

NEW AGENCY MEMBERS

Storck Health Solutions Inc

Norfolk

District 2

Teri has worked at C & C Agency (a current member) for several years and has now purchased the book of business and is starting her own L&H agency. She is looking forward to continuing the relationship they have had with the IIAV. Her goal is to give her clients' peace of mind that what is important in life is protected. She believes his clients' financial security and quality of life deserve the utmost dedication, knowledgeable advice, and personal attention possible from a trusted partner.

Continuing to be a member of the association will help her stay current on industry trends and allow her to take advantage of other benefits we offer.

O'Brien Ins Agency

Alexandria

District 5

Jim O'Brien has proudly been serving the DelMarVa area for over 27 years. He believes strongly in providing each client with personalized service, so they get the coverage they need at prices that work for them. His agency specializes in auto, home, life, and business insurance. He also offers policies to rideshare drivers and delivery drivers with services such as Uber Eats and Doordash.

Since his founding in 1994, he has worked to serve the needs of clients throughout the DMV area of Washington, DC, Maryland, and Virginia. His goal is to give to his clients' confidence that they have the coverage, so they know they are protected for what matter when it is needed the most. He believes his clients' financial security and quality of life deserve the utmost dedication, knowledgeable advice, and personal attention possible from a trusted partner.

Whether you're an individual, family, or business looking for coverage, he can help find the right blend of price, policy, and service to bring peace of mind. As your insurance advisor, we help you make smart decisions—protecting you from the unexpected and planning for the predictable.

He was a member once before, and feels rejoining can help with his marketing, gaining information and education as well as access to the marketplace.

Towe Insurance Services Inc

Charlottesville

District 6

Towe Insurance is a third-generation family-owned, full-service insurance group committed to advocating for their clients. Towe Insurance Service, Inc has served the greater Charlottesville area with integrity and dependable service for over 80 years. Forrest Towe, a lifelong resident of Albemarle County, founded the agency in 1934. Years later, his sons, Darden and James, joined the family firm and heightened its reputation for client satisfaction and civic participation. Today, Beth Towe Heck, daughter of James and granddaughter of Forrest, leads the team at Towe Insurance.

While they sell insurance plans, more importantly, they are in the business of building lasting relationships and offering sound advice and guidance for whatever direction life takes their clients. They are a member of the Keystone Insurers Group. This connection allows them to partner with more than 300 other independent insurance agencies in 11 states. Together, they can handle multi-state accounts with local service available at all locations.

Becoming a member of the association will help her stay current on industry trends and allow her to take advantage of other benefits we offer.

NEW ASSOCIATE MEMBERS

Frank Winston Crum Insurance Clearwater, FL

Frank Winston Crum Insurance was founded in 2003 as a commercial insurance carrier, although its origins date back even further. With a passion for helping small business owners succeed, Frank W. Crum, Jr. and his father, Frank Crum, Sr., opened Frank Winston Crum Insurance. Haley and Matt Crum, Frank's children, joined the organization, and together the Crum family provides vision and leadership across all brands.

Since its founding, FWCI has grown from a single-state carrier to one licensed 39 states. They have just recently expanded in VA and MD. It's added product lines and value-added services, and through a carefully selected agent network, expanded into markets across the US. They handle Workers Comp, General Liability, Inland Marine, Excess Liability and PEO.

Instead of striving to be the biggest carrier, they aim to be the best in their chosen specialties. For their agents, that means making it easy for them to do business with, for their policyholders, that means providing quality protection and top-notch service at a fair price.

They feel being a member of the IIAV will allow them to become more engaged with the Insurance community and help them create branding, name recognition as well as build strong relationships with the Virginia insurance industry and utilize the various resources the IIAV has to offer.