

CLARENCE B. RAY, JR.  
811 Billsborough Road  
Geneva, Florida  
[407] 349-5569

EXPERIENCE

President and Chief Operating Officer March 1981 - May  
1990  
Structured Financial Associates of Florida  
Structured Financial Associates of Texas

Senior Partner  
National Risk Management and Associates  
Lake Mary, Florida

SFA is a nationwide structured settlement company.

NRMA is a consulting company in the area of Financial Planning, Risk Management, Claims Adjusting, Loss Control and Industrial Hygiene including Sales of Life Insurance, Property-Casualty Insurance and securities. NRMA offers Expert Testimony in the above principles which include Present Value Calculations and Annuities.

Manager March 1971 -  
Crawford and Company Insurance Adjusters March 1981  
Orlando, Florida

Manager March 1963 -  
Crawford and Company Insurance Adjusters March 1971  
Washington, D.C.

Manager September 1955 -  
Crawford and Company Insurance Adjusters March 1963  
West Palm Beach, Florida

Manager September 1951 -  
Crawford and Company Insurance Adjusters September  
1955  
Orlando, Florida

Responsible for all company operations.

Adjuster and Supervisor  
Crawford and Company Insurance Adjusters  
Miami, Florida

September 1948 -  
September 1951

Adjusting and supervising other adjusters in the handling of  
casualty insurance claims.

#### EDUCATION

Mercer University  
Macon, Georgia  
Graduated June 1948  
Bachelors of Arts in Chemistry/Mathematics

#### INSURANCE RELATED COURSES

CRAWFORD AND COMPANY INSURANCE ADJUSTERS  
Dwelling Appraisal and Property Loss Adjusting  
Workers' Compensation Adjusting  
Advanced Adjuster Course  
Casualty Loss Adjusting  
Inland Marine Adjusting  
Management

INSURANCE INSTITUTE OF AMERICA  
Principles of Insurance and Liability Claims Adjusting  
Principles of Insurance and Property Loss Adjustment  
Liability Insurance Adjusting  
Property Insurance Adjusting  
Property Insurance  
Casualty Insurance

CHARTERED PROPERTY CASUALTY UNDERWRITER  
Commercial Liability Risk Management and Insurance  
Commercial Property Risk Management and Insurance  
Principles of Risk Management and Insurance  
Insurance Issues and Professional Ethics  
Personal Risk Management and Insurance  
The Legal Environment of Insurance  
Insurance Company Operations  
Management  
Economics

## EXPERT WITNESS

### Workers' Compensation

Extensive experience in providing expert witness testimony before the Deputy Commissioner in Brevard, Dade, Hillsborough, Orange and Volusia Counties. Testimony included present value calculations of future workers' compensation indemnity and medical expenses, financial planning analysis, annuities.

### Federal Arbitration Tort Litigation

Expert witness testimony regarding the present value of future lost wages and medical expenses and annuities.

### Circuit Court (Tort Litigation)

Expert witness testimony regarding accepted claims practices.

### Brevard County (Divorce Litigation)

Expert witness testimony regarding the present value of future retirement benefits and annuities.

## FLORIDA LICENSES

5-20	All Lines, Independent Adjuster
2-20	Property, Casualty, Surety and Miscellaneous Lines Insurance Agent
1-20	Surplus Lines Insurance Agent
2-18	Life and Disability Agent

## PROFESSIONAL DESIGNATIONS

A. I. C.	Associate in Claims
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## PROFESSIONAL ASSOCIATIONS

Member 1955	Orlando Claims Association	1953 - 1971 - 1981
President Life Member		1974 1984
Member 1964	South Florida Claims Association	1955 -
Member 1981	Atlanta Claims Association	1948 -
Member 1964 President	West Palm Beach Claims Association	1955 - 1960
Member 1971 President Life Member	Washington, D.C. Claims Association	1964 - 1969 1971
Member 1981	Manager's Council - Crawford and Company	1980 -
Member	Adjuster's Advisory to the Florida Insurance Department	1979 - Present

Member	Florida Agent's Advisory Committee to the Florida Insurance Department (Subcommittees for Continuing Education)	1979
Instructor 1981	Florida Qualifying Exam for 5-20 and 6-20  Adjuster's License (twice yearly)	1972 -
Member	National Association of Life Underwriters	1983 - Present
Member	Central Florida Association of Life Underwriters	1983 - Present
Member	National Structured Settlements Trade Association	1985 - Present