

MIKE SMITH
SPEAKER
INFORMATION
PACKET

Axis Insurance Services, LLC

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Mike is the founder and President of Axis Insurance Services, LLC and PL Risk Advisors, Inc. both nationally recognized Professional and Management Liability insurance brokerages.

Mike has become a valuable market resource and has been frequently requested to be a speaker, panelist and writer on professional and management liability risk and insurance. Having over 25 years of experience in the industry, he brings a wealth of knowledge and a unique ability to create innovative coverage solutions.

In 1999, Mike founded Axis Insurance Services, LLC to provide customized Professional Liability solutions for business and in 2012, and he formed PL Risk Advisors, Inc. to create a presence in the wholesale E&O market. Today, both companies are enjoying success across the areas of errors and omissions liability, directors and officers liability, commercial crime, EPLI, privacy and network security.

Formerly a CPA audit manager at Coopers & Lybrand (now PWC), Mike managed audit and consulting services for insurance and healthcare clients, including some of the nation's most well-known Fortune 500 companies. He specialized in mergers and acquisitions and insurance company liquidations. Dealing with hundreds of insurance companies, agencies, reinsurers and alternative risk companies provided him with valuable insight into the needs of his clients.

Mike provides a unique perspective on what's at stake from both an operational and the liability perspective. Mike is a frequent speaker and author and has presented hundreds of topics to his clients and associates.

Mike W. Smith

Principal/CEO

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Accomplishments

- Certified Public Accountant, 1986
- Professional Insurance Agents Association Member (PIA)
- Member of Steering Committee for Professional Liability Underwriting Society (PLUS)
- American Institute of Certified Public Accountants Member
- Founding member of FSU Seminole Club of the Delaware Valley
- B.S. in Accounting, Florida State University, 1984

SPEAKER ENGAGEMENTS AT THE FOLLOWING ASSOCIATIONS

- NAI Global Property Management Council
- Lee & Associates
- SIOR
- Patriot Growth Partners
- New York Claims and Litigation Management Alliance
- NYC Business Development Institute (BDI)
- ExecuSummit Insurance Conferences
- AIG Panel
- MarshBerry Peak Performance Seminar



PRIOR SPEAKING
ENGAGEMENT
TOPICS

Evaluating Cyber Risk Stakeholders

Developing a Cyber Security Risk Assessment

Developing a Cyber Security Plan

Understanding Cyber and Privacy Liability Insurance

Anatomy of a Cyber Breach

Types of Cyber Events and Liabilities

Cyber/Privacy Risks Updates

Understanding PII and PHI

TESTIMONIALS

“Mike Smith and his team at Axis Insurance Services are truly experts in their field. I believe that Mike should be a regular presenter at Mertz as well as at all NAI Global events. Hands down, the best presentation of all time.”

Jeffrey A. Licht, SIOR | Senior Vice President

“Mike Smith is a frequent speaker and exhibitor at our NAI Property Management Council conferences around the U.S. His knowledge and expertise is always at the forefront and very relative to our industry. I always tell attendees for his sessions to bring a legal pad for notes as I always jot down important issues to bring back home. I would highly recommend contacting Mike with Axis Insurance Services for your insurance needs.”

Debbie Harvill, CPM

Chair, NAI Property Management Council

“Axis Insurance Services is the preferred company PFS Insurance Group uses for professional, management liability and cyber risks for our customers and prospects. They are a tremendous resource of knowledge and expertise that our advisors count on. Their customer service is second to none and Mike and his team are the consummate professionals we seek for in our company relationships.”

Dave Janssen, President

PFS Insurance Group

