

Wayne H. Carter, III CPCU, ARM
President & CEO

Wayne joined Target Insurance Services in January 2000 as President and Chief Executive Officer, bringing over 25 years of property and casualty industry experience in underwriting, risk management, and sales. Under his leadership, Target Insurance Services continues to develop and underwrite a broad scope of specialty insurance programs, fostering relationships with the company's current producer network while expanding distribution to new producers.

Prior to joining Target Insurance Services, Wayne served as President, Professional Programs Division with Brown & Brown, Inc. in Tampa, Florida. As President, he was responsible for all of Brown & Brown's professional liability programs and related retail operations totaling more than \$250 million in written premiums.

Wayne founded Corporate Risk Consultants, Inc. in 1990 to develop and sell alternate funding programs for doctors, hospitals, and large law firms.

Prior to the formation of CRCI, Wayne was with the Seaboard Financial Group in Norfolk, Virginia where he held management positions in marketing and sales. He created their marketing department and large account sales strategy.

A graduate of Virginia Polytechnic Institute and State University with a Bachelor of Science degree in Mathematics and a Bachelor of Arts degree in Economics, Wayne began his insurance career with the Travelers Insurance Companies in Richmond, Virginia in 1976, holding various commercial underwriting and management positions throughout the Southeast.