responsibility
Financial Management
Leadership/Motivation

Program Development
Legal Issues
Trade Shows
Vendor/Company Liaison
Funding
Marketing
Training and Education

Strategic Planning
Business Relations
Contract Negotiations
E-Commerce
Proposals/Presentations
Public and Community Relations
Real Estate Leasing

Twenty-three years experience in general management with progressively responsible management positions. Adept at improving processes, products, and operational effectiveness with bottom-line results.

PROFESSIONAL EXPERIENCE – General Management

NEW JERSEY ASSOCIATION OF INSURANCE AGENTS, Edison, NJ

New Jersey Association of Insurance Agents is a 38,000 member, \$5 million dollar budget Association active in lobbying, education, legal and communications services for the membership. The Association operated from a 20,000-foot office with the remainder of the building leased to corporate building tenants.

Executive Vice President 1997 – Present

Recruited to oversee daily operations of this large organization with a diverse membership. Directed and oversaw all activities of a professional staff including certified meeting planners, registered lobbyists, and technology specialists. Authored and implemented entire budget ensuring business objectives were achieved on a timely basis. Registered Lobbyist in the State of New Jersey. Extensive lobbying experience with both State and Federal elected officials.

Assumed an entrepreneurial role in the organization to meet the membership needs. Developed media and electronic communications for membership programs. Provided a cohesive team for implementing set agendas and achieving tactical/strategic goals.

- Netted over \$1 million additional profit for New Jersey Association of Insurance Agents in four years.
- Helped enhance fundraising for the Political Action Committee. Raised in excess of \$400,000 per year.
- Coordinated all leasing with building tenants.
- Oversaw legal department in the development of standardized real estate forms for the State.
- Led an annual leadership trip as a lobbying effort for congressional delegations.
- Established a strategic plan with protocols for budgeting and financial management.
- Initiated a statewide insurance magazine that realized gross revenues in excess of \$200,000 after one year.
- Established a tri-state convention with the New York and Pennsylvania Insurance Agents Associations with more than 7,000 Insurance Agents and 280 exhibitors. Recognized as the "Association Event of the Year" by *Insurance Times* in 2001.

SAN DIEGO ASSOCIATION OF INSURANCE AGENTS, San Diego, CA

Directed successful operations and marketing efforts as Executive Vice President for the San Diego Association of Insurance Agents. This included an \$8 million budget, 36 employees and more than 6,000 members. Directed two other Certified Association Executives, an attorney and a CPA.

Executive Vice President 1988 – 1997

- Negotiated a contract with selected vendor to convert two existing policy entry systems utilized by approximately 12,000 Insurance Agents into one countywide system. Planned, organized and executed the successful conversion to the new system.
- Conducted an extensive cost analysis and survey with outside market research consultants for the purpose of obtaining funding for retail outlets. Presented the findings to the Board of Directors and established stores for the sale of insurance products. Within two years, gross revenues exceeded \$500,000 while affording discounts to members.
- Developed more than 200 education and training programs that provided high quality and low cost education for the members.
- Established an educational computer-training lab.
- Organized countywide multiple listing services. These efforts resulted in the downsizing of 11 Boards of Insurance Agents with two separate member lists, to one list and five Boards of Insurance Agents. The merger saved the San Diego Association of Insurance Agents membership \$4 million.
- Negotiated a regional computer system contract valued in excess of \$19 million to serve the Insurance Associations in San Diego County.
- Developed the Association's Internet presence.

TOLEDO BOARD OF INSURANCE AGENTS, Toledo, OH**Executive Vice President 1978-1988****LAWYERS INSURANCE AGENCY, Pittsburgh, PA****Claim Examiner 1977-1978****EDUCATION**

UNIVERSITY OF PHOENIX, San Diego, CA
BSBA - Bachelor of Science of Business Administration

PERSONAL DESIGNATIONS

CERTIFIED ASSOCIATION EXECUTIVE awarded by the American Society of Association Executives

INSURANCE ASSOCIATION CERTIFIED EXECUTIVE awarded by the National Association of Insurance Agents

PROFESSIONAL SERVICE

Actively served on numerous committees of the California, Ohio and National Associations of Insurance Agents and presented at numerous local, state and national conferences. Professional service has included:

National Association of Insurance Agents: Member Policy Committee; Association Executives Committee Vice Chair 2002, Advisory Committee to the National Association of Insurance Agents Executive Vice President, State Executive Officers Forum Chair 2002

California Association of Insurance Agents: Chairman, Executive Officers Committee and the Computer Technology Committee, Member of Executive Committee

Ohio Association of Insurance Agents: Member Executive Committee and the Legal Action Committee

Additional Service includes:

The University of Phoenix Executive Advisory Committee on Curriculum, 1992 - 1997

Board of Directors, Stewart Insurance Company, 1992 - 1995

Board of Directors, Insurance Agents Information Network, 1993 - 1996