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Drive Insurance and ASI are both part of the Progressive Group of Companies.
**THURSDAY | SEPTEMBER 26, 2019**

6:00am  Golf Check-In/Registration .................................................................Golf Course

7:00am  Golf Tournament Tee - Off ...............................................................Golf Course

7:30am–6:00pm  Conference Registration ..................................................North Counter

8:00am–6:00pm  Exhibit Set-Up ......................................................................Sinatra Ballroom

12:00pm–1:00pm  Golfers’ Awards & Lunch .................................................San Jacinto

2:00pm – 5:00pm  CE: Monoline Commercial Auto ......................................Salon A/B

2:00pm – 4:00pm  CE: Ownership and Entities ...........................................Salon D

4:15pm – 6:15pm  The Critical 2 Skills: Targeting and Qualifying the Buyer .................................................................Salon C

4:15pm – 5:00pm  Low-Cost High-Impact Client Retention Strategies ..........Salon D

5:15pm – 6:15pm  CE: Maximizing Outsourcing for Agencies ......................Salon A/B

5:15pm – 6:15pm  Compete in a Digital World with Text Messaging ...............Salon D

6:15pm–7:45pm  WELCOME MIXER Sponsored by Superior Access (Ticketed Event) ..............................................................................Santa Rosa

Please join us for food and drinks while you make new connections and reconnect with old friends. This is a great time to meet fellow agents and vendors in a relaxed social environment.

**FRIDAY | SEPTEMBER 27, 2019**

7:30am–5:00pm  Conference Registration ..................................................North Counter

7:45am–10:45am  CE: Small Commercial Account Coversages ..................Salon A/B

7:45am–9:45am  CE: Basic Workers Comp .....................................................Salon C

7:45am – 8:45am  Prospecting High Net-Worth Clients ...............................Salon D

7:45am – 8:30am  EXPRESS TALKS: 40% Growth...REALLY?! .....................Directors 2

8:00am – 9:00am  CE: TurboRating Personal Lines ......................................Salon E

8:45am – 9:45am  EXPRESS TALKS: The Secrets of Well-Managed, High-Growth Agencies ..........................................................Directors 2

9:00am – 11:00am  CE: Lessons Learned From the California Wildfires of 2018 ..................................................................................Salon D

9:00am – 12:00am  CE: Ethics: Doing the Right Thing the Right Way.............Salon E

10:00am – 12:00am  CE: The Emergence of the Private Flood Market ..........Salon C

10:00am – 10:45am  EXPRESS TALKS: Automating Your Referral Process: Key for Business Growth .......................................................Directors 2

11:00am – 12:00am  CE: Expand Your Brand - How to Find, Train, and Retain Producers .................................................................Salon A/B

11:00am – 12:00pm  EXPRESS TALKS: Creating an Agency Culture of Engagement, Education & Growth ..............................................Directors 2

12:00pm – 5:00pm  Tradeshow Floor Open .....................................................Sinatra Ballroom

12:00pm – 1:00pm  Strolling Lunch (Open to All Attendees) ..........................Sinatra Ballroom

2:00pm – 4:00pm  CE: Employment Related Practices, Exposures & Coverages .................................................................Salon A/B

4:30pm  Drawings & Cash Giveaways on the Tradeshow Floor ......................Sinatra Ballroom

5:30pm–6:30pm  A VERY HAPPY HOUR (Ticketed Event) ...............................Salon F

Come and spend a “very happy hour” with us after the tradeshow for drinks and small bites before you continue your evening off property or at other hosted events.

Name badges must be worn at all times to gain entry to CE courses, workshops, meals, hospitality receptions and the tradeshow floor. Some meal events require tickets.
On behalf of the American Agents Alliance Board of Directors, I’d like to welcome you to this year’s insurance conference & expo at the beautiful JW Marriott Desert Springs Resort & Spa.

This is my first year in office as president and I’m proud to lead this amazing association. Since 1962 the American Agents Alliance has been helping independent insurance agents and brokers thrive; I’m honored and humbled with the opportunity to do my part to advance our mutual interests in serving the professional needs of independent insurance agents and brokers.

