



Joseph L. Petrelli
President
Demotech

Joe Petrelli is the President and Co-Founder of Demotech, the second largest rating service in the United States by client count, specializing in evaluating the financial stability of regional and specialty insurers. A recognized expert in financial analysis and solvency management issues in the insurance industry, Joe's insight and innovation have resulted in many firsts within the P&C and Title industries, including a model for assigning Financial Stability Rating® (FSRs) based on balance sheet strength and financial integrity, the development and utilization of a Management Audit Process a decade in advance of today's emphasis on enterprise risk management, an ongoing analysis to evaluate assigned FSRs relative to insurer survival rates and the development of a procedure to review and rate start-up insurance companies.

Joe personally directs an experienced and highly qualified team that works closely with clients to ensure their long-term solvency through the review and issuance of FSRs and through a variety of consultative services. He is a regular speaker and presenter at industry conferences on topics of risk management, compliance, regulatory reporting, and actuarial and financial analysis. Joe has a strong passion for education and professional development, actively supporting trade associations, contributing to industry journals, and driving formation of the Buckeye Actuarial Continuing Education, affiliate of the Casualty Actuarial Society. In addition to being a member in good standing of the Casualty Actuarial Society, Joe is also a member of the American Academy of Actuaries, Society of Actuaries and a Fellow of the Conference of Consulting Actuaries.

Joe has been actively engaged in the Property & Casualty insurance industry since 1969, beginning his career at the Insurance Services Office (ISO), and then holding positions at Agway Insurance Company, Nationwide Mutual Insurance Company and as a consulting actuary prior to founding Demotech in 1985.

Prior to initiating *The Demotech Difference*, Joe had been a thought leader on issues affecting the insurance industry. His articles were published in insurance publications including *Insurance Journal*, (then) *John Liner Organization*, (then), *National Underwriters* (now *PropertyCasualty360*) and *Business Insurance*. He has been a frequent contributor to *Best's Review*.

He holds a Bachelor of Science in Actuarial Science from the College of Insurance (now known as St. John's University) and a Master in Business Administration from The Ohio State University.