

CHRISTOPHER SCHAFFER

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SUMMARY OF QUALIFICATIONS

Accomplished attorney and business executive with more than 20 years of experience in corporate law and litigation, insurance regulatory law, maritime law, government contracts, business management and finance. Successful career marked by leadership roles as General Counsel, Executive Vice President and Shareholder of insurance claims administration businesses managing more than \$200 million annually in insurance benefits in more than 25 state and federal jurisdictions. Licensed to practice in South Carolina, the District of Columbia and Maryland.

EXPERIENCE

ABERCROMBIE, SIMMONS & GILLETTE, INC. 2009 to present
General Counsel & Shareholder, Charleston, SC, Corporate Headquarters Houston, TX
Attorney and corporate executive responsible for TPA business operations, legal affairs and regulatory compliance of an insurance claims administrator operating within 14 state and federal regulatory schemes.

Key Accomplishments:

- Lead Counsel on all M&A transactions.
- Responsible for the business operations of company's third party claims administrator division.
- Created company's medical bill review division capable of processing workers' compensation medical bills in all 50 states and federal jurisdictions.
- Presented corporate valuation report and financial analysis to the company's Shareholders and Board of Directors.
- Supervise proposal writing, negotiations, contracting and implementation for government and private contracts.
- Responsible for obtaining SSAE-16 Type II report (formerly SAS-70).
- Corporate speaker for legal, insurance, risk management and claims related topics.

CORVEL CORPORATION 2007 to 2008
Vice President of National Sales, Charleston, SC, Corporate Headquarters Irvine, CA
Responsible for national sales of NASDAQ traded health care company with over \$300 million in annual revenue, 3,000 employees, 100 sales professionals and operations in 49 states and Puerto Rico.

Key Accomplishments:

- Corporate speaker for insurance, risk management and claims related topics.
- Led sales team of 100+ professionals in new business revenue.
- Served as advisor in strategy, implementation and regulatory compliance for national insurance operations.

THE SCHAFFER COMPANIES, LTD

1995 to 2007

General Counsel & Executive Vice President, Charleston, SC, Corporate Headquarters Baltimore, MD
Corporate attorney and executive responsible for legal affairs, regulatory compliance, and business operations of an insurance claims administrator operating within 25 state and federal regulatory schemes. Served as Director and Corporate Secretary.

Key Accomplishments:

- Led negotiations, due diligence and sale of company to a publicly traded health care organization on behalf of Shareholders.
- Corporate speaker for insurance, risk management and claims related topics.
- Supervised proposal writing, negotiations, contracting and implementation for more than \$100 million in government contracts.
- Achieved 100% compliance record with more than 25 state and federal insurance regulatory agencies.
- Drafted employment policies and procedures for 150-employee organization that resulted in few employee suits and a perfect defense record over 13 years.
- Managed business operations and handling of more than 20,000 property and casualty claims and \$200 million in claim payments annually without a single claim or suit alleging error, omission, bad faith, or malpractice.

BAR ADMISSIONS

Maryland, 1995

District of Columbia, 1998

South Carolina, 2010

EDUCATION

UNIVERSITY OF BALTIMORE SCHOOL OF LAW, Baltimore, Maryland

1995

Juris Doctor, Cum Laude

Legal Internships:

- **Scanlan & Rosen, P.C.:** Dedicated clerk to extensive litigation practice.
- **Hazel & Thomas:** Dedicated clerk to head of litigation department for 150-attorney firm.

THE AMERICAN UNIVERSITY, Washington, D.C.

1991

Bachelor of Arts, Justice

Legal Internships & Studies:

- **Public Defender Service for Washington, D.C.:** Represented juvenile inmates before disciplinary tribunal in DC's maximum-security juvenile detention center. Drafted visitation and release motions.
- **Specialized Studies in Drugs, Justice & Public Policy:** Completed intensive studies in criminal justice and public policy offered by the School for Public Affairs.
- **Institute on Drugs, Crime & Justice:** Completed specialized studies on international policy at the Universities of London and Liverpool.

AFFILIATIONS

Member, American Bar Association
Associate Member, Council on Litigation Management
Member, Business Law Section of ABA
Member, Corporate Counsel Committee of ABA
Member, Corporate Counsel Committee of SC Bar Assn.
Member, Longshore Claims Association
Member, South Carolina Self Insured Association
Member Advisory Council, Port Contractors Inc., Wilmington, DE
Treasurer, Edisto River Branch of QDMA
Member, Country Club of Charleston
Member, Sage Valley Golf Club

PRESENTATIONS & ARTICLES

Speaker, E-Discovery, Cloud Computing and Social Media's Impact on the Law and Business. Includes a Review of the 2006 E-Discovery Amendments to the Federal Rules of Civil Procedure. Northwest Longshore Administrators Assn. Meeting on October 5, 2011 in Seattle, Washington.

Speaker, Maritime Employers' Liability 101. An Intro to the Jones Act & the Longshore & Harbor Workers' Compensation Act. Webinar presented by the Council on Litigation Management on October 12, 2011.

Author, For Your Eyes and Ears Only. A Legal and Executive Overview of Electronically Stored Information, E-Discovery, and Social Media. Soundings Newsletter, Volume II, Issue II, (June 2011).

Speaker, For Your Eyes and Ears Only. A Legal and Executive Overview of Electronically Stored Information, E-Discovery, and Social Media. Annual Maritime Conference presented by the National Association of Waterfront Employers, Shipbuilders Council of America, Longshore Claims Assn., and Signal Mutual Indemnity Assn., Ltd. on May 25, 2011 in Jacksonville, Florida.

Speaker, Legislative Reform and its Impact on Managed Care, for the Annual Meeting of the Multi-State Workers' Compensation Self Insured Funds on May 8, 2008 in Charleston, SC.

Speaker, National Claim Trends, for the University of North Carolina School of Government at their North Carolina Local Government Budget Association Conference on December 13, 2007 in Asheville, NC.

Speaker, Images, Ghosts and Pictures - Document Management Solutions, on use of electronic files in claims administration to the State Risk and Insurance Management Association (STRIMA) on September 10, 2007 in Portland, ME.

Speaker, Containing the Costs of Workers' Compensation, at Atlantic Occupational Health's "New Horizons Business Seminar" on April 26, 2007 in Charleston, SC.

Speaker, The Future of Workers' Compensation, at presentation to SCAPA on November 29, 2006 in Charleston, SC.

Speaker, New Alternatives in Cost Containment, for Stratacare seminar at the 2006 National Workers' Compensation and Disability Conference in Las Vegas, NV.

Speaker, Medicare Set-a-Sides and their Application in Workers' Compensation, at the 2005 Longshore Claims Association's annual conference in Chicago, IL.

Speaker, Overview of Employer's Responsibilities in Workers' Compensation & OSHA Reporting, at the 2005 Catholic Archdiocese Best Practices Conference in Charleston, SC.

Author, Unreasonable Refusal to Submit to Medical Treatment under the Longshore and Harbor Workers' Compensation Act. Claimline Quarterly (1997).

Author, Hearing Loss Claims under the Longshore and Harbor Workers' Compensation Act. Claimline Quarterly (1997)