If you’re a member of the association, I’d like to personally thank you for your support and engagement. Please join me on Saturday evening for our annual members-only cocktail reception and brief meeting with the board of directors.

If you’re not yet a member, I invite you to join me and other insurance agency owners and become active in a group dedicated to protecting your livelihood. Members of the American Agents Alliance rely on our political advocacy in the state legislature and regulatory process. If you’re looking for ways to improve the daily operations of your agency, members have access to a variety of discounted products and services, access to preferred markets, a members-only E&O insurance program, continuing education, agency consulting and M&A services, and much more. Members have access to our legal hotline, where they can obtain free legal advice. We also provide members a library of legal forms to protect their agencies. I strongly encourage you to join me and get involved with this association, which has dedicated over 50 years of service to advance and protect the interests of independent agents like you and me.

If you’ve attended the conference in years past, welcome back! There is no greater reward for us than to have you return as a repeat attendee, which indicates that we’re doing things right. If this is your first time attending our conference, it means you’re embracing the opportunity to learn and grow as a professional insurance agency principal. While you are here, please take time to visit and speak with our exhibitors, earn CE credits, gain valuable knowledge at one of our many workshops, network at our annual golf tournament and our evening events, and, most of all, build long-lasting professional relationships.

I would also like to personally thank our exhibitors and sponsors who generously support this conference. If you are an agency principal, please take time to walk the tradeshow floor and engage with exhibitors, whose products, services, and solutions enable us to better serve our clients, write more business, and grow professionally.

Thank you and enjoy the show!

HARRY CRUSBERG,
President & CEO of the American Agents Alliance
Welcome to the largest P&C insurance event in the west! The American Agents Alliance Conference & Expo is an absolute must for serious insurance professionals. This year we have over 110 exhibitors offering a wide range of insurance products and resources. The conference will include a variety of CE workshops, many inspirational speakers, and great workshops to help your business succeed and grow. In this time of change for the insurance industry, it’s more important than ever to seize these opportunities, as independent agents, to learn and grow; you’ll find many opportunities to do just that via networking, hospitality receptions, and special evening events with agency principals and industry professionals. To add to the excitement, we will also be holding drawings for cash and prize giveaways from generous companies, hosting our annual golf tournament, and providing many other opportunities for entertainment.

The conference provides one of the best opportunities to fulfill many of your CE requirements all in one place. The wide array of workshops and courses are designed to meet your needs regardless of the focus of your business. The courses give attendees valuable information and tools for operating a successful insurance agency, providing participants with an in-depth understanding of critical issues in our industry. The presenters are here to help you in your business endeavors and answer questions. You can view all the workshops in this program and select those that are best suited to your needs.

This year has been exceptionally challenging for our industry. The major fires we have seen in the past couple of years have caused many companies to review their exposure to this peril. Homeowner policies are being non-renewed and premiums increased, causing the broker to have to be more diligent in finding a market for their insureds. Many are resorting more and more often to placing policies with the FAIR Plan, but it provides insurance as the last resort and at a high cost with major coverage limitations, causing the need for a DIC policy. There are companies at this conference that can provide help with your hard-to-place risks.

Our tradeshow floor is packed with the latest insurance solutions from more than 110 exhibitors. Whether you are looking for general brokers, unique products and services, or business solutions to enhance your office, this is the place to go. Find new markets, additional carrier appointments, or fulfill your technology needs. Whether you are a brand new producer or a seasoned agency principal, the tools and resources you need to thrive in today’s market and to succeed in your business endeavors are awaiting you here at the 2019 American Agents Alliance Conference & Expo!

Brady Harrigan,
Conference Chair of the American Agents Alliance
CE: Monoline Commercial Auto
William Garcia, National Sales Manager, Kemper Insurance

Learn to identify risk, how to underwrite policies, and basic skills on writing commercial auto insurance.

Ownership & Entities
Cynthia St. Jean, Regional Underwriting Manager, State Compensation Insurance Fund

The presentation will go over the various types of ownership and entities in California and how ownership and entities affects premium. We will cover the importance of accuracy of ownership information and how ownership can affect an employer’s experience modifications.

