

## ASSOCIATE

### Secure24 ADT

St. Louis, MO

Secure24 is a family and veteran owned organization started in 2006 with a vision to change the home security industry. Since 1874 ADT Security has been the leader in home security. Throughout history most alarms have been sold direct to consumer by either door knockers, direct mail, and eventually the internet. Secure24 set out with a mission to build trusting relationships in the markets they service to help homeowners protect what they value most.

Secure24 partners with insurance companies and agents to serve and help their new home buying clients receive exclusive home security packages and generate another revenue stream for insurance agents across the country. Their target market is primarily new home buyers because they know 31% of homeowners establish security around the time of purchasing a new home. Aaron's mission is to offer Secure24 exclusive ADT pricing, and enhanced customer experience to create those same type relationships with insurance agents and offer their service to their member agents policy holders.

Secure24 has received the "Customer for Life and Outstanding Performance Award" eleven times and truly exists to help customers receive the best ADT pricing and a fun customer journey. By cultivating lasting relationships Secure24 has grown to the 2nd Largest Authorized Dealer Nationwide. They have an integration link in EZ Lync rating system making it easy to refer the client to the option of getting a system! **They offer a \$200 bonus to agents for every successful referral!**

Aaron feels being a member of the IIAV will allow him to become more engaged with the Virginia Insurance Industry and help him build on his branding, and name recognition.

### Highview National Insurance Company

Spring Valley, NY

Highview National is a forward-thinking, results-driven company, with decades of experience in commercial insurance and risk management. This provides them with a unique understanding of their clients' needs and the strategies needed to help protect their profitability. They are focused on making the process of procuring insurance as simple and as smooth as possible – in other words, the kind of service you want for yourself.

Their experience in multiple fields makes them better at understanding clients' concerns and attending to them! It includes many years in the insurance brokerage world trying to deliver on promises, and years as risk managers striving to work with claims adjusters. Their aim is to make a difference.

At Highview, their approach is what sets them apart. Their relationships are what matter the most. Their goal is to turn the relationships with brokers into partnerships and work together to provide an incredible experience for clients. They look at clients, not as customers, but as partners as well. They build long-term relationships with clients by creating a seamless and rewarding customer experience. They do that by aligning their goals with those of the client and focusing on improving workplace productivity and profitability. At Highview National, they want a client to be a client for life.

They offer industry specific Workers Compensation Insurance and Risk Management plans to fit the needs of each individual risk. Their approach focuses on controlling losses and preventing costs from spiraling out of control. They do that by implementing a proactive risk management program from the front end and expertly managing safety and claims from the back end, for a true end to end approach.

They are dedicated to maintaining the highest standards of honesty, integrity, and ethical conduct, both internally and with their clients while providing the most effective insurance solutions available in the market today.

They feel being a member of the IIAV will allow them to become more engaged with the Virginia Insurance marketplace and help them build on their branding, and name recognition.

## **AGENCY**

### **Figg & Sons Insurance Agency**

### **Midlothian, VA**

The Figg & Sons Insurance Agency has been a family owned, independent insurance firm since 1923 serving the greater Richmond, Virginia area. As an independent agency, they can render objective and impartial advice and truly work for the client. As independent advisors, they can custom tailor solutions to fit the clients' needs. With over 90 years in the financial advisory and insurance industries their goal is to help clients attain and protect their investments.

Every client that they work with has unique goals and objectives and they feel it is their duty to provide them with an objective analysis of their situation and provide recommendations to help them achieve their goals. Together with the solid product lines and reputations of the companies they represent they can offer the best products possible.

All his energy, commitment, and efforts are focused on the client and their satisfaction. After years in the business, he has developed a reputation for educating individuals in an easy-to-understand manner, so they can easily grasp essential insurance concepts. He was a member several years ago but let his membership lapse. He feels becoming a member of the IIAV will allow him to become re-engaged with the insurance association and benefit from networking opportunities to help continue to grow his business.