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## Thomas P. Ewing

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Profit-oriented and goal-focused **Management Executive** offering more than 20 years' experience within the insurance industry. Strong leader and performer with reputation for driving growth, generating revenues, and enhancing corporate value. Outstanding communicator who excels at assembling and motivating leadership teams to deliver maximum return-on-investment (ROI).

### Areas of Expertise include:

- Strategic Planning
- Risk Management
- Multi-Site Operations
- Profit Generation
- Cost-Containment
- Diversification & Expansion
- Market Penetration
- Sales & Marketing
- Branding & Positioning
- Talent Pipeline Development
- Product Development
- Regulatory Compliance
- Litigation Processes
- Underwriting & Administration
- Claims Management

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## Professional Experience

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A BETTER INSURANCE COMPANY (ABIC), New York, NY 2005–2010

Recruited to start up and develop fully insured business segment for ABIC. Directed executive teams across three ABIC companies while holding the following concurrent positions: Chief Executive Officer and Senior Vice President. Oversaw six product lines: short-term, individual, small group, student medical, dental, and vision. Directed annual operating budgets of \$55M+ and managed 600+ employees.

- ♦ Within three years of start up, grew fully insured segment from zero to **\$120M in annualized premium**, eventually becoming **48% of company's annualized premium volume**.
  - Conceived and launched **six unique insurance programs** to complement and support six product lines.
- ♦ Identified, negotiated, and closed seven company acquisitions and blocks of business, **accruing more than \$175M in new revenues**.
- ♦ Championed innovative marketing and management initiatives for fully insured programs that consistently averaged **10% margin for 15 consecutive quarters** (versus 5-6% industry standard).
- ♦ Active **presenter and speaker** at ABIC Board of Director meetings, annual shareholder and investor meetings, industry and professional association functions, and marketing and sales events.

INSURERS BEST CORPORATION (IBC), New York, NY 1988–2005

### Chief Operating Officer (COO)

As COO for company specializing in third-party administration of health insurance programs, spearheaded company's growth to 280 employees. Directed all operations, including contracts with insurers, reinsurers, PPOs, producers, and vendors.

- ♦ Led and administered **\$325M of annualized premium in fully insured, self-funded, and international business in 48 states**.
  - Established and maintained strong national distribution relationships with **more than 300 general agents, 18,000 independent agents, 50 provider networks, and 25 cost-containment companies**.
  - Leveraged insurance industry knowledge and experience with litigation to limit company's exposure to risk and avoid costly lawsuits. Actively oversaw and managed legal proceedings, leading to 100% successful resolutions.

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**Education:** **Master of Business Administration**, Columbia University, New York, NY, 2000  
**Bachelor of Science in Business**, Columbia University, New York, NY, 1988

**Licenses:** Third Party Administrator; Managing General Underwriter; Insurance Agency