

GREGORY W. FEARS JR., FCAS, MAAA, ARM

Director and Consulting Actuary | Branson, Missouri



Greg serves as an appointed actuary and/or loss reserve specialist for domestic and Bermuda insurance companies, captive insurance companies, self-insured entities and risk retention groups. He also serves as lead actuary and/or project manager on loss reserve and funding studies for captive insurance companies, self-insured entities and public entities. He brings experience in the transportation and construction industries for alternative markets, including development of insurance loss reserves, funding, retention and deductible analyses.

Greg has considerable experience in assignments involving loss reserving, funding studies, loss cost projections, captive feasibility studies, risk margin calculations, risk distribution analyses, simulation methods, deductible analyses, cost allocation mechanisms, financial analyses of insurance companies, commercial lines ratemaking and competitive analyses. His research interests lie heavily in the analysis of industry annual statement information to identify prevailing reserving trends among industry sectors.

Greg has made numerous presentations to industry professionals regarding loss reserving, future loss projections and how their companies' characteristics impact their actuarial calculations. He has worked with the students and faculty at Illinois State University (ISU) by assisting with the compilation of data for academic research, and discussing the actuarial profession with current and prospective actuarial science majors.

- ★ Qualified Actuary per the National Association of Insurance Commissioners (NAIC)
- ★ Qualified to sign statements of actuarial opinion per the American Academy of Actuaries (AAA)
- ★ Approved by domiciliary regulators to sign captive or self-insurance company statements of actuarial opinion in Ala., Ariz., Calif., Conn., D.C., Del., Hawaii, Mo., Mont., N.C., Okla., Tenn., Utah and Vt., as well as Bermuda and Cayman

YEARS OF EXPERIENCE

24

EDUCATION

Carthage College, 2000
B.A. Mathematics
Minor: Entrepreneurial Studies

CERTIFICATIONS

Casualty Actuarial Society (CAS), Fellow, 2021
AAA, Member, 2014
American Institute for Chartered Property Casualty Underwriters (AICPCU), Associate in Risk Management (ARM), 2012

PROFESSIONAL VOLUNTEERISM

CAS and the AAA Casualty Loss Reserve Seminar (CLRS)
Joint Program Committee, 2020 – Present
Vice-Chair, 2024 – Present

CAS

Learning Enhancement Process Mentors Committee,
2018 – Present
University Liaisons, 2014 – Present

THOUGHT LEADERSHIP HIGHLIGHTS

- "Solving Business Insurance Puzzles," CAS CLRS, September 2025
- "Causes of Recent Reserve Development," Pinnacle APEX Webinar, July 2016 – 2025
- "Understanding Property Insurance in Captives," Western Region Captive Insurance Conference, May 2025
- "Risk Retention Group Benchmarking Study," 2018 – 2024
- "Risk Distribution — Expected Adverse Deviation (EAD) Case Studies," Pinnacle White Paper, September 2024; Captive.com/International Risk Management Institute (IRMI) press release, October 2024
- "Parametric Innovations in the Captive Market," Bermuda Captive Conference, September 2024

“Are Captives the Answer for Unisured HOAs? Utah Opens Door,” Carriermanagement.com, July 2024

“Captives for HOAs? A New Utah Regulation Allows the Alternative Risk Transfer Solution to Extend into Personal Lines,” Risk & Insurance, July 2024

“Cannabis Captive Insurance,” Western Region Captive Insurance Conference, April 2024

“New and Emerging Uses of Captive Insurance Companies,” Western Region Captive Insurance Conference, April 2024

“Risk Distribution: Actuaries Leading the Way,” Pinnacle APEX Webinar, April 2024

“Utah Captives Offer Solution to Homeowners Insurance Dilemma,” Captive.com, April 2024

“Captives Filling the Void for Homeowners Insurance,” Pinnacle Blog, April 2024

“Risk Distribution: Actuaries Leading the Way,” CAS 2023 Recent Technology Advances and New Market Reality Virtual Seminar, October 2023

“An Update to Pinnacle’s Risk Retention Group Benchmarking Study,” Pinnacle APEX Webinar, October 2019 – 2023

“What Does ChatGPT have to say about Loss Reserving?” CAS CLRS, September 2023

“Warranty Coverage Basics,” CAS CLRS, September 2023

“The Spectrum of Captive Pricing and Benchmarks,” Vermont Captive Insurance Association (VCIA) Ignite Talk, August 2023

“State of Commercial Auto Insurance,” CAS CLRS, September 2022

“Commercial Auto Insurance: Moving Right Along,” Pinnacle APEX Webinar, March 2022

“Reptile Theory Leading to More Nuclear Verdicts in the Trucking Industry,” Pinnacle Blog, September 2021

“State of Personal and Commercial Lines Automobile Insurance,” CAS CLRS, September 2021

“Company-Specific Risk Factor Disclosures,” CAS CLRS, September 2018 – 2019, September 2021

“Captives – Addressing Emerging Markets,” ISU Katie School, Financial Regulators Program, July 2021

“Identifying Troubled Companies Using Annual Statement Data” ISU Katie School, Financial Regulators Program, 2014, 2016 – 2020

“Captive Insurance, Start-Ups and Innovation” Pinnacle APEX Webinar, March 2020

EMPLOYMENT HISTORY

Pinnacle Actuarial Resources, Inc.	2003 – Present
Miller, Herbers, Lehmann, & Associates, Inc.	2001 – 2002