

Streff Insurance Services

CLEAR INSIGHT



Streff Insurance Services is a property/casualty actuarial consulting firm. The Streff team of five actuaries is known for its creative vision, efficiency and strong communication skills. Our clients include regional mutual companies, self-insurance funds and captives. We also maintain close relationships with selected brokers and accounting firms. NAMIC has named us a Preferred Service Organization. New clients notice right away that there is something different about us: we're easy to work with, we under-promise and over-deliver. It's the basic, but often forgotten, details that set us apart.

Streff Insurance Services traces its roots back to 1983 when Jim Streff set out on his own and founded J. Streff & Associates. His son, Steve, joined him in 1993 and the firm moved to picturesque Red Wing, MN in 1995. Al Hapke joined the firm in 2006; Todd Gruenhagen and Sarah Petersen came on board in 2008.

As a complete actuarial firm we offer expertise in the following areas:

- Loss Reserves
- Ratemaking & Filing Services
- Self-Insurance & Captive Analysis
- Modeling
- Staff Mentoring
- Start-Up Feasibility Studies

Please contact us at 651-385-7500 or www.streffinsurance.com.

James P. Streff, FCAS, MAAA
President & Founder
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Jim is one of the pioneers of the modern actuarial consulting field. His career has touched nearly every area of the property/casualty industry, although he considers personal lines to be his strength. Jim has designed new metrics for measuring customer loyalty and claim management efficiency. Clients have called on him to train and mentor their staff on pricing and data analysis. He lectures twice a year at the University of Wisconsin – Madison at the executive education center. Jim received his Fellowship in the Casualty Actuarial Society (FCAS) in 1976 and is a Member of the American Academy of Actuaries (MAAA).

His consulting career began in 1983. Prior to that, Jim worked at the St. Paul and Sentry. He holds a BA degree in Mathematics from the College of St. Thomas in St. Paul, Minnesota. Jim and his wife Janet live in Red Wing, Minnesota and they enjoy being near their seven grandchildren. In his free time Jim keeps busy by golfing, gardening and beekeeping.



Stephen J. Streff, ACAS, MAAA
Vice President & Manager
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Steve specializes in reserving for regional mutuals. His reserve reports have been acclaimed by clients and regulators alike. Steve is also the firm's leader in modeling, using advanced simulation techniques to help companies make decisions about reinsurance, business strategy and growth. He also manages the Streff team and writes most of the articles for *Focus*, the firm's newsletter. Steve received his Associateship in the Casualty Actuarial Society (ACAS) in 1999 and is a Member of the American Academy of Actuaries (MAAA).

Steve has been consulting since 1993 after a stint in the reserving department of Wausau Insurance. He holds a BA degree in Mathematics from the College of St. Thomas in St. Paul, Minnesota. Steve and his wife Holli live in Red Wing, Minnesota with their three children. Steve volunteers with his son's Boy Scout troop. He enjoys skiing, yard work and fiddling with the Rubik's Cube.



Alan J. Hapke, FCAS, MAAA
Consulting Actuary
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Al is our firm's leading authority on workers compensation pricing and reserving. His expertise has guided clients through all kinds of markets and regulatory climates. He serves as the appointed reserving actuary for a handful of companies and self-insurance funds in the Kansas and Missouri region. Al is also well-versed in other lines, particularly in the reserving arena. Al received his Fellowship in the Casualty Actuarial Society (FCAS) in 1985 and is a Member of the American Academy of Actuaries (MAAA).

His consulting career began in 1991 after a 13-year tenure at Sentry Insurance, where he held various positions in reserving and commercial lines pricing. He holds a BS degree in Mathematics and Psychology from the University of Wisconsin – Eau Claire. Al lives in Stilwell, Kansas with his wife Jeanne. They have four children. Al's hobbies include volunteering with drum corps, fishing and keeping up with his young grandson.



Todd A. Gruenhagen, ACAS, MAAA
Consulting Actuary
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Todd specializes in serving the various needs of self-insurance funds and captives. He has a wealth of experience with workers compensation, general and products liability as well as auto liability. Todd has worked in, and remains well connected to the insurance brokerage industry. Todd received his Associateship in the Casualty Actuarial Society (ACAS) in 1991 and is a Member of the American Academy of Actuaries (MAAA).

He hung out his shingle in 1998 when he opened his own firm. Prior to that, Todd worked for Sentry, Country Insurance and The St. Paul, followed by eight years at Marsh & McLennan. He holds a BS degree in Mathematics from the University of Minnesota – Mankato. Todd lives in North St. Paul, Minnesota with his wife Linda and five children. Todd is an avid pheasant hunter and a skilled dog-trainer and hopes to retire someday in South Dakota. He also enjoys sailing and is an excellent cook.



Sarah L. Petersen, FCAS, MAAA
Consulting Actuary
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Sarah's specialties include data analysis and manipulation, spreadsheet construction and communication. She has a strong commercial and personal line rate filing background along with a great deal of reserving and forecasting experience. Sarah received her Fellowship in the Casualty Actuarial Society (FCAS) in 1993 and is a Member of the American Academy of Actuaries (MAAA).

Sarah entered the consulting world in 2007 when she teamed up with Todd Gruenhagen. Prior to that, she spent 17 years at The St. Paul /Travelers where her responsibilities included ratemaking, reserving and forecasting. She holds a BA degree in Mathematics and English from Concordia College in Moorhead, Minnesota. Sarah resides in Shoreview, Minnesota with her husband Steve and son Jake. Shoreview is "south" to her, since she grew up in the "Icebox of the Nation" – International Falls! Her hobbies include reading, playing bridge, quilting and building miniature dollhouses.

