

EUCLID SPECIALTY

Overview & Management Team Biographies

In 2011, a group of close friends in the insurance industry banded together to take their collective experience and build a great underwriting company. While each of us brings different strengths to the union, we are united by a similar philosophy and work ethic. We are driven by a shared mission to be leading experts in every product that we underwrite and to provide the most responsive and dedicated service to our insurance producer partners. Our goal is for producers and their clients to trust Euclid Specialty as a prudent choice for their insurance needs.

Driven to provide excellent specialty insurance products with the highest level of service, Euclid Specialty is one of the leading providers of fiduciary liability insurance for America's employee benefit plans, including multiemployer, governmental and other complex employee benefit plans. Euclid Specialty is part of the Euclid Program Managers family of underwriting companies that write over \$200 million annually in premium for several leading program insurance companies. Professional liability brokers come to Euclid because our underwriters have decision-making authority, autonomy and ownership. Our underwriters and claims professional are all experienced product experts, who have authority to be responsive and provide excellent service.

Euclid Specialty has underwriting, claims and marketing authority from Hudson Insurance Group, a leading underwriter of specialty lines programs. Hudson is the US Insurance Division of Odyssey Re Holdings Corp. with assets of \$12.9 billion and \$3.6 billion in shareholder equity. Hudson is an A.M. Best "A/Excellent" financial size category XV (\$2.0

billion or greater) rated insurance carrier that has a demonstrated commitment and track-record in the multiemployer and governmental fiduciary liability and labor affinity niche, with over 15,000 policies issued. The Euclid Specialty underwriters have been underwriting for Hudson for over twelve years.

The key differentiator of Euclid Specialty is that we are experts who have the authority and ability to make responsive and responsible decisions. The Euclid difference is that trustees and professionals facing personal liability can talk to a decision maker directly. We do not have layers of bureaucracy in underwriting and claims departments. Our underwriters have decades of experience in underwriting complex fiduciary liability risks. And our Claims Department is staffed with lawyers with law firm coverage experience and expertise. We have participated in the major fiduciary liability claims in the last twenty years, including the Capital Consultants, City of Detroit and Madoff imprudent investment claims, as well as numerous high-profile Department of



Labor fiduciary liability investigations. Not only do our claim lawyers understand complex fiduciary claims, but we are also responsive and understand litigation and claim strategy for complex fiduciary

claims. Euclid Specialty is a team of professionals who are personally invested in protecting trustees and other professionals against personal liability.

DANIEL ARONOWITZ

is the Managing Principal and owner of Euclid Specialty and has over twenty-five years of experience in the professional liability industry as a coverage lawyer and underwriter. Prior to establishing Euclid Specialty, he was the President of a leading fiduciary liability insurance carrier and managing general agency, including a market leading fiduciary liability program for multiemployer and governmental employee benefit plans, with underwriting authority from several different program carriers. Before his underwriting career, Dan was a leading professional liability insurance coverage lawyer as a partner at the national law firm Shaw Pittman. He is the author of Euclid's *Fiduciary Liability Insurance Handbook*. Dan is also the author of the fiduciary liability insurance chapter of the *Trustee Handbook* published by the International Foundation of Employee Benefit Plans and is a frequently requested speaker on fiduciary liability and other insurance topics, and has made numerous presentations at the NCPERS, IFEBP, NCCMP, PLUS and other national conferences. Dan is a graduate of The Ohio State University and Vanderbilt University School of Law and has achieved the RPLU+ designation from the Professional Liability Underwriting Society. He is very active in his church and local community, including coaching in the Vienna Little League and serving as a Cub Scout Den Leader. He is an avid tennis player and long-distance runner, having participated in two Boston Marathons. He lives in Vienna, Virginia with his wife and two young children.

MICHAEL SAA

is the Chief Underwriting Officer for Professional Liability. Michael previously was the lead underwriter and Assistant Vice President of a leading niche insurance carriers professional liability division in which he developed market leading programs in fiduciary liability insurance for multiemployer and public benefit funds, and professional liability insurance for union non-profit entities. Michael began his career with the Chubb Group of Insurance Companies, spending five years in the Executive Protection Department specializing in management liability programs for public, private and non-profit entities. Michael has a Bachelor's Degree in International Business and a MBA in Management from Iona College. Michael and his wife keep very busy with their three young children and Michael enjoys coaching basketball and other activities with his family.



JOHN O'BRIEN

is the Chief Marketing Officer. He was previously the Vice President of Marketing for a leading niche professional liability carrier for over eighteen years, where he managed broker and market relationships across the country. John also has experience as a producer for the largest broker of multiemployer fiduciary liability insurance in the country where he managed a large book of multiemployer and governmental fiduciary liability business. John has a Bachelor of Science degree in Management from St. Francis University in Loretto, Pennsylvania. He is a member of the International Foundation of Employee Benefit Plans and the Professional Liability Underwriting Society. John lives in Avon Lake, Ohio with his wife and two adult children and enjoys golf and travel.

JUSTIN BOVE

is the Chief Operating Officer and a professional liability underwriter. Justin was previously a senior underwriter for a leading niche professional liability carrier for six years focusing on fiduciary liability for multiemployer and governmental benefit plans. He started his career with the Chubb Group of Insurance Companies where he gained valuable underwriting experience in a number of management liability programs for public, private and non-profit entities. Justin has a Bachelor of Science Degree in Business Administration with a specialization in Management Information Systems from The College of New Jersey. Justin and his wife live in Cranford, New Jersey with their three young children. He is also a member of the Cranford Jaycees, an organization active in community service and volunteer fundraising events.

JEFFREY KOONANKEIL

is the Chief Claims Officer. Jeffrey has extensive Professional Liability claims experience having worked on Fiduciary Liability, Directors and Officers, Employment Practices Liability and Fidelity claims for leading professional liability insurance companies. Jeffrey has over 20 years of experience with national insurance carriers, including CAP Specialty, Beazley and Travelers. He is a graduate of the University of Connecticut and has a law degree from University of Connecticut School of Law. Jeffrey is a regular speaker at the American Conference Institute, the ExecuSummit EPL conference and the Professional Liability Attorney Network Conference and is a member of the Professional Liability Underwriting Society. Jeffrey and his wife reside in Colchester, CT with their three young children. In his spare time, Jeffrey enjoys coaching his kids in sports and teaching their Catechism classes. Jeffrey also spends part of his weekends selling Indian food spice blends at various Farmers Markets throughout Connecticut.

**Make the
Prudent Choice.**

Contact Euclid Specialty for Fiduciary Liability Insurance.

Euclid Specialty Managers specializes in fiduciary and other management liability insurance for multiemployer, governmental and other non-profit employee benefit plans, with over 10,000 policies issued in this niche. Known for our expertise and thought leadership in protecting Insureds from complex liability, we also offer Directors & Officers Liability, Employment Practices Liability, Cyber Liability and Crime Insurance Coverages to employee benefit plans and plan officials.



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