The Critical 2 Skills: Targeting and Qualifying the Buyer
Phil Beakes, CEO, Beakes Insurance Services

Producers fail or thrive based on two critical skills. The first is what group of prospects are you going after? Have you chosen the best one for you and your agency, or are you looking for a “pulse and a checkbook” as the only criteria in choosing to work on a prospect? The second killer is knowing EXACTLY how and when to ask the key question, “What do we have to do for you to move your account to us?” To the degree a producer masters this skill is the degree they will succeed.

Low-Cost High-Impact Client Retention Strategies
Jill Kegler, Director – Business Development, Double A Solutions

Client loyalty is critical to your overall success. Learn ideas and tactics you can affordably implement that will have a big impact on your client retention. Stay engaged with your clients so when renewal time approaches, they only think of you. Learn the financial impact of retaining a customer vs. gaining a new customer. Take away unique and easy to implement ideas to improve your customer relationships. Learn how automation can increase your customer engagement while reducing your time and effort in marketing.

Maximizing Outsourcing for Agencies
Diana DePaola, Client Relations Executive, Staff Boom

This course is an introduction to outsourcing services for small to medium sized agencies and brokerages. The course will review how to maximize your outsourced resources and improve efficiency for the insurance agency. Learn: onboarding best practices including selecting the right vendor based on industry knowledge, schedule and flexibility, overcoming challenges such as transitioning too quickly, “Us vs Them” mentality, and avoiding errors; road map for agency growth – choosing the right tasks in order to accomplish the long-term agency vision.

Compete in a Digital World with Text Messaging
Dave Padget, Senior Product Marketing Manager, Zipwhip

Agencies are finding it difficult to compete against digital platforms. This session will teach agencies how to improve close ratios, retention, and customer satisfaction through texting for business. Texting for business from computers on existing phone numbers also maximizes marketing effectiveness through the capability to make data-driven decisions.

PLEASE NOTE: All speakers & presenters are responsible for recording and reporting their course CE credits.
Basic Workers Comp
Risanna Viveros-Amador, Regional Marketing Manager, State Compensation Insurance Fund

This presentation will cover why workers compensation is required in California, which employers are required to provide coverage, what benefits are associated with workers compensation insurance, how premiums are determined and what effect losses have on an employer’s policy.

Prospecting High Net-Worth Clients
Ashleigh Powell, Territory Manager, Hagerty

Learn how to grow your business and prospect high net-worth clients through the collector car market. Discover how to find, identify and build rapport with desirable prospects and how to use the collector market to do so.

EXPRESS TALKS

40% Growth…REALLY!!
Blake Layton, Business Development Manager, Agency Revolution

In this session we will uncover the keys to high powered growth that all agencies can implement. In order to achieve growth rates that are 2, 3, or 4 times the industry average, agencies need to deploy strategies that differentiate themselves from the other options on the market. Learn how in this session.

EXPRESS TALKS

TurboRating Personal Lines
Christine Mason, Regional Sales Manager, ITC

In this session, we will review how to properly underwrite a personal lines risk and the importance of doing so. We will examine some of the factors used in auto, home and motorcycle rating. We will also discuss gathering the information and keeping it secure.

EXPRESS TALKS

The Secrets of Well-Managed, High-Growth Agencies
Chris LeFevre, Sales Territory Manager, HanSof

Start tracking and measuring the overall health of your agency so you can drive more business in 2019! Learn why some agencies grow quickly while others remain stagnant. Discover why metrics matter and how to use your management system to harness key data on new business, average revenue per client, retention, and more.

CE: Lessons Learned From the California Wildfires of 2018
Rob Greenman, SSPA, President, The Greenman Company Adjusters International

Eighty percent of homeowners suffering a loss due to a wildfire are underinsured as stated by the California DOI. With the growing number of wildfires we are experiencing here in California, it is becoming clear that brokers do not understand all the ramifications of the values they place when writing these risks. Think you do not have exposures to the firestorm risk? Most every agency has clients in the urban/wildfire zone, and they rely on you to write the proper coverage and to properly value this coverage to fully insure their losses. As a claims adjuster handling hundreds of firestorm losses, Greenman will show you in detail the issues you will face in writing this coverage from the claims’ point of view. We will cover values to other issues you need to know to properly write this type of peril. Are you familiar with all the NEW LAWS that came into effect this year regarding firestorms? Your job as a broker/agent will be affected by these new rules so let’s learn about them as well.

