

# **Van Elliott Hedges**

## **Southern Insurance Consulting**

514 Waldron Street, P.O. Box 1575, Corinth, MS 38835  
662-287-6116 / Fax – 287-6663 / Home – 287-5144 / Cell – 284-8063  
[www.SIConsulting.net](http://www.SIConsulting.net) / e-mail: [van@hedges.org](mailto:van@hedges.org)

---

### **PROFESSIONAL EXPERIENCE**

President – Southern Insurance Consulting	2000 –
Adjunct Professor of Insurance – The University of Mississippi	2000 –
President – Magnolia Insurance Company	1999 –
President – The Southern Insurance Group	1988 – 2000
Vice-President – Fred Vann & Company Insurance	1977 – 1988
Board of Directors – Associated Insurors of Mississippi	1991 –
Board of Directors – Independent Insurance Agents of MS	1997 –
Board of Directors – Mississippi Insurance Managers (MIM)	2003 –
Board of Directors – Blue Goose (Agency Management ASP)	2003 – 2006

---

### **PROFESSIONAL DESIGNATIONS**

Chartered Property and Casualty Underwriter	CPCU
Chartered Financial Consultant	ChFC
Chartered Life Underwriter	CLU
Certified Risk Manager	CRM
Certified Insurance Counselor	CIC
Accredited Adviser in Insurance	AAI

---

### **EDUCATION**

Georgia State University – Atlanta, Georgia	
<b>MASTER OF INSURANCE</b>	AUGUST 1977
The University of Mississippi – Oxford, Mississippi	
<b>BACHELOR OF BUSINESS ADMINISTRATION</b>	MAY 1975

Honors and Activities: Hall of Fame; Who's Who; Director of Student Activities; Omicron Delta Kappa; Gamma Iota Sigma; V.P., Alpha Tau Omega; Judicial Council; University Scholar; Summer Session Student Body President; Chairman, College Republicans

## ***PROFESSIONAL AND CIVIC ACTIVITIES***

President – Independent Insurance Agents of Mississippi  
Co-Chairman – I.I.A.M. Workers' Compensation Task Force  
Co-Author – Mississippi Workers' Compensation Source Book  
Chairman – USF&G Mississippi Agents Advisory Council  
Chairman – University of Mississippi Insurance Advisory Board  
President – Independent Insurance Agents of Northeast Mississippi  
Member – USF&G National Agents Advisory Council  
Member – Mississippi Banking & Insurance Working Group  
Member – Council of Insurance Agents & Brokers Agency Management Committee  
Member – CPCU Society - Consulting, Litigation, & Expert Witness Section\*  
Member – Society of Certified Insurance Counselors\*  
Member – The Academy of Producer Insurance Studies\*  
Member – The American Association of Insurance Management Consultants\*

Ruling Elder – First Presbyterian Church of Corinth\*  
Chairman – Board of Deacons First Presbyterian Church of Corinth  
President – Corinth Rotary Club / Paul Harris Fellow  
President – United Way of Corinth and Alcorn County  
President – Corinth Area Arts Council  
President – Alcorn County Cancer Society  
President – Corinth Business Association  
President – Corinthian Capital Corporation  
Chairman – Friends of the Siege and Battle of Corinth\*  
Chairman – Corinth Preservation Commission\*  
Board of Directors – Corinth / Alcorn Area Chamber of Commerce  
Board of Directors – Leadership Mississippi  
Board of Directors – Mississippi Cancer Society  
Board of Directors – Mississippi Business & Industry Political Education Committee\*  
Board of Directors – George McLean Leadership Institute  
Board of Directors – Northeast Mississippi Community Concert Association  
Board of Directors – Corinth Theater Arts  
Board of Directors – Vino del Sol, Inc.\*  
Board of Directors – Emagex, Inc.  
Board of Directors – Thinksystems, Inc.  
Board of Directors – CrossRoads Access, Inc.  
Executive Committee – Mississippi Republican Party  
Delegate – 1988 National Republican Convention  
University of Mississippi Business Advisory Board\*  
Barksdale Reading Institute Volunteer Tutor

\* Current Activities

## **VAN E. HEDGES**

514 East Waldron Street, Corinth, MS 38834  
662-287-6116 / Home-287-5144 / Cell-284-8063 / Fax-287-6663  
www.SIConsulting.net / e-mail: van@hedges.org

### **Professional Experience**

Van is currently President of Southern Insurance Consulting, where he assists insurance agencies with evaluations, planning and mergers & acquisitions. He also provides expert testimony. In 2000, he joined the University of Mississippi faculty as Adjunct Professor of Insurance and has taught Finance 341 – Risk Management and Insurance as well as Finance 441 - Commercial Property Insurance and Risk Management.

