

# Arch Hamilton, CPCU, CIC, CRM

## *Vice President, Account Executive*

As an Account Executive, Arch offers the following services:

- Supports all aspects of new and existing client relationships
- Leads development of insurance/risk programs for new and existing clients providing:
  - Technical expertise
  - Program evaluation
  - Retention strategies
  - Market negotiation services
  - Presentation of clients to the market (“tell the story”)
- Assists clients with developing risk transfer strategies including contract, insurance and Certificate of Insurance standards
- Serves as a resource for captive insurance placements and other loss sensitive risk financing programs and strategies
- Coordinates special projects as needed



## **ABOUT ARCH**

*Arch started his career in 1990 working part-time at a local insurance agency while attending the University of North Carolina Greensboro. He earned a Bachelor of Science in Finance, Risk Management and Insurance in 1994. Since then, he has earned the Chartered Property Casualty Underwriter, Certified Insurance Counselor and Certified Risk Manager designations. Prior to joining Scott in 2003, his career specialized in Commercial Risk and Insurance, including involvement in a national program providing guidance, support, training and markets to other agencies. Since joining Scott, Arch has become heavily involved in captive operations, and other loss sensitive risk financing programs. Away from Scott, Arch is an Assistant Scoutmaster for Boy Scout Troop 25 and Advancement Chair. He is also a volunteer Firefighter/EMT with the Guil-Rand Fire Department and serves as President of the Volunteer Board and Treasurer of the Volunteer Relief Fund.*

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