



## Charles R. Welsh

### PRINCIPAL

ACCEL Law Group P.C.

860-761-8551

cwelsh@accelcompliance.com

#### Areas of Practice

Insurance & Reinsurance  
Business Law  
Regulatory & Transactional  
Services

#### Education

University of Connecticut  
School of Law, J.D.  
Trinity College (CT), B.A.

#### Bar Admissions

Connecticut

#### OVERVIEW

Chuck started his career as an underwriter for Travelers underwriting all lines of commercial business and managing several independent agency relationships. He would later apply his insurance background as a transactional and regulatory lawyer in the insurance practice of the major international law firm LeBoeuf Lamb Greene and MacRae.

In 2002 Chuck became the chair of the leading international insurance regulatory and transaction practice of the law firm formerly known as Edwards & Angell. In these roles, Chuck has served as a trusted advisor to numerous insurance and reinsurance companies, producers, agents and brokers, third party administrators and claims adjusters on complex insurance regulatory and transactional matters.

He regularly represents clients before state insurance regulators. Chuck also serves as outside general counsel and insurance regulatory counsel to both insurance company and insurance agency clients.

#### PRACTICE PROFILE

Chuck represents clients from all segments of the insurance industry including insurers - property and casualty and life and health, reinsurers, producers, brokers and third party administrators. Chuck also represents other public and private business organizations with respect to mergers and acquisitions, restructuring and general corporate matters.

##### Agent/Broker Mergers and Acquisitions

Chuck has represented dozens of insurance agents and brokers in M&A transactions, with a focus on representing clients in the sale of their businesses. His extensive insurance industry experience helps clients smoothly navigate complex transactions, addressing regulatory and related issues unique to the insurance industry.

##### Regulatory and Compliance Advisory

Chuck advises agents, brokers, TPAs, reinsurers, insurtech startups and other insurance entities on regulatory issues critical to their businesses. In addition to strategic regulatory advice, Chuck assists clients with formation and licensing, contract drafting and negotiation, and representation before state regulatory authorities.

**NOTABLE EXPERIENCE**

- Representing insurers and reinsurers in mergers and acquisitions, renewal rights transactions, regulatory matters, rehabilitation and liquidation matters, formation and licensing.
- Representation of clients involved in administrative hearings before state insurance departments.
- Representation of clients in corporate governance matters, including meetings of shareholders and directors.
- Representing clients in the sale and acquisition of insurance producers and in connection with regulatory matters ranging from licensing and compliance matters to insurance department investigations.

**SPEAKING ENGAGEMENTS AND PUBLICATIONS**

- 10th Annual Insurance Brokerage Summit 2016, Panel Speaker: Trials and Tribulations of a Transaction.
- Featured in Leader's Edge Magazine 2016 Broker M&A Executive Report.
- Anti-Rebating & Compensation Disclosure: Best Practices for Multi-Jurisdictional Regulatory Compliance. Presentation at the SILA New York and New Jersey 2010 Chapter Meeting.
- "Outlook for Optional Federal Charter," Presentation at the Special New England Council Event: Outlook for Financial Services Reform, Boston, Massachusetts, June 22, 2009.
- "Insurance Brokerage: Analysis and Opportunities," Presentation on the legal and regulatory environment, SNL Conference, New York City, February 26-27, 2007.

**ACCEL Law Group PC**

433 South Main Street  
Suite 305  
West Hartford, CT 06110

**Phone:** 855.243.8698