

# INSURANCE JOURNAL

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**MINDING YOUR  
BUSINESS:**  
Trends to  
Watch



**AGENTS  
OF THE  
YEAR**

**2020**  
MEETINGS &  
CONVENTIONS  
DIRECTORY

**EPLI  
CLAIMS  
IN 2020:**  
Biometrics,  
Cannabis  
and more

# 2019 AGENTS of the Year

Welcome to Insurance Journal's Agents of the Year report. This report features 20 agents who define what it means to be a successful independent agent today. These agents are more than top sellers. While they have achieved impressive success in sales and demonstrated laudable business intelligence

and entrepreneurial skills, they also have shown they have a passion for what they do and a commitment to professionalism and, in many cases, specialization. For them, being an insurance agent is more than a job. Insurance Journal's Agents of the Year come from all regions of the country, live

and work in cities or towns big and small, and know the importance of giving back. Information included in this report was voluntarily submitted online by agents and was supplemented by other public information sources. There are many more agents who deserve mention than are profiled here.



**Jared Bradshaw**

**MaxPro Insurance Solutions  
Valencia, California**

Jared Bradshaw specializes in commercial insurance, specifically hard-to-place risks, writing all lines of commercial for various industries and classes. Workers' comp is another of his specialties, having written roughly \$2 million in premium in the past two years.

Bradshaw has owned and operated insurance businesses since 2011. His first ownership experience was a Farmer's agency, which he built up and sold in early 2017. While running that agency, he created his own independent commercial insurance brokerage to handle the business Farmers would not accept.

Before becoming an agency owner, he ran a number of businesses in the fitness industry, including several fight gyms.



**Carolyn Konecki**

**Cavignac & Associates  
San Diego, California**

Carolyn Konecki is a professional risk manager specializing in personal insurance for successful individuals and families. She's become an expert at customizing coverage to protect tangible assets such as estate homes, luxury vehicles, collector cars, watercraft, aircraft and collectibles, such as jewelry, art, wine and antique furnishings.

Konecki was recruited into the insurance business in 2004, when she joined her husband, John, at his independent agency, Konecki Insurance. The couple sold the agency at the end of 2012 to the Leavitt Group.

She joined Cavignac & Associates in 2015 to start their private client division. In less than five years, she built a \$4 million book of business.

Konecki says her success is a result of hard work, target marketing and knowledge.



**Barbara Galgiani**

**LP Insurance Services  
Reno, Nevada**

Barbara Galgiani specializes in both recreational and commercial marine industry — marinas, boat yards, hospitality, excursion boats, marine contractors. Roughly 90% of her revenue comes from this specialty.

After working as an account manager for a specialized brokerage, she joined a firm in Modesto to become a full-time producer, starting with no book of business. During that time, she not only built her own book of business, but expanded her education by completing several designations. After 20 years with the Modesto firm, she switched to LP Insurance Services.

One rule of success: "I always look at options for my clients, as if I was the client," she says.

In her free time, she is a dedicated volunteer with Hospice of San Joaquin.



**Trae Vaughan**

**Brock Insurance  
Chattanooga,  
Tennessee**

Trae Vaughan specializes in construction and real estate insurance and bonding and captives.

Vaughan, whose father is an independent agent in Mississippi, grew up in a home where insurance was discussed frequently. He worked in the agency in high school and pursued a risk management degree in college at Mississippi State.

Vaughan later landed an underwriting position with Travelers in the construction department. After nearly five years there, he had the chance to work for one of the agencies he handled at Travelers.

"Having a mentors has been a real key to success," he says. "There's typically no need to reinvent the wheel, just look at those in your business who you most want to emulate and learn from them!"



**Katie Jackson**

**Acentria Insurance  
Destin, Florida**

Katie Jackson has spent nearly 30 years in the insurance industry focusing on all lines of property and casualty insurance. As a vice president for the last six years with Acentria Insurance, Jackson has worked diligently to uphold the company's high standards. She works hard to stay on top of industry trends, including being involved with networking groups and client relations. Co-workers say her knowledge of the industry and devotion to serving her clients makes her an asset to the company.

