



John M. Varner

President

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Mr. Varner, founder and President of Sovereign Risk Solutions, has responsibility for strategic direction, client relations, and leadership initiatives. From 1987 through 1992, he held various property/liability marketing and client service positions with Sedgwick, a leading global brokerage firm in both their San Francisco and Atlanta offices. In 1992 he joined the regional insurance brokerage firm of Palmer & Cay, where he continued to refine his industry knowledge and client service skills. Mr. Varner was the firm's leading sales professional in 2001, having personally stewarded the firm's service deliverables to Fortune 500 and major real estate clients. After 11 years with Palmer & Cay, he joined Lockton, the largest privately owned brokerage firm, as Executive Vice President to open their Atlanta office.

Upon completion of a few years with Lockton, Mr. Varner was intrigued with the possibility of starting a boutique, privately owned brokerage firm, focused on the highest ethical and professional standards, which led to the establishment of Sovereign Risk Solutions. The firm is committed to attracting and retaining the best and brightest professionals at all positions to deliver unequalled service to our clients. Mr. Varner is a very blessed husband, with two children and two Labradors. He is an avid outdoors person, enjoying fishing, boating, biking and golfing.

Education

B.B.A., Risk & Insurance Management, University of Georgia
Charter Property Casualty Underwriter, American Institute for Chartered Property
Casualty Underwriters
Associate in Risk Management, Insurance Institute of America
Accredited Adviser in Insurance, The Institutes

John M. Varner

Continued

Licensure

Georgia Property & Casualty
Non-Resident Property & Casualty in 40+ States

Additional Information

Representative Client Experiences

- Top 5, publicly owned retail REIT with over 125 locations and \$ 4 Billion in property values. Stewarded all commercial insurance placements including property, casualty, environmental and executive lines. Transformed the company from a guaranteed cost insurance buyer to alternative methods utilizing a captive insurance company resulting in multimillion dollar premium savings annually. Reworked all key contracts (i.e. – janitorial, security, construction, elevator/escalator, etc.) with the legal team to effectively transfer risk and protect the client.
- Fortune 500, publicly owned, global manufacturing company with 18,000 employees. Stewarded the worldwide casualty and executive lines, including oversight of claims payment escrows and collateral instruments. Integrated loss control and claims/litigation management practices by broker, carrier and company operations personnel to ensure that exposures were minimized and incidents were aggressively treated, resulting in double digit claims frequency and severity reductions.
- National commercial building supply distribution company, privately owned, with 4,000 employees. Stewarded all commercial insurance placements including property, casualty and executive lines. Performed due diligence and insurance integration on forty-six acquisitions over a seven year period. Oversaw all aspects of premium budgeting and allocation, claims escrow, collateral management, loss control and claims coordination.
- Industry leading, non-emergency medical transportation management broker who coordinates over 14 million transportation services annually through a network of 12,000 vehicles. Stewarded all commercial insurance placements including property, casualty, professional and executive lines. Gained an in depth knowledge of the intricacies of the business model, which allowed for the successful identification and articulation of risk exposures to underwriters, resulting in enhanced coverages and a significant cost reduction of the corporate insurance program. Built an affiliated program management platform to service the insurance needs of over 250 transportation companies nationally.