

Steve Dinkelaker



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Steve Dinkelaker is founder, owner and president of American Lease Insurance Agency Corporation (ALI), a managing insurance agency established in 2000. ALI provides customized insurance programs to more than 20 major equipment leasing and finance companies throughout the United States.

Known in the industry as a resourceful and innovative insurance professional, Dinkelaker continues to improve upon existing models for lease insurance. ALI now covers almost all types of leased and financed equipment with both property and liability insurance that satisfies the insurance requirements in lease and finance agreements. His ability to partner with top-rated insurance carriers, software providers, and financial services organizations to deliver enhanced services to ALI clients and their customers is a testament to his reputation as a successful innovator.

Dinkelaker is credited with the “invention” of lease insurance. He founded and directed Lease Insurance Agency Services Corporation (LIAS) of Bellevue, Washington, the first agency to offer lease insurance programs to equipment lessors in the early 1980s. Under his direction, LIAS introduced most major small-ticket office equipment lessors to customized lease insurance programs.

Dinkelaker is a licensed insurance producer with an extensive background in the office equipment industry. He was an award-winning sales executive in the 1970s at Xerox, where he initiated major leasing programs for municipal and state governments. As an international sales manager at Ricoh Corporation in the early 1980s, he was known as the “Johnny Appleseed” of the digital facsimile revolution in Latin America and the Middle East.

A graduate of the Harvard University Graduate School of Business “Owner-President Management” Program, Dinkelaker completed graduate business studies at the University of California. He also received a master’s degree in political philosophy and a bachelor’s degree in social sciences from the University of California.