

# GLENN W. CLARK — CURRICULUM VITAE

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**Glenn W. Clark** is currently the owner and president of **Rockwood Programs**, an insurance agency based in Wilmington DE. Rockwood serves as the administrator of several nationwide management liability programs, including Employment Practices Liability, Not-For-Profit Directors & Officers Liability, Insurance Agents Errors & Omissions, and Medical Malpractice. The company also maintains a separate E&S brokerage operation and provides marketing services to insurance carriers. He was the first employee of Rockwood when it was launched in July 1996.

Mr. Clark owns several other insurance-related entities. Fox Point Programs offers a wide variety of management liability offerings tailored to small business owners. The Public Servants Defense Agency (PSDA) was established to provide liability coverage for retirees authorized to carry a concealed weapon under the provisions of the Law Enforcement Officers Safety Act (LEOSA). This product is available to both individuals and through Associations/Police Benevolent Organizations.

In 2010 Mr. Clark was granted a franchise by the Indoor Football League (IFL). The **Lehigh Valley Steelhawks** played their inaugural season the following year. The team now plays in the Professional Indoor Football League (PIFL).

Prior to the launch of Rockwood Programs, Mr. Clark held executive-level positions in several Fortune 500 insurance companies. Among them: **American International Group (AIG)**, **INA (now ACE)**, and **Allstate Insurance Company**. While at AIG, Mr. Clark served as President of **UNAT Direct** in Paris, a company subsidiary that marketed insurance and financial services to consumers in a number of European countries.

Mr. Clark is a recognized expert in insurance product distribution and direct response marketing techniques. He has given numerous seminars and written articles for national trade publications. Mr. Clark has a BA degree from East Stroudsburg University. He earned his CPCU designation in 1983. He is the founder of the **Target Markets Program Administrators Association**: [www.targetmkt.com](http://www.targetmkt.com).

In 2015, Mr. Clark became the “Earliest Adopter” of the **CHART Exchange**. CHART (CoverHolders And Risk Takers) is a dynamic new forum instituted to facilitate face-to-face contact amongst London Risk Takers, existing Coverholders, and U.S.-based insurance agencies. The Exchange became a permanent membership organization in 2016.

Mr. Clark is also actively involved in his church and community. His vast managerial and risk mitigation expertise has been channeled in support of several faith based ministries, including:

**Barnabas West Chester** A group dedicated to the support of individuals undergoing some sort of career transition ([www.barnabaswc.org](http://www.barnabaswc.org)).

**The Bridge Academy** An organization established to bring the arts, after-school programs, and a demonstration of God’s love to the community of Coatesville, Pa. ([www.thebridgeacademy.org](http://www.thebridgeacademy.org)).

**Business As Missions (BAM)** An entity based in Mexico with a strategic objective of supplying jobs for the local population while also addressing the physical, social, and spiritual needs of the community ([www.bamcenter.com](http://www.bamcenter.com)).

**T4BAM** A BAM-supported ministry supplying church work teams with the tools needed to provide living water (both literal and spiritual) for at-need communities in rural Mexico ([www.t4bam.com](http://www.t4bam.com)).