Aside from her passion for her work in the insurance industry, Jackson devotes much of her spare time to animal rescue efforts in her area. She serves on the board of directors for Tu-Bahd Horse Rescue, a non-profit organization in Port St. Lucie, dedicated to the rescue of horses from life-threatening situations.

# 2019 AGENTS of the Year



**Edward Nagel**

**Brian Payne**

**Brad Baumgartner**

**DeeAnn Hansen**

**Shawn Budney**

## **IBTX Risk Services San Antonio, Texas**

Edward Nagel has been in the insurance business for more than 31 years, starting off as an underwriter and then quickly transitioning to sales where he has remained as a producer ever since. He has focused on many niches during his time in the business, including construction, oil & gas, food manufacturing and distribution, heavy manufacturing, wholesale and distribution, emerging markets and trucking. He works throughout the U.S. as well as outside of it.

For Nagel, educational opportunities in the industry have been a key component to his success.

"Continuing my knowledge and education in insurance has afforded me the unique experience to help my clients," he said. "That has allowed me to grow my book of business as well as generate revenue from providing additional loss control services."

He said focusing on offering more than just an insurance policy and providing a holistic approach to managing risk has helped him the most.

## **Field Insurance Agency Surfside Beach, South Carolina**

A specialist in residential and commercial lines catastrophe-exposed property coverages, as well as the flood insurance market, Brian Payne says he has big expectations of himself and his team when it comes to creating a high-level office culture. With 17 years of experience in the property and casualty industry, Payne has built a team of more than 25 people who work to assist clients in managing risks with an emphasis on the E&S market.

Payne also serves on various carrier council teams and has been awarded many awards over the years from carriers for top performance, both regionally and nationally.

Payne said his team utilizes many forms of digital advertising methods as well as traditional approaches.

"This industry is my passion. Many of my clients are very aware of that and it is very compelling knowing they trust me to assist in protecting them along their journeys," Payne says.

## **IMA Inc. Denver, Colorado**

Brad Baumgartner isn't just an insurance agent who has built a successful book of business in both commercial insurance and employee benefits for health & human services, not-for-profits and construction over the last 17 years. He also has spent the last seven years coaching and mentoring new producers with his agency.

For Baumgartner, he is simply paying forward the support he received from a number of mentors that have helped him over his career.

"These individuals spent hours of their time coaching me, joining me in prospect and client meetings and providing me with valuable feedback," he says.

He also learned from his father, who was in the commercial insurance industry for over 35 years, and his older brother, a top wholesale broker in the country.

"One of the most critical lessons that I have learned is to always put yourself in the client's shoes," he says. "Learning to be honest at all costs ... is paramount."

## **Wyoming Financial Insurance Cheyenne, Wyoming**

DeeAnn Hansen specializes in construction with an emphasis on general contractors involved in street/road, underground utilities including water/sewer mains, vertical building, ready mix, and subcontractors working on these projects. Roughly 80% of Hansen's book of business involves a type of construction. The balance is in manufacturing, RV dealerships, restaurants and other areas.

Hansen began her career as a policy typist. She later became a commercial lines account manager and then a commercial lines producer. She now works for a large writer of surety bonds, which goes hand-in-hand with her business. She earned a CIC designation, and an CRIS designation from IRMI that is construction-focused education.

Education is vital to career success, she says. "Most of my clients have been with me for over 20 years and all my new business is now referrals due to excellent service standards we abide by."

## **Acentria Insurance Destin, Florida**

"The art of the deal" is a motto that Shawn Budney has followed in his almost 20 years in the insurance industry, with his key to success originating from the core basis of relationship building with clients and prospects.

As vice president for Acentria Insurance, based out of the Jacksonville, Fla., office, Budney specializes in national multi-family, commercial real estate and high hazard risk management. Described as a team player, Budney works with other producers across the organizational platform to round out his accounts focused on multi-family, HOA and condos.

He was a multiple time recipient of the Top Gun award with his previous employer as well as Acentria's current and Top Producer for two consecutive years.

Building rapport with clients, attending multi-family trade-shows, and attending educational seminars has been helpful to helping him grow his book of business.

In his free time, Budney enjoys offshore fishing or boating in Florida.