

## Neil Hart

Neil commenced his career in the insurance/reinsurance industry some 25 years ago, firstly working for a leading professional reinsurance broker based in the City of London. Over a period of 16 years his responsibilities included the technical accounting, claims and operation functions in the Latin America region. In 2001 he took responsibility for the Accounts and Operations functions in Mexico City, as well as travelling to the regional offices to enhance and improve the accounting and claims recovery processes between local offices and the London hub. In 2002, he transferred to Mexico City as Operations Director to manage the company's Latin American Hub, with different teams reporting to him covering current day to day operations, Claims recoveries, Legacy issues and Run Off, as well as Audit reviews and Best Practice responsibilities in Mexico, Ecuador, Venezuela, Brazil, Argentina, Guatemala and Colombia.

Since returning to the UK in 2006, Neil has worked on a number of projects, representing various London market and international reinsurers in the recovery of their "Trapped Premiums" from Brokers and Clients, as well as representing companies from Latin America in the recovery of their reinsurance assets from the London, European and USA markets. EHC is now working in association with other Consultancies in London on Joint Venture projects, representing their interests in Latin America where they do not have representation or experience.

### Summary:

- Small independent consultancy
- Excellent attention to detail.
- 16 years experience travelling and working in Latin America.
- 5 years in Mexico City as Operations Director of major international Lloyd's broker.
- Specializing in Asset recovery projects in Latin America.
- Spanish speaker.
- Excellent knowledge of region and culture, business ethic of Latin Americans.
- Past Clients include:
  - Generali UK
  - Novae Syndicates
  - Markel
  - QBE Syndicates
  - Riverstone
  - Odyssey Re
  - Global Re Consultants
  - Panamericana Ecuador
  - AXA Seguros Mexico
  - Swiss Re Mexico
  - PRR Adjusting Mexico
- Facilitator in the following:
  - Broker replacement
  - Run-off and asset recovery projects
  - Audit and Inspections
  - Commutations
  - Claims Adjusting
  - Consulting

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