EXPRESS TALKS

Creating an Agency Culture of Engagement, Education & Growth
Anchu Meier, CEO, Double A Solutions

Automating your referral process increases the quality of your potential clients while reducing the time and effort it takes to gain new business. Imagine clients contacting you, then receiving an immediate response and ongoing attention. Learn the most effective and efficient ways to automate your referral and follow up process.

Expand Your Brand – How to Find, Train, and Retain Producers
Steve Williams, Business Development Director, OII Insurance Services

This workshop will give you real-life examples of where to find good candidates, and how to structure successful activities to help them succeed as producers. Learn where to find your future top sales people, and how to support your producers with sales tips and technology.

EXPRESS TALKS

Jeff Bar, Head of IA and Affinity Marketing & Nick Weaver, Digital Practices Manager, Foremost Insurance Group

If you’re looking for ways to motivate and train your staff, while creating meaningful, actionable, personal growth opportunities, this is the session for you! We’ll walk through creating an Individual Development Plan (IDP) for yourself and your employees, and share how IDPs will help you hold better one-on-one meetings, have highly engaged employees, reduce agency turnover and retain talent.

Employment Related Practices, Exposures & Coverages
Lynn DeltaCroce, CIC, CISR, CPWI, Owner, LDC Insurance

Agents will examine and be able to explain the issues related to Employment Practices Liability. They will learn the basic exposures their clients face and review the exclusions contained in most liability coverage forms. They will analyze the coverages found in many Employment Related Practices Policies designed specifically to protect against these causes of action against an insured.
# Alliance Expo 2022

## CE COURSES & WORKSHOPS

### Saturday

- **9:00am - 10:00am**
  - **Salon C**
  - **1 CE Unit**

  **Agents: 3 Tech Trends to Watch in 2019**  
  - Doug Mohr, VP Industry Relations & Partnerships, Vertafore

  InsurTech solutions flood the market, creating a challenge for independent agents to determine which technologies best fit their needs. This presentation looks at the insurance landscape, and explores three areas of tech independent agents should leverage to improve operations and relationships with customers.

- **9:00am - 10:00am**
  - **Salon A/B**
  - **2 CE Units**

  **Small Commercial Earthquake Risk Management & Sales**  

  Review of earthquake risk, exposures and insurance solutions for commercial property and small business owners including sales/cross-sales opportunities for agency commercial property & BOP customers & prospects.

- **10:00am - 12:00pm**
  - **Salon F**

  **The Case for Updated Insurance Licensing Exemption Regulations**  
  - Mark Robinson, Founding Partner, Michelman & Robinson, LLP

  A lot has changed over the last 17 years, but not everything. Regulations promulgated by the California Department of Insurance – those issued in 2002 governing conduct that an unlicensed employee can engage in at an insurance brokerage or agency – remain unchanged; this despite all the technological advancements over the past decade-plus and the new ways in which the business of insurance – particularly at the producer level – is conducted. That these regulations have not kept pace with technology has proven to be quite problematic. Mark Robinson makes the case for updating the relevant rules.

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### General Session Keynote

- **2:00pm - 4:00pm**
  - **Salon A/B**
  - **2 CE Units**

  **Errors & Omissions Claims Prevention**  
  - Lynn DellaCree, CIC, CDR, CPW, Owner, LDC Insurance

  Errors and Omissions occur regularly and some of these lead to claims against agents, brokers, agencies, and companies. In this session, agents will examine the various parties that may be involved and their legal and ethical responsibilities. They will understand the potential exposures, how to minimize the exposures, and what to do if a claim is made against them.

