

Skinner Select Association Advantage

Members of Skinner Select have access to tailored insurance solutions and consulting developed for Multi-Family, Commercial and Community Association real estate. Only available to owners, managers and developers who perform at the highest level of economic and physical integrity.

Skinner Select insurance products feature comprehensive and competitive coverage along with longevity and stability in the marketplace. Our seasoned industry experts ensure the highest level of customer service and personalized expertise.

Golf

Community Associations

Consulting



SKINNER

SELECT

Target Classes

- Private Courses
- Public Courses
- Daily Fee Courses
- Golf Management

Coverages

- Building / Personal Property
- General Liability
- Umbrella Liability
- Workers Compensation
- Employment Practices Liability
- Directors and Officers
- Auto
- D&O

Features

- Tee-to-Green
- Business Income
- Replacement Cost on Carts and Equipment
- Liquor Liability
- Special Events
- Herbicide/Pesticide
- Pollution (including tanks)
- Outdoor Property Extensions
- Tree Replacement
- Valet Parking

Bob Williams

Bob is a 35 year veteran of the golf industry, getting his start as Controller for Club Corp in Dallas, Texas. He was soon recruited to join American Golf Corporation in Los Angeles, California, where he eventually became President and CEO. Under his leadership, the company grew from 14 golf courses to over 200, giving him valuable experience to start his own golf course management business, Golf Enterprises.

This company acquired and managed 50 courses and became the first publicly held golf course when it was taken public on the NASDAQ exchange. The company was later purchased by American Golf, with Bob being the key figure to seamlessly merge the two companies. Bob's ability to meet financial targets for each golf course was key to his company's success and growth.

Joe Flood

Joe is a former collegiate golfer at USC and once member of the Australian Golf Tour. He is currently a member at Bel-Air Country Club and two-time former club champ. His golf experience begins with his father Jim, founder of Aldila and co-founder of Odyssey Putters, who also belonged to 4 private clubs. Joe has been a committed insurance professional since 1982, gaining experience at Jardine Emmett & Chandler, Alexander & Alexander, IHG and finally AON before joining M.G. Skinner in 2001.

Joe's role expanded to develop relationships with newly formed broker partners as part of a new distribution strategy. In 2007, Joe introduced Ian Graham to Mike Skinner in what would lead to Graham West Insurance Services and a \$20M book of D&O and Crime business. His areas of expertise outside of golf include community associations, apartment risks and commercial properties.

John Illius

John was born and raised in Cleveland, OH and graduated from the Goizueta Business School at Emory University where he played baseball. After college, John pursued a career as a professional player before turning to his business acumen. In 2016 he moved into the insurance industry, joining MG Skinner where he was tasked with increasing penetration of Skinner Select products throughout the existing strategic partner base.

He has been instrumental in expanding and increasing the profitability of those relationships, while proactively prospecting to seek out new opportunities to drive growth. John is an avid golfer and his lifelong passion for competitive athletics keeps him playing various amateur golf events throughout the year.

