

Daniel A. Cacchione

Consultant

Cacchione Consulting, Inc.



Dan is currently a consultant with Cacchione Consulting, Inc. where he provides assistance to retail agencies wanting to grow their PEO and temp staffing insurance business.

Dan's career includes serving from 2010 through his retirement in 2018 as Sr. Vice President Programs Division with AmTrust Financial. During this period, he managed a \$150M workers' compensation book of program business including both guaranteed cost and loss sensitive business for PEOs and temporary staffing firms.

Prior to joining AmTrust, he served as Senior Vice President, Chief Underwriting Officer at Specialty Underwriters Alliance (SUA) & Tower Group Companies from 2003 until 2010 when SUA was purchased by Tower Group. He was part of the management team that took a start-up insurance company public on NASDAQ. His position required managing individual programs as well as overseeing all underwriting results. He developed a commercial lines book of business of \$300M written premium and worked with reinsurers to place treaty insurance program.

Dan was with Kemper Insurance from 2001-03. He was hired as Vice President Underwriting & Distribution to grow commercial lines through niche program development. Due to high declination ratios on general business, however, he instead headed a project team to build agency management process and assumed the lead position in agency relationships.

Dan served from 1982-2001 in various capacities with CNA Insurance Company. From 1997-2001, he was Executive Vice President at CNA UniSource where he started a PEO and grew the company to over 36,000 co-employees. From 1986-87, he was Group Vice President with CNA Commercial Affiliation Marketing where he managed a profitable \$1.2B premium business segment focused on niche programs. In this capacity, he developed new programs and directed all operations related to 50+ existing programs ranging from construction through manufacturing market segments. From 1982-86, he was Director of Environmental Health for CNA Loss Control where he served as the subject expert for occupational health exposures and controls as well as development of strategies to limit losses due to environmental exposures.

Prior to joining CNA, Dan served from 1970-82 in various positions in the industrial hygiene and environmental science areas with the Federal Government and Commonwealth of Pennsylvania.

Dan has a B.S. in biology from Allegheny College, an M.S. in environmental science from Edinboro University and PhD coursework in limnology from Virginia Tech. He is a licensed property, casualty, life and health insurance producer, a Certified Industrial Hygienist (emeritus) and a Certified Safety Professional (emeritus).