



## David M. Wright

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### Vice President

David Wright focuses on D&O and technology, bringing his many years of expertise to InterWest in these practices.

With 24 years of underwriting, brokering and consulting experience, David provides a high level of expertise to a variety of clients ranging from venture capitalists and emerging growth companies to large publicly-traded organizations. Although David provides a broad range of insurance coverage to this specific segment, his focus also includes working with clients in the areas of directors and officers liability, venture capital/private equity liability, general partners liability, employment practices liability, litigation buyouts, fiduciary liability, crime, kidnap and ransom, employee benefits consulting.

David is a public speaker on the topic of D&O and Corporate Governance. He has written articles in many publications, including the Risk Management Chapter in TIE's "Entrepreneurial Book." David has also created D&O programs providing exclusive coverage and pricing for VC portfolio and emerging companies.

David's career started with AIG in Houston, TX in 1985 as an underwriter

for National Union, AIG's D&O/Fidelity Division. He was promoted in 1989 to be Branch Manager of National Union, overseeing eight underwriters and five divisions with over \$80 million in premium. In 1991, David became a senior broker for the largest privately held insurance broker at that time. In that position, he brokered and advised companies ranging from large financial institutions and defense contractors to large retail companies. He was then promoted to Vice President and relocated to Orange County to set up and run the D&O Department for that office. David was advising clients ranging from large engineering contractors to large technology clients. He built the department from \$2 million in premium to close to \$10 million in premium.

In 1995, David came to the Bay Area to help other brokers develop D&O expertise. He later started the west coast insurance operation for NASDAQ and started a Silicon Valley presence for a publicly traded insurance broker. In the past 20 years David has consulted with companies in virtually every industry and in every business cycle -- from Fortune 500 companies to venture capitalists and their portfolio companies.