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SPECIAL FEATURE

InsurBanc Weighs in on Agency Sales



InsurBanc's executive vice president and chief lending officer Robert Pettinicchi was recently interviewed for an article in *Insurance Business America*. In the article, "Why selling your agency might be the worst financial mistake you can make," he discusses what happens when agency owners come to a crossroads in their career. Should they sell their agency? He discusses the many options available to agency owners and why it might be beneficial to not sell right away.

"If they are dead set on selling, getting out of the business and not doing anything else, and not having any more income, then sell because they can reap a large financial reward by selling their agency, and then you hope that what you got is going to sustain you for the rest of your life," said Robert Pettinicchi.

Read more insights in the full article, which can be [viewed here](#).

Learn more about Insurbanc, the bank founded by and for independent agents, at www.insurbanc.com.