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TRUSTED CHOICE®

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Agency Development Manager



AGENCY STRATEGIES

INDUSTRY CHALLENGES

- ATTRACTING DIVERSE TALENT
- WOMEN IN LEADERSHIP
- RETIRING OWNERS
- ENTRY LEVEL OPENINGS
- EVOLVING CUSTOMER EXPECTATIONS

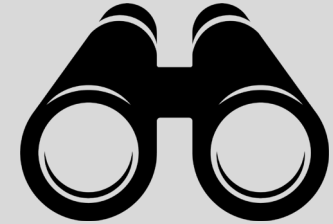
SELECTIVE INITIATIVES



CX Strategy to help our agents
“stay open” 24/7



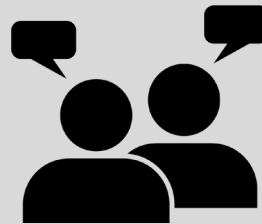
Agency Leadership Series helps
those transitioning into leadership



Early Career
Agency/Company
Networking Groups



New Demographic Workshops
help agents target and acquire
more business



Broad portfolio of agency
programs focused on Producer
Recruitment & Training and
CSR Development



Partnership with industry
groups to address challenges
within the IA channel



Women's Agency Leadership Conference

SOAR:

HELPING WOMEN LEADERS
REACH NEW HEIGHTS



DISCUSSION