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### Educational Tracks by Color Codes

- **Yellow**: Sales & Marketing
- **Green**: New Agents (1-2 years)
- **Blue**: Personal Lines
- **Red**: Technology
- **Orange**: Commercial Lines
- **Black**: Agency Management/Operations
- **White**: Sponsor

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**PLEASE NOTE:**

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- Selective Insurance
- Stillwater Insurance Group
- Travelers
- Wright Flood

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MEET THE BOARD OF DIRECTORS

PRESIDENT: HARRY CRUSBERG has been in the insurance business for 34 years, starting as a file clerk, then earning his license in 1982. He began selling Property & Casualty insurance. Harry is a third generation in his family's business. In 1995 he purchased his Agency & partnered with Decker Insurance in 1998. They currently have five locations for Crusb erg Decker Insurance Services Inc., and own a majority percentage in CDF Insurance Services, and a minority percentage in Firefighter Insurance Services. Harry has managed & owned insurance agencies for over 34 years. He is married with two great kids living in the foothills of southern California. Harry enjoys sports, biking, camping & other outdoor activities.

VICE PRESIDENT: BRADY HARRIGAN is President of Ludwig & Fawcett, Inc., a family-owned agency in Mountain View, CA. Brady began his insurance career in 1981 by working at his parents’ business during summer breaks from Chico State University. In 1984 he obtained his insurance license and joined the agency full-time, alongside his step father, mother, and later his younger brother. Over the years Ludwig & Fawcett has grown both in volume and in scope. Brady, his wife, and two teenage daughters live in Mountain View, where they are active in the local community. When not busy with work & his daughters’ sports & activities, he enjoys running & traveling.

CHIEF FINANCIAL OFFICER: JOSEPH “SCOTT” DECKER, partner/owner of Crusb erg Decker Insurance Services, Inc. – a 4th generation, independent agency established in 1952. He started his career in the P&C insurance business on the retail agency side in 1978 – opening a small office in Glendale, CA with his uncle – Leonard Decker. Over the years, Scott has served on several agency boards for various represented carriers and is currently a board member for an independent agency based CUSO. Additionally, Scott now works alongside his son, Patrick, in his Walnut Creek, CA office.

SECRETARY: DEBRA JACKSON is President and CEO of The Trident Agency, Inc. located in Woodland Hills. Debra began her insurance career in 1984 when she shared the banking industry to join her father’s agency. Debra is a past President of the American Agents Alliance and has served on the board of directors since 2005. Her hobbies include ballroom dancing, entertaining friends & family, traveling and attending LA Lakers games.

IMMEDIATE PAST PRESIDENT: KEN MAY is the principal of Ken May Insurance Services located in North San Diego County. A graduate of the University of San Diego, he started in the insurance business in 1982, joined American Agents Alliance and soon after joined the board of directors in the mid-1980s. Before getting into the insurance business, Ken worked as a marine mammal trainer at Sea World of San Diego for eight years, which included working with Shamu, the famed killer whale.

BOARD MEMBER: CHARLIE GARRISON has 45 years of experience as an agency owner principal. He is currently a 100% owner and President of Garrison Insurance Agency, Inc. and Garrison Family Insurance Agency, Inc. located in Chula Vista, CA. Charlie is a CIC and has been an American Agents Alliance board member for many years and served as Chief Financial Officer for several years. After graduating with a degree in accounting from San Diego State University, Charlie served 24 years in the U.S. Air Force Reserve (he retired as a Captain (O-6)).

BOARD MEMBER: ROGER STONE was born in Detroit, Michigan and grew up spending time between Orange County, California and Omaha, Nebraska. He is the owner of Roger Stone Insurance Agency in Newport Beach and has been in the insurance business since 1978. Roger has a staff of about 28 people. He owns 2 commercial office buildings and serves on 2 real estate association boards. Hobbies include bowling, running and physical fitness; he is a fan of track & field and British rock and roll. Roger lives in Orange, California with his wife Shrileen and daughter Amanda.

BOARD MEMBER: ALEXANDER EDDY is the President of AEIFS, Inc. DBA: Alexander Eddy Insurance and Financial Services, in Los Angeles. He is a graduate of Temple University in Philadelphia and a veteran of the industry, establishing his agency in 1993. He has been an American Agents Alliance board member since 2011. In his spare time he plays tennis and golf and serves on his tennis club’s membership committee.

