Once you have wrestled, everything else in life is easy. –Dan Gable

In the sport of wrestling a takedown is with worth 2 points. The referee reflects the points by holding up 2 fingers and announcing two with emphasis. You are invited to take TWOOOOOO minutes and learn why Jeremy D. Mendenhall is a Top 40 under 40!

**Who:**

Jeremy D. Mendenhall 8509 Ridgemont Drive Urbandale, IA 50322 Email: mendenj@travelers.com Phone: 515.419.5508 Married to Carmen Mendenhall and father to Justin Mendenhall (19) Fun Fact: Enjoys making delicious barbeque meat and participates in an annual charity contest over Memorial Weekend called Smoking for Smiles.

**What:**

* By day Jeremy is a successful commercial excess casualty underwriter.
* He is a leader within Travelers Insurance Company, top ranking in the nation for overall performance in 2013.
* Year round he is a wrestling coach and mentor to 100’s of kids giving back to the sport that changed his life.

**Where:**

Jeremy markets commercial umbrella policies to all of Iowa and parts of Nebraska for Travelers Insurance. His office is located in West Des Moines but his name is known all across the nation for his success he has with his territory. In 3 short years he has doubled the production in his territory. He is a leader among his peers, and has become a mentor to help other underwriters with techniques to grow relationships.

Jeremy is the head kids wresting coach for Urbandale Community School District. He is very well known and respected in the wrestling community. He has coached youth wrestling for 13 years. Prior to Urbandale, he spent 5+ years coaching for North & Hoover School Districts in Des Moines. He continues to give back to North/Hoover wrestling program and annually helps run 2 wrestling tournaments. Jeremy is not only a coach, but also a mentor who helps guides the kids to believe in their potential.

**When:**

The insurance market is competitive and Jeremy focuses on the relationships he has built with his agents. He strives to be their go to underwriter and in return makes himself available as needed.

This same approach carries over into the time he gives back to the community working with his athletes. The time Jeremy gives to the sport is countless. Practices are 1.5 to 2 hours, 3 to 4 nights a week. In addition to practices he spends most Saturdays and or Sundays coaching at tournaments. These tournaments do not last just a few hours they are all day long events. When he is not coaching he is brainstorming what needs to be worked on in practices. The traditional season runs about 15 weeks; Jeremy easily averages 20 hours a week all devoted to the sport that changed his life when he was 14 years old.

**Why:**

Jeremy started in the insurance industry 14 years ago, first with Allied Insurance and now for Travelers. His Midwest networking, knowledge and efforts to do what needs to be done for his agents makes him meet and exceed his goals in work.

This same motivation is what the sport of wrestling gave him. He learned hard work and improving every day would pay off. Wrestling changed Jeremy’s life for the good. It taught him discipline and gave him an opportunity to wrestle in the state tournament among the best of the best. Jeremy wants to give this opportunity to every kid he coaches.

Other community volunteering:

* Habit for Humanity
* Meals for the Heartland
* Iowa Central Homeless Shelter

Jeremy is successful both as a commercial underwriter and also a youth wrestling coach. He is a great candidate for the Top 40 under 40!

Thank you taking *TWOOOOO!*

**Jeremy D. Mendenhall**

8509 Ridgemont Drive

Urbandale, IA. 50322

515-419-5508

**Objective** To secure an underwriting position with a property and casualty insurance company that utilizes my technical knowledge, as well as my ability to develop relationships and grow a book of business profitably.

Experience January 2011 – Present Travelers Insurance Des Moines, IA

Account Executive

Responsibilities include:

* Building relationships with local agencies and brokers in the Iowa and Nebraska market.
* Building the Travelers excess casualty portfolio through profitable underwriting and risk selection.

May 2009 – December 2010 Allied Insurance Des Moines, IA

Commercial Underwriting Specialist – Des Moines Regional Office

Responsibilities include:

* Accurately reviewing, evaluating and pricing commercial lines package and business owner risks for 23 Chicago area agencies.
* Assisting the Illinois management team in file referrals as well as performing file reviews for quality assessment.

Feb. 2008 – May 2009 Allied Insurance Des Moines, IA

**Commercial Underwriting Manager**

Responsibilities included:

* Managing overall commercial underwriting book for the states of Maryland, Delaware and Virginia.
* Managing 10 total underwriting associates including 3 remote underwriters.
* Developing yearly objectives and providing monthly performance feedback to associates in regards to their goals.

Oct. 2005 – Feb. 2008 Allied Insurance Des Moines, IA

Senior Commercial Lines Underwriter

Responsibilities included:

* Managed the Columbus, Ohio area territory servicing 26 independent agencies, performing both field and desk underwriter duties.
* Reached field underwriting new business goals while achieving or exceeding all desk underwriter goals.

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**Education Bachelor of Science: Criminal Justice, Grand View College (1999)**