A licensed insurance agent since 1972, Van served as President of the Southern Insurance Group (SIG) from 1988 until 2000. Under his leadership, the agency grew to become the third largest in Mississippi, with locations in six cities and a separate financial services division. In 1995, SIG was selected by the Mississippi Business Journal as one of the 40 Fastest Growing Businesses in the state. The agency was consistently recognized as one of the Leading Insurance Agencies in the United States by the IIAA and Reagan & Associates through their Best Practices Program. From 1985 to 1997, Van was responsible for the acquisition and consolidation of the thirteen agencies that, together with Fred Vann & Company, came to form SIG. In 1997 he negotiated the sale of the Booneville and Baldwyn locations to Farmers & Merchants Bank and the Ripley agency to Peoples Bank of Ripley. In May of 2000, the remaining agencies were sold to The Peoples Bank & Trust (now Renasant Bank).

In 1991, Van co-founded Associated Insurors of Mississippi (AIM), a state-wide marketing group or “cluster”, which today consists of nine large agencies from across the state with combined annual premiums in excess of \$200,000,000. He continues to serve on the board of AIM and served as President of Magnolia Insurance Company, a Bermuda based captive insurer that the group formed in 1999.

He joined Fred Vann & Company as vice-president and agency manager in 1977. While in that position, he learned all the day to day activities required of an insurance agent and agency. He also served as a producer, writing everything from \$25 notary bonds to a PVC manufacturer with plants in six states and annual premiums of over \$1,000,000. He was successful in placing all required coverages, including political risk insurance, on the cellular telephone system for the city of Moscow during the breakup of the Soviet Union. He held non-resident insurance licenses in nineteen states.

### **Education**

In 1975, Van received a BBA from the University of Mississippi, where he was a University Scholar and selected to the Hall of Fame. He earned a Master of Insurance degree (MI) from Georgia State University in 1977.

He is a Chartered Property & Casualty Underwriter (CPCU), Chartered Financial Consultant (ChFC), Certified Insurance Counselor (CIC), Certified Risk Manager (CRM), a Chartered Life Underwriter (CLU) and an Accredited Advisor in Insurance (AAI).

## **Professional Activities**

Van served as president of the Independent Insurance Agents of Mississippi (IIAM) for 1999-2000 and is currently on their Board of Directors. He is also on the Board of Directors of Mississippi Insurance Managers, the state's largest MGA. He has chaired the Ole Miss Insurance Advisory Council and continues as a member. He served on the National USF&G Agents' Council and was chairman of the Mississippi Council. While on the NAC, he helped develop a new agency contract that was implemented nationwide. He was a member of The Council of Insurance Agents and Brokers' (CIAB) National Agency Management Committee and was state chairman of their CouncilPac Committee. As one of the first full time agency managers in Mississippi, he led a team effort in producing an agency policy & procedures manual that is considered to be one of the most comprehensive ever written and has been widely used as a model.

For several years during Mississippi's workers' compensation "crisis", Van co-chaired the IIAM Workers' Compensation Task Force and also co-authored the *Mississippi Workers' Compensation Source Book*. He annually publishes the IIAM Directory of Self-Insured Workers' Compensation Groups. He was a member of the Banking and Insurance Working Group and drafted the compromise provisions that were eventually adopted as the final regulations under which banks could sell insurance.

Van has served as a speaker and panel member for numerous insurance industry groups and has taught the IIAM Agents' Errors & Omissions Seminar. He has testified before the Mississippi Department of Insurance and before both the Mississippi Senate and House Insurance Committees.

## **Civic Activities**

Van has been President of Corinth Rotary Club, Alcorn County United Way, the Arts Council, Corinth Business Association, the Corinth Preservation Commission, Friends of the Siege & Battle of Corinth and the Alcorn County Cancer Society. He has served on the Mississippi Republican Party Executive Committee, the Commission for Mississippi's Future and was a delegate to the 1988 Republican National Convention. He is a Paul Harris Fellow and has served on the boards of his Chamber of Commerce, Leadership Mississippi, the Mississippi Cancer Society and BIPEC.

He is an Elder at First Presbyterian Church of Corinth and served as Chairman of the Board of Deacons and Superintendent of the Sunday School.

## **Personal**

Van was born June 17, 1953, and grew up in Water Valley. He and his wife, Mary, have two children and one grand daughter. Matt is 27 and a graduate of Vanderbilt with an MBA from Ole Miss. He is president of Vino Del Sol, an importer of Argentine wines. Jane, 24, received her BAS from Ole Miss and her MS in Clinical Nutrition from UAB. She is a coronary dietician at Vanderbilt Children's Hospital. Van enjoys trophy hunting and reading historical fiction, but his most active interest is locating, acquiring and archiving any document that originated in or depicts Corinth during the Civil War.