BOARD MEMBER: MARY GANIS is the principal at Ganis Insurance Services, Inc. Before that, she owned Chief Insurance Agency from 2000-2005 and then trained agents all over America until 2012 when Ganis Insurance opened. She has over 35 years of experience in the insurance industry working in all aspects of the business including the carrier side, independent agent arena, management, sales, underwriting and more. In her spare time, she likes going to Kings’ games and concerts, especially ones performed by her two kids.

BOARD MEMBER: PHIL MUNGUA, founder of Best Deal Insurance, has been a leader in the insurance industry serving the Southern California community for over 30 years. As a board member he has chaired various local meetings and earned the distinction of “Agent of the Year in 2005” for his numerous contributions to the association, his community and his clients. He has been instrumental in uniting the Spanish speaking insurance carriers community and educating them on the intricacies of serving the Hispanic community. Insurance has been Phil’s lifelong dedication, as well as his family’s and is now mentoring his son Josh Munguia to follow the same path.

BOARD MEMBER: JOEL WRIGHT is the Agent/Owner of J.W. Wright Insurance Services, Inc. in Chino, CA. He opened his agency in 1989 and it has grown to two locations with 10 employees. Joel has several things in his life that he is passionate about. He is devoted to his family, his friends, his business and his staff members. He says his claim to fame in business is that he still has his first client he wrote in Dec 1988 at his parent’s kitchen table and he still employs his first commissioned sales agent he hired in 1990. He has most recently served on the Mercury Producer Council Board from 2011-2015 where he was the Council Chair in 2014. Joel’s passion for the Independent Agent is why he serves and why he has been asked to join the American Agents Alliance Board.

BOARD MEMBER: MATT FULLER graduated from California State University, Long Beach, with a Bachelors of Science degree in Finance & Financial Management. He founded Fuller Insurance Agency in 1982, where he worked closely with AAAGLA board in designing the first discounted Comprehensive Advanced Producer (CAP) for the AAAGLA members. For the past 30 years he’s served on several product service councils and advisory boards with various Insurance Carriers designing key coverages and rates for the income property owner. In 1999, he became a strategic partner with Washington Mutual Bank as their commercial insurance representative for their clientele country wide. Matt is also the Owner/Partner of CDF Insurance Services, Inc.

BOARD MEMBER: DANIEL GROFF is the President of Insurance Brokers West, Inc. in Moorpark, California. He started his insurance career in 2006 when he joined an independent agency as their COO, that agency had been in the insurance business since 1976 and after helping them make the changes to the business they needed, Daniel broke off from that agency to start Insurance Brokers West, Inc. in January of 2008. Daniel lives with his lovely wife of 27 years Jifremee and has four kids. Daniel and his agency have been featured in Rough Notes Magazine. Honored as Chairman’s Club Member and Gold Service Award Winner by Mercury Insurance and Past President of his Rotary Club. Before getting into the insurance industry, Daniel was a top producing agent for the largest real estate firm in Ventura County for 17 years until his retirement.

BOARD MEMBER: MIKE RANDLE has been with the agency for thirty-four years. At Insurance Center Associates, Mike is responsible for operations and accounting, as well as being the Life and Employee Benefit specialist. Mike attended Cal Poly University, Pomona and began his insurance career as a management trainee with Aetna Life & Casualty. After three years as a Brokerage Supervisor for Aetna, Mike moved to a sales and marketing position at an independent agency in the Long Beach area where he administered an insurance program for the City of Long Beach and a Los Angeles based hospital chain. He has received various industry awards and recognition for his efforts.
Many thanks to the following companies who have generously donated prizes valued at $100 or more! Be sure to stop by these booths to enter each prize drawing.

