

## **David P. Cook**

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### **Managing Senior Vice President and Chief Operating Office Wells Fargo Disability Management**

West Virginia University – received a Bachelor of Arts in Political Science (1974) and a Master of Public Administration (1975), graduating Magna Cum Laude

His career began in 1975 as a Staff Assistant to the Commissioner of the West Virginia Workers Compensation Fund. In 1978, Mr. Cook joined McDonough Caperton Insurance Group as an Account Executive. Over the next thirty years, the company has been part of three acquisitions, and Mr. Cook's role in the organization included:

- 1978 to 1984 – Account Executive responsible for sales of workers' compensation and benefit programs in the Mid-Atlantic Region.
- 1984 to 1987 – Promoted to Vice President in 1984 and was Producer of the Year in 1985.
- 1988 to 2005— Managed the employee benefit sales operation, life and financial services operation, and the United Financial Network during this period to include acting as a principal in a broker/dealer operation. Promoted to Senior Vice President in 1987. Employee benefit office was office of the year in 1990 and 1991. Appointed to position of Regional Benefit Marketing Director for the Mid-Atlantic Region and as a member of the corporate Security Committee.
- 2005 to date — In January of 2005, Mr. Cook was appointed as Chief Operating Officer and Managing Senior Vice President for Wells Fargo Disability Management. In 2007, Wells Fargo Disability Management was recognized as the Special Revenue office of the year by Wells Fargo Insurance Services, Inc. In addition, the office was recognized as the most improved office within Wells Fargo Insurance Services Mid-Atlantic Region. Mr. Cook was the number five producer for Wells Fargo Insurance Services. Mr. Cook was the number one producer for Wells Fargo Insurance Services in 2008.

Mr. Cook has been on the Board of Directors for the West Virginia Special Olympics and has been the Crusade Chairman for the West Virginia Chapter of the American Cancer Society. In 1983 Mr. Cook obtained his Certified Employee Benefit Specialist designation and is a charter member of the International Society of Certified Employee Benefit Specialists. Mr. Cook is also a member of the Society for Professional Benefit Administrators, the International Foundation of Employee Benefit Plans, and the Self Insured Institute of America.

Wells Fargo Disability Management is a third party administrator of workers' compensation risks. States represented include West Virginia, Kentucky, Virginia, Ohio, Pennsylvania, Maryland, North Carolina, Tennessee, Alabama, Georgia, Colorado, Utah, Illinois, Indiana, Michigan, Utah, and Florida. Wells Fargo Disability Management is part of Wells Fargo Insurance Services of West Virginia, Inc., which is, in turn, part of Wells Fargo Bank, N.A.

Mr. Cook has been married to his wife, Roberta, for 37 years and has resided in Charleston, WV, since 1975. They have two children, David, age 33, and Adam, age 27.