

MaryAnn Bush

Experience

Cross-functional management experience with a demonstrated talent for blending business principles to write profitable accounts for recognized market leaders. Strong analytical skills coupled with strong attention to detail. More than 10 years of progressive management and leadership roles in companies of various sizes with a mix of different coverage lines and target market segments. Proven team building skills with experience in training, needs assessment, and performance appraisal of direct reports.

CP Risk Solutions, LLC, Current

Underwriting Consultant

- Specialize in underwriting consulting on various accident and health products including fully insured, stop loss and other ancillary medical products
 - Case underwriting
 - Program underwriting
 - Insurance and reinsurance underwriting

Vista Underwriting Partners, LLC, 2007-2009

Vice President

- Vice President of Underwriting for a start up Medical Stop Loss Managing General Underwriting operation. Responsible for underwriting cases, directing staff and managing renewal block of business. Occasionally passed along sales leads and worked with marketing staff to establish ongoing business relationships. Coordinated and interfaced with outside vendors for case management review services and adopted recommendations in proposal and contract issuance. Interacted with reinsurers for facultative review negotiations as well as periodic audits.
 - Helped to secure initial reinsurance backing and carrier support.
 - Successfully grew the business to approximately \$10,000,000 GWP within two year period.
 - Reinsurer audit results were always positive with actuarial indicators projecting favorable results for year 1 and year 2.

Elite Underwriting Services, Inc., 2003 – 2007

2004 - 2007 Assistant Vice President

2003 – 2004 Senior Underwriter

- Responsible for managing a team of underwriters and underwriting support personnel in rolling over a \$54,000,000 block of self funded Taft Hartley union business. Negotiated renewals and new business sales through interaction with Case Management vendors, TPAs, Sales Staff, in addition to outside Broker Consultants as a means of maintaining renewal persistency and achieving favorable underwriting results.
 - Net underwriting results dramatically improved from a net loss to a 20% underwriting profit.
 - Personally responsible for underwriting and supporting 35% of the entire book of business while also acting in a managerial capacity.
- Spearheaded an underwriting initiative of fully insured small group business in Wisconsin. Worked together with third party actuarial consultant in analyzing the competitive environment. Provided recommendations of underwriting guidelines needed in order to achieve critical mass while maintaining profitability. Responsible for underwriting individual cases by entering prospect details in M&R underwriting model. Collaborated with Nurse Case Management staff to interpret overall health status of groups and their participating membership. Made appropriate determinations regarding necessary rating adjustments to base rating formulas in order to maintain profitability of the program.

Legion Insurance Company, 2000 - 2003

Assistant Vice President

- Portfolio manager for a carrier acting in a fronting capacity for various MGUs and MGAs offering alternative accident and health products such as Medical Stop Loss, Student Medical, and Travel Accident programs. Maintained favorable P&L results through facultative oversight of difficult renewals, overall managerial review of monthly reports regarding programs' premium and loss results and recommending corrective actions as necessary. Also evaluated new business opportunities working together with Sales, Claims, Compliance and Legal personnel in order to determine acceptability. Provided Underwriting Criteria to clients and monitored compliance of same. Interacted with reinsurers as needed.

Westport Reinsurance Management, 1999 - 2000

Director of Accident and Health Operations 2000

- Responsible for case underwriting as well as general oversight of a fully insured RX Carve-Out Program in order to maintain favorable loss ratio results. Program results reflected approximately 20 points of profit for reinsurers.
- Coordinated initiatives to expand the RX program in other markets inclusive of the PBM evaluations, due diligence reviews of third party program administrators, as well as assisting in regulatory filing and licensing issues.
- Assisted Vice-President of Operations with reinsurance placement negotiations relative to the RX program.
- Underwrote individual new business RX groups. Interacted with PBMs to secure claims information for renewal business underwriting, provided recommendations for plan design changes and implemented other cost control measures.

Underwriting Manager 1999

- Responsible for managing and maintaining underwriting guidelines for various A&H, RX and Dental stop loss programs reinsured through WRM. Activities include actual individual case underwriting in addition to general oversight of underwriting activities of several MGU entities.
- Conducted Medical Stop Loss underwriting audits and provided appropriate corrective actions for improvement of results.
- Assisted in the evaluation of prospective MGU programs and provided recommendations to senior staff.
- Effectively achieved significant corrections to the loss ratio of several programs through daily MGU interaction and renewal review.

Medigroup – a division of Horizon BCBS of NJ, 1997 - 1999

Senior Underwriter

- Reviewed and evaluated all new and renewal accounts for all lines of fully insured managed care business and aided in increasing membership from 350 to over 10,000 in a tightly controlled market.
- Interfaced with other subsidiaries and outside vendors to coordinate ancillary product offerings for dental and RX coverages.
- Participated in committees with Marketing, Product Development and Actuarial staff to assist in comprehensive analysis of rating structures and utilization trends to ensure competitive product designs at appropriate premium levels.
- Managed one junior underwriter.

Innovative Reinsurance Group, 1996 - 1997

Stop Loss Consultant

- Provided temporary underwriting services for facultative MSL accounts on an as needed basis.
- Advised IRG clients on filing procedures and operational requirements necessary to develop a stop loss portfolio in the MGU capacity.

AmeriHealth Insurance Company, 1996

Senior Underwriter/Supervisor

- Supervised daily activities of Underwriting and Administrative staff in this branch location.
- Underwrote large group HMO, POS, PPO product lines for both fully-insured as well as self-funded accounts.
- Provided training to underwriting staff for multiple locations.

Physician Healthcare Plan of NJ, 1988 - 1995

Underwriting Director

- Developed pricing strategies and tactics in collaboration with external actuarial consultants for a physician owned start-up HMO.
- Assisted in developing small and large group product designs and associated fully insured pricing models for rate calculation purposes.
- Worked successfully in getting small and large group products licensed by the NJ Department of Insurance.
- Interacted with Operations in negotiating third party vendor contracts for ancillary products.

IOA Re, Inc., 1988 - 1995

1989 to 1995 Senior Underwriter

1988 to 1989 Group Underwriter

- Reviewed and evaluated financial data along with claim information for Specific and Aggregate MSL risk analysis for various group sizes.
- Daily activities included analysis of benefit structures, modification of computer generated manual pricing sheets, preparation of stop loss proposals, renewal presentations to clients when warranted, as well as heavy daily telephone contact with producers.
- Over \$4,000,000 of new business premium written while an employee of IOA Re along with profitably managing a renewal book equivalent to 25% of the department's total written premium at the time.
- Supervised three underwriting support technicians.

Continental Administrators, 1983 - 1988

Administrative Assistant/Small Group Underwriter

- Developed office procedures, maintained inventory control, processed Accounts Payable and reconciled checkbooks along with other bookkeeping functions for a small employee benefits consulting firm.
- Processed manual small group rates in a sub-MGU capacity for a Lloyds of London correspondent.
- Set up and maintained client billing systems as well as other required reporting functions.

Connecticut General, 1980 - 1983

Senior Rate Technician

- Interpreted census information, reviewed benefit plans and calculated rates for fully insured products such as group life, disability, dental as well as various types of accident and health coverages.
- Prepared proposals for presentation to brokers and clients.
- Trained service staff in use of computerized rating system

Education

Delaware County Community College, Media, PA

- Associates Degree in Applied Science – Accounting awarded
- Member of Phi Theta Kappa Honor Society.

Padua Academy, Wilmington, DE

- Graduated June 1979 with honors