

NEWS



Independent Insurance Agents of Virginia Incorporated

8600 Mayland Drive, Richmond, VA 23294

For Further Information Contact:

Kristina Preisner, Vice President of Professional
Development & VAIA Executive Director

(804) 747-9300

E-Mail: kpreisner@iiaav.com

www.IIAV.com

FOR IMMEDIATE RELEASE

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INDEPENDENT INSURANCE AGENTS OF VIRGINIA HONORS SHUMATE AND YOUNG AT 2015 YOUNG AGENTS' CONFERENCE

Independent Insurance Agents of Virginia (IIAV) presented its 2015 Young Agent of the Year and Young Agents' Company Person of the Year awards to these two individuals during the IIAV Annual Young Agents' Conference held October 8-9, 2015 at the Omni Hotel in Richmond, VA. These annual awards recognize one agency individual and one industry partner for their service and commitment to the industry, to the profession and to the association.

Young Agent of the Year:

Eric Young, MBA, Lindsey Business Group, LLC, Centreville, VA

Eric Young, MBA, began his career in insurance as a Commercial Lines Producer at Brown & Brown Insurance in 2003. He then went to work at Brown's Insurance Agency in 2007, working on commercial accounts. Eric is now the Director of Business Development at Lindsey Business Group.

Eric is a driven individual who likes to make a difference in his industry. In 2014, he doubled his agency's revenue. His goal is to "establish an award winning, efficient, and growing company that is built to last". Eric received the Keystone Legacy Award for Top Producer in Virginia in 2009 and 2010.

Eric received his B.S. in Business Management in 2008 and completed his MBA in Marketing in 2010 from Strayer University. He is very involved within his community, currently serving on the Prince William County Library Foundation Board as well as the Smart Beginnings Greater Prince William Board.

Young Agents' Company Person of the Year:

Allison Shumate, Markel, Richmond, VA

Allison Shumate started working for Markel Corporation in April 2011 as a Business Development Support Specialist. In July of 2012, she was promoted to Sales Manager representing Markel Specialty and FirstComp Insurance for a multi-state territory. She was responsible for effectively communicating Markel's products and services while building rapport with appointed and prospective independent

agents. In September 2015, Allison was promoted to Business Development Specialist where she works in partnership with Markel's national corporate accounts focusing on planning and executing productive sales initiatives to develop profitable growth.

Allison strives to exceed expectations by exceling in profitable performance, developing best practices, and delivering superior service to all encountered insurance professionals. Recent achievements include the Leading By Example Peer Award received in October 2014 and the Above and Beyond award received in April 2015.

Allison is a 2009 graduate of Virginia Tech University with a B.S. in Psychology. Since graduating, she has been involved within the local Richmond community via Junior League, Make A Wish, and the Maymont Foundation. Allison currently is involved with the IIAV Young Agents' Committee as Membership Chair, as well as the IIAV Virginia Association of Insurance Agents (VAIA) Board of Directors.

Founded in 1898, IIAV is part of the nation's oldest and largest association of independent insurance agents, representing a network of more than 300,000 agents and agency employees nationwide and over 4,000 in the Commonwealth of Virginia. Its members are insurance businesses that offer customers a choice of policies from a variety of insurance companies. Independent agents offer all lines of insurance – property, casualty, life, health, employee benefit plans and retirement products. Web address: www.iiav.com and nationally www.independentagent.com.

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