

Agency

Brightway Insurance

Chester, VA

Ginny opened her agency in 2022 in Chester, VA after spending 14 years in the Personal Care/Home Health Management field and 9 years in Real Estate/Mortgage lending. Her past experience gave her the foundation to understand the unique and personal needs of her clients and how to design insurance programs to best protect them.

She believes that by truly understanding her clients' needs, she can provide insurance solutions that not only protect their assets but also contribute to their economic wellbeing. She is committed to building long-term relationships based on trust, transparency, and understanding.

She feels becoming a member of the IIAV will allow her to take advantage of many of the benefits we offer, become more engaged with the insurance industry and benefit from networking opportunities to help grow her business.

Bluewater Solutions

Henrico, VA

Thomas knows that most agents strive to provide good customer service, but at Bluewater Solutions they strive to provide concierge service, not from a service center but from his local staff for all his clients. The name Bluewater represents how he wants to be viewed by his clients. No competitor is close to him in providing service and partnering with them in making their challenges his own. There is only Bluewater around him. He takes the time to understand his clients' needs and goals to find the best possible insurance solution. He is committed to building long-term relationships based on trust, transparency, and understanding.

He truly believes in giving back to the community and gives 5% of every commission dollar that is donated to the charity of the client's choice.

He feels becoming a member of the IIAV will allow him to take advantage of many of the benefits we offer, become more engaged with the insurance industry and benefit from networking opportunities to help grow his business.

Barker Ventures LLC dba BIZSURANCE

Hayes, VA

Harley strives to provide top quality customer service to all his clients. He is committed to building long-term relationships based on trust, transparency, and understanding. He believes that by understanding his client's unique needs, he can provide insurance solutions that not only protect their assets but also contributes to their peace of mind.

He feels becoming a member of the IIAV will allow him to take expand his knowledge, obtain his educational needs, including designations as well as become more engaged with the insurance industry and benefit from networking opportunities to help grow his business.

Taylor & Brinkley Ins

Portsmouth, VA

Shannon Brinkley and her team believe every person deserves access to sound, informed insurance advice. Their mission is to get to know and understand the needs, wants, and long-term goals of their clients. They want to help them develop, implement, and monitor a strategy that's designed to address their clients' unique situation and protect their future.

They believe in thinking "out of the box," and are not afraid to challenge conventional wisdom in their approach to insurance and protection. All their energy, commitment, and efforts are focused on the client and their satisfaction. She started her agency because her friends and family were struggling to find the coverage they needed. Shannon is confident that their understanding of the insurance space can help people better prepare for the future. After years in the business, they have developed a reputation for educating individuals in an easy-to-understand manner, so they can easily grasp personal insurance concepts.

She feels becoming a member of the IIAV will allow her and her staff to expand their knowledge and take advantage of the many resources we offer. She is also looking to becoming more engaged with the insurance industry and benefit from networking opportunities to help grow her business.