

# Leadership Chosen from Within



**Bob Dahl**  
Chief Operating  
Officer

A thorough search for a Chief Operating Officer led CEO, Derek Valdo and the AMERIND Board of Directors back to an integral member of their leadership team. Considered a perfect fit for the position, Program Manager, Bob Dahl transitioned to his new role as COO in June 2021.

New to the team in March 2015, Dahl's responsibilities expanded from executive supervision of the Tribal Workers' Compensation (TWC) program to leader of the business development, marketing and event planning, and customer experience teams, as well as the AMERIND Benefits Agency. He has played a leadership role in expanding AMERIND's broker network and its commercial product offerings, including the Tribal Auto Program.

But Dahl's relationship with AMERIND began years in advance of joining the team. The connection began while working for Berkley Risk, a Third Party Administrator (TPA) in Minneapolis, in 2003.

"Berkley Risk was the first third-party administrator in the country to assist Indian Tribes in the Great Lakes and upper Midwest regions in creating their own self-insured Workers Compensation programs," Dahl said. "AMERIND approached Berkley in 2003 seeking help in creating a workers' compensation product that could be rolled out to their members. Utilizing our 13 years of experience, my team created the AMERIND policy and coverage document. AMERIND's Tribal Workers' Compensation (TWC) program went live on January 1, 2004 and I continued to work with AMERIND in supporting the TWC program. Derek and the executive team decided to bring me onboard and, typical of his integrity, Derek approached Berkley to ask if it was okay to recruit me. I jumped at the chance to join AMERIND."

"Being part of the AMERIND team was a natural progression for me – one that aligns with my passion for Tribal work. I have greatly enjoyed my role in growing the business and retaining customers, making sure the Tribal Workers' Compensation program is both profitable and sustainable," he said.

**“I’ve been fortunate to work and serve Indian Country since my time at Berkley, and have enjoyed it from Day One. Here at AMERIND, I’ve had the pleasure of working with Tribes and Tribal businesses in 36 states,” Dahl said.**

Still also serving as a program manager, Dahl's responsibilities soon will transition solely to those of COO. He will oversee operations such as underwriting, claims, safety services and other key functions.

Dahl will work closely with CEO Derek Valdo, a man whose management style he greatly admires.

**“I’ve never worked for an organization where the CEO is so transparent. Derek has foresight. He is a visionary. He educates our staff and develops insurance professionals. Derek surrounds himself with smart people and goes above and beyond to ensure everyone understands and respects the AMERIND story. Working at AMERIND is much more than a job to our team members; it’s about bettering the communities we serve and where many of our staff come from. Hats off to Derek for his leadership style and the work environment he has created,” he said.**

Dahl also expresses great respect for the AMERIND Board of Directors.

“The AMERIND Board actively listens to the executive team and gathers feedback from leadership and staff. We provide recommendations for strategic planning, and the board makes decisions that AMERIND is fulfilling its responsibilities. It is a very healthy working relationship. Everyone is in it for the same reasons; all of us are focused on what’s right for Indian Country.

Looking forward to the future of the company, Dahl said the biggest opportunities are in expanding commercial business lines and service offerings. While we will always be committed to our core, the IHBG program, diversification into other lines of business has created the opportunity to do more for Indian Country.

“For example, Tribal members not on Tribal lands cannot purchase insurance from AMERIND, but they also need affordable, competitive products and services,” he said. “We are working to comply with New Mexico regulatory requirements and hope to extend our reach to additional Tribal members sometime in the near future. When you consider all the opportunities out there, the sky’s the limit.”

“AMERIND is never going to sit back and rest,” Dahl said. “We will figure out new ways to grow the company and serve Tribes. One of the things that makes AMERIND so unique is that it is not about lining the pockets of investors. We work to create a strong and sustainable company for our owners – the Tribes!”