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CA Insurance License #: 0708615

Lawson-Hawks Insurance Associates, Inc., Folsom, CA: (05/2008-present)  
Vice-President - Broker Associate

Sales of multiple-line insurance products, including Personal & Commercial Lines, both L&D and P&C. Inside and Outside Sales. Business Development. Account Management. Marketing. Lobbying/Government Affairs/Relations/Advocacy. \$2,000,000 binding authority.

Horace Mann Insurance Companies, El Dorado Hills, CA: (04/2002-05/2008)  
Account Executive (promoted from Account Representative, 2006)

Sales and service of personal, multiple line insurance; P&C and L&D; fixed and variable life/annuity; mutual funds; specialized in sales to the Educator market, but sold to clients working in all occupations; \$2,000,000 binding authority; assigned territory, but also sold outside of territory; commission. Inside and Outside Sales. Business Development. Account Management. Marketing. Lobbying/Government Affairs/Relations/Advocacy.

Larson Group, LLC, El Dorado Hills, CA: (08/1997-12/2001)  
Sales Manager

Duties included recruiting, hiring, licensing, training, motivating, mentoring, reviewing, disciplining, and managing sales agents; responsible for sales, territory growth, field underwriting and profitability; Life & Disability products; commission. Inside and Outside Sales. \$2,000,000 binding authority. Lobbying/Government Affairs/Relations/Advocacy.

Farmers Insurance Group of Companies, Fremont, CA: (07/1986-08/1997)  
Agent

Sales and service of multiple-line insurance; trained other agents and brokers; Claims initiation, follow-up, and profit center accountability; \$2,000,000 binding authority; multitasking; Inside and Outside Sales. Business Development. Lobbying/Government Affairs/Relations/Advocacy.

State Farm Insurance Companies, Pleasant Hill, CA: (01/1985-04/1986)  
Claim Representative

Responsibilities: automobile property damage insurance claims; handled total losses and thefts; Recorded statements; Coordination of body shops, insureds, claimants, rental car agencies, law

enforcement, National Automobile Theft Bureau, attorneys and medical providers; handled total losses and total thefts; \$50,000 draft authority; multitasking; Lobby./Govt Affairs/Relations/Adv.

Education:

BS Marketing, CSU Hayward (now CSU East Bay), 1995. Ongoing MS, Management/PR, CSU Sacramento

- \* LUTCF (Professional Designation), 1991; FSS (Professional Designation), 2007,
- \* CA Life & Disability License (1986), CA Property & Casualty License (1986), CA LTC Certification; CA Insurance Licenses: Current two-year terms are both valid until 07/31/2012;
- \* Horace Mann Insurance NorCal Property Agent of the Year, 2004;
- \* Horace Mann Insurance Pacific Region Property Rookie of the Year, 2003;
- \* Horace Mann Insurance NorCal Auto Agent of the Year, 2003; Life Agent of the Year 2003;
- \* First Horace Mann Agent in 10-State Western Region to ever earn \$100,000 within first 3 years (within first year after probation); first Agent to hit eight straight "Outstanding" quarters;
- \* President-Elect 2007, Member Chapter NAIFA Sacramento 2007; Past-President & Legislative Chair; same offices: South Alameda City Life Underwriters Association (now NAIFA-East Bay)
- \* Chamber of Commerce, Toastmasters; Junior Achievement; Scouting, Chess Club & Team;
- \* Past-President, Cal-State University Hayward (now CSU East Bay) School of Business & Economic Student Council;
- \* Proficient on any PC or Mac, desktop or laptop platform. Familiar with all business s/w, including MS Office Suite: Power Point, Excel, Word, all MS & Apple s/w; most others.
- \*FSC Rater, Applied/TAM, AMS, Salesforce CRM.

Available for relocation.

I do not require benefits. I obtain benefits through my spouse's employment group coverage.

References are available upon request. (References will be sent as a separate document).

I have never failed to pass any background check. I have a clear history of no criminal, drug, alcohol, employment, credit, or other adverse actions. My driving record has one point in the past three years. I am bondable. I have only had two jobs within the past nine years, and five jobs within the past twenty-six plus years.

Direct Hire, W-2 Employment Desired. 1099 work will be considered. No temp-to-hire, please.

Compensation is negotiable.

Keywords: insurance, sales, management, marketing, claims, consulting, lobbying, government, government affairs, government advocacy, government relations, advertising, public relations, pr, business development, account management, legislative affairs, legislative advocacy, legislative relations, sales management, promotion, technical, internet, intangibles, services, provide complex solutions, training, mentoring, motivating, reviewing, disciplining, managing, executive, vice president, vice-president, vp, recruiting, hiring, licensing, service, organization

