



ERIC JOHNSON

VICE PRESIDENT - UNDERWRITING

RESPONSIBILITIES AT VALMARK SECURITIES

Director of Underwriting – Responsible for risk assessment appraisal, consultation and negotiating on the behalf of our customers

CAREER HIGHLIGHTS

Underwriting Director – ING: Underwrote individual impaired risk and jumbo business, handling complex medical and financial brokerage business and served as a primary liaison with NFP

Underwriting Consultant – Minnesota Life: Handled a high volume of impaired risk and large face amount life insurance business

Reinsurance Manager/Consultant – Provided underwriting, direction and support of facultative submitted impaired risk business; Participated in numerous jumbo risk cases with total-lines exceeding \$50 million

Overview – 25+ years of experience with impaired risk and jumbo case underwriting, reinsurance, sales and brokerage operations; Presented numerous seminars, speeches and workshops on various topics, such as; challenging underwriting impairments, jumbo business, and brokerage underwriting

EDUCATION, DESIGNATIONS & PROFESSIONAL AFFILIATIONS

Bachelor of Arts – Luther College

Life, Accident & Health Licensed

Member, Association of Home Office Underwriters (AHO)

Member, Twin Cities Home Office Life Underwriters Association (TCHOLUA)

VALMARK SECURITIES, INC.