Aegis General Insurance .................................................................................................................. $100 Gift Card
Agency Matrix ........................................................................................................................................ Apple TV 4K
Agency Revolution ............................................................................................................................... Apple Watch
AgencyZoom.com ............................................................................................................................... 1 Free Year of AgencyZoom.com ($1200 value)
Arrowhead General Insurance Agency, Inc. .......................................................................................... 2 Gift Baskets (containing numerous “Arrowhead” branded gifts & wine in a soft-sided cooler, perfect for summer!)
Dealley, Renton & Associates ............................................................................................................. $100 American Express Gift Card
Driven Solutions ....................................................................................................................................... $300 Amazon Gift Card
Evolution Partners Insurance Marketing ............................................................................................... $100 Gift Certificate
Hawksoft, Inc ........................................................................................................................................... Fitbit
Imperial PFS ............................................................................................................................................. Coolest Cooler (with built-in blue tooth speakers, blender, USB charger, cutting board & bottle opener corkscrew)
ITC ............................................................................................................................................................ Surface Pro Tablet
Mexipass .................................................................................................................................................. Reserva de la Familia Tequila ($130 value)
Nextiva .................................................................................................................................................... Bose SoundLink Color Bluetooth Speaker 2 (Limited Edition, Midnight Blue)
Omaha National ........................................................................................................................................ Amazon Echo Spot
Pennsylvania Lumbermens Mutual Insurance Company ........................................................................... $100 American Express Gift Card
PhoneXa .................................................................................................................................................. Custom Color AirPods
Prime Insurance Company ..................................................................................................................... $65” TV
Progressive .............................................................................................................................................. $10,000 in cash giveaways
QuoteWizard ............................................................................................................................................ $500 in FREE Auto, Home or Health Insurance Leads
SambaSafety ............................................................................................................................................ Bose Soundsport Headset Bluetooth
Shield Commercial Insurance Services, Inc ............................................................................................ $100 Amazon Gift Card
Stonemark, Inc. “Premium Finance Company” ......................................................................................... (2) $100 Gift Cards
Vertafore .................................................................................................................................................. Apple Airpods
YPC Media .............................................................................................................................................. $500 in Free Marketing Solutions

PRIZES + GIVEAWAYS

Many thanks to the following companies who have generously donated prizes valued at $100 or more! Be sure to stop by these booths to enter each prize drawing.

Aegis General Insurance .................................................................................................................. $100 Gift Card
Agency Matrix ........................................................................................................................................ Apple TV 4K
Agency Revolution ............................................................................................................................... Apple Watch
AgencyZoom.com ............................................................................................................................... 1 Free Year of AgencyZoom.com ($1200 value)
Arrowhead General Insurance Agency, Inc. .......................................................................................... 2 Gift Baskets (containing numerous “Arrowhead” branded gifts & wine in a soft-sided cooler, perfect for summer!)
Dealley, Renton & Associates ............................................................................................................. $100 American Express Gift Card
Driven Solutions ....................................................................................................................................... $300 Amazon Gift Card
Evolution Partners Insurance Marketing ............................................................................................... $100 Gift Certificate
Hawksoft, Inc ........................................................................................................................................... Fitbit
Imperial PFS ............................................................................................................................................. Coolest Cooler (with built-in blue tooth speakers, blender, USB charger, cutting board & bottle opener corkscrew)
ITC ............................................................................................................................................................ Surface Pro Tablet
Mexipass .................................................................................................................................................. Reserva de la Familia Tequila ($130 value)
Nextiva .................................................................................................................................................... Bose SoundLink Color Bluetooth Speaker 2 (Limited Edition, Midnight Blue)
Omaha National ........................................................................................................................................ Amazon Echo Spot
Pennsylvania Lumbermens Mutual Insurance Company ........................................................................... $100 American Express Gift Card
PhoneXa .................................................................................................................................................. Custom Color AirPods
Prime Insurance Company ..................................................................................................................... $65” TV
Progressive .............................................................................................................................................. $10,000 in cash giveaways
QuoteWizard ............................................................................................................................................ $500 in FREE Auto, Home or Health Insurance Leads
SambaSafety ............................................................................................................................................ Bose Soundsport Headset Bluetooth
Shield Commercial Insurance Services, Inc ............................................................................................ $100 Amazon Gift Card
Stonemark, Inc. “Premium Finance Company” ......................................................................................... (2) $100 Gift Cards
Vertafore .................................................................................................................................................. Apple Airpods
YPC Media .............................................................................................................................................. $500 in Free Marketing Solutions

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