

Curriculum Vitae

Randy Sieberg, CIC, ARM, CRM

Primary Consultant, Workers Compensation Consultants
Director of Commercial Lines Insurance – Mid America Specialty Markets
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Mr. Sieberg has worked full time in the insurance industry since 1983 when he began his insurance career as a business insurance specialist. As a licensed commercial insurance producer he specialized in business insurance products including group benefits, commercial property and casualty insurance, workers compensation and risk management programs. His insurance expertise encompasses all areas of property, casualty and workers compensation risk management including risk analysis, program design and implementation including commercial insurance coverage and pricing for commercial clients.

Mr. Sieberg is the founder and principal consultant for Workers Compensation Consultants, an independent workers compensation consulting firm. He specializes in consulting with employers on issues of workers compensation premium, premium calculations, audit, code classifications, experience modification and guiding clients through the workers compensation appeals and audit dispute process.

Mr. Sieberg is the former agency principal of Mid-America Specialty Markets, an independent commercial insurance agency formed in 1992. He currently holds the position as Director of Commercial Lines Insurance with Mid-America Specialty Markets, overseeing 11 office locations and 33 licensed producers. Mr. Sieberg has worked with insurance companies in various capacities ranging from licensed life and health benefit specialist to independent agency principal and commercial lines consultant throughout his professional career.

Having gained over 37 years of practical, hands on, work experience found within his areas of expertise, you will find Mr. Sieberg provides his clients with a broad knowledge base of complicated workers compensation and insurance technical concepts condensed into easy to understand issues. He consults with a broad range of clients that include legal professionals, insurance companies, insurance agencies and agents, contractors, service providers, transportation, manufacturers, retail and wholesale operations. As the principal consultant for Workers Compensation Consultants he directs activities, provides support, participates and assigns expert witness and litigation support duties to other expert advisers on staff.

Areas of Expertise:

- Commercial Insurance including General Insurance Premium Audits and Disputes
- Insurance Agency Operations
- Insurance Agency and Company Relationships
- Insurance Agent/Broker and Agency Standards and Practices
- Insurance Agent Errors and Omission
- Workers Compensation Experience Rating (EMR)
- Workers Compensation Rules, Appeals, Appeal Process and Premium Disputes
- Workers Compensation Premium Calculations, Audits and Classification Codes

Professional Insurance Designations:

- 1989 - Certified Insurance Counselor (CIC)
- 1990 - Associate in Risk Management (ARM)
- 2004 - Certified Risk Manager (CRM)

Mr. Sieberg has received the Certified Insurance Counselor (CIC) designation conferred from the National Alliance for Insurance Education and Research, the Associate in Risk Management (ARM) designation from the Insurance Institute of America and the Certified Risk Manager (CRM) designation from the National Academy. He maintains annual industry educational updates and participates in annual continuing education seminars.

Professional Affiliations:

- Presenter/Instructor – The Insurance Journals Academy of Insurance
- Member - Society of Certified Insurance Counselors
- Member- The National Alliance Research Academy
- Member-The Academy of Producer Insurance Studies

Current Professional License Held:

Missouri Property and Casualty Producer License / Life and Health Producer License

Sample of Publications, Articles and Presentations:

- “10 Most Common Employer Workers’ Compensation Mistakes”* – Pub. 2008.
- “Workers Compensation for the New Employer”* – Pub. 2008
- “How to Dispute a Workers Compensation Audit”* – Pub. 2008
- “How to Prepare for a Workers Compensation Audit”* – Pub. 2008
- “Workers Compensation Certificate of Insurance”* – Pub. 2008
- “Workers Compensation Codes- The NCCI Classification System”* – Pub. 2009
- “Workers Compensation Codes for Contractors”* – Pub. 2009
- “6 Common Work Comp Mistakes Employers Make”* –
An Academy of Insurance Educational Webinar Production 2016-Current
- “Video – The Workers Comp Premium Audit – The Audit Aftermath –*
An Academy of Insurance Educational Series Presentation 2015-Current
- “Workers Compensation – An Employers Point of View”-*
Presented to human resource managers sponsored by HR firm 2013-Current
- “Today’s Workers Compensation Issues and Its Effect on the Human Resource Manager’s Job” -*
Presented to various master level human resource classes 2006-Current
- “Real Solutions for Managing Workers Compensation Cost”* –
Presented to various independent employers groups 2004-2005
- “Marketing for the Medium Sized Agency”* –
Presented to Independent Agency Owners 2008