



**R. Michael Holt**  
Founding Member  
Erhardt Holt LLC

**Work Experience:** 2015 – Present Erhardt Holt LLC Altamont, NY

**Founding Member**

- Founder of Erhardt Holt, LLC
- Developer of Risk Management University, Wealth Building Academy, and Team Member University
- NYS Department of Labor – Workplace Safety Certified Consultant

2006 – Present Aurora, Inc. Albany, NY

**Risk Management Advisor**

- Design and Development of Risk Finance Plan
- Provide Insurance Contracts

2005 – 2007 Amsure Associates, Inc. Albany, NY

**Account Executive**

- Creation of Education Based Insurance Program
- Design of Business Insurance Programs

1999 – 2004 Soccer Center, LLC Guilderland, NY

**Owner of Business**

- Developed business plan for indoor/outdoor soccer facility
- Raised \$ 12 Million in private funding
- Negotiated Exclusive Contracts with Nike, Pepsi, and Toro

1993 – 1998 Cool Insuring Agency Latham, NY

**Account Executive**

- Developed New Business Including Marketing Program

1988 – 1993 Lawrence Group Schenectady, NY

**Account Executive (1992 – 1993)**

- Developed New Business for Lawrence United Corp.
- Marketing of Accounts

**Underwriting, Claims, & Loss Control (1989 – 1992)**

- Underwriter for United Community Insurance Company
- Claim Adjuster for United Community Insurance Company
- Loss Control for United Community Insurance Company



**R. Michael Holt**  
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[Erhardt Holt LLC](#)

**Education:** [2006 – 2016](#) [Continuing Education](#)

**Certified Workplace Safety Consultant – (2016)**

**Certified Workers Compensation Advisor – CWCA (2010)**

**Marshall & Swift Trained Appraiser – MSTA (2010)**

**Certified Risk Manager Courses – CRM (2010 – 2017)**

- Principles of Risk Management
- Practice of Risk Management
- Control of Risk
- Analysis of Risk

**Certified Insurance Counselor Courses – CIC (2010 – 2016)**

- Commercial Property
- Commercial Casualty
- Health and Life
- Agency Management (2008, 2015)

**Books and Resources (2016 – 2017)**

- Workers Compensation – National Underwriter Company
- Business Auto Policy Coverage – National Underwriter Company
- Commercial Property Coverage – National Underwriter Company
- Commercial General Liability Coverage – National Underwriter Company
- How to Insure a Business – Finn Sundheim

[1984 – 1988](#) [SUNY at Fredonia](#)

- Majors - Marketing, Finance
- Minor – Economics

**Books and Resources:** [2010 – Present](#) [Top Ten Highly Recommended Books](#)

- Bible – Joyce Meyer Ministries Amplified
- 21 Irrefutable Laws of Leadership – John Maxwell
- 5 Levels of Leadership – John Maxwell
- Everybody Matters – Bob Chapman
- Start with Why – Simon Sinek
- EntreLeadership – Dave Ramsey
- The Advantage – Patrick Lencioni
- Disney U – Doug Lipp
- 360 Leadership – John Maxwell
- Total Money Makeover – Dave Ramsey