

ROBERT F. HOUSER
CHIEF EXECUTIVE OFFICER AND PRESIDENT
THE CHESAPEAKE COMPANIES



- Delaware Resident, DOB: 3/18/1953
- University of Delaware Graduate, Business Administration B.S. 1975
- Licensed Life, Health, Property and Casualty variable annuity, NASD Series 6, 7, and 22, Surplus lines with 37 years of insurance expertise.
- *INDUSTRY ACHIEVEMENTS:*

Worked with Met Life from 1975-1980 as the Sales Manager for Delaware and Southeastern PA in the financial services area. Where a staff of almost 30 people we managed. Ranked in the top 10 Productions Managers of Met Life in 1976, 1977 & 1978. Also, was the recipient of the Leaders Conference/Presidents Conference award.

Went to work for Travelers in 1980 and managed the operations of the Delaware, Southern Jersey and Northeastern Maryland offices. Coordinated sales and services of financial products through independent Property & Casualty insurance agent throughout the geographic area. Was named in the top 10 production managers with Travelers from 1982-1986.

In 1986 formed Financial and Brokerage services (FBS) and independent general agent financial services operation. FBS was a similar operation to Travelers but operated as an independent broker representing, i.e. CIGNA, Kemper, and Travelers.

1988-1990 was General Agent of the Year and also among the top 5 agents with Kemper Insurance. Also a recipient of a number of producer awards to include Court of the Table in Million Dollar

Round Table, Master Agency award through GAMA, as well as national sales achievement award and national quality award.

Started Association Plan Concepts (APC) in 1992 and worked as the President and CEO, which was a general agent and exclusive marketing arm for AETNA Health plans of the State of Delaware. This marketing arrangement was in concert with, the endorsement of the Delaware State Chamber of Commerce. Several industry awards occurred at this time, with AETNA was the producer of the year in 1994 & 1995. In 1996 was the chairperson of the AETNA National Producers Council. While running APC, 3800 businesses were written and managed with close to 50,000 employees insured.

In 1999, APC was purchased on an EBITDA buy out by Marsh & McLennan and a new entity created, named BenefitPort a technology company in the employee benefit's arena. Then in 2002, Chesapeake Insurance Advisors (CIA) was formed after completion of the sale of the 3 year purchase, and to this date Chesapeake Insurance Advisors is a prominent broker agency in the employee benefits workplace for the tri state area. Embarking on many new items in the marketplace, example CIA is currently developing a private market exchange for the state of DE and surrounding areas.

