

NEW AGENCY MEMBERS

Eagles Landing Insurance Services, Inc.

Lebanon

District 7

Jeffrey McCracken has 25 years of experience in the insurance industry and is the Founder and President of Eagles Landing Insurance Services. He wants to help his clients soar with the eagles but wants to make sure they always have a safe place to land. As an independent insurance agency that has multiple insurance carriers, they provide that safety. They customize insurance plans to provide the best value possible. Located in the community of Lebanon, they are licensed in Virginia, Tennessee, Kentucky, and West Virginia. His goal is to provide protection for what really matter to his clients.

He was previously a member but let his membership lapse. He feels being a member of the IIAV provides valuable networking opportunities as well as provide branding and name recognition with the Trusted Choice logo.

Joyas Insurance Agency, Inc.

Gainesville

District 5

Lourdes has been in the insurance industry for over 5 years and has just recently established her own agency in Gainesville, Va. She decided to branch out on her own because she felt the Hispanic community was under served. Her goal is to analyze her clients' insurance needs and get them covered quickly at the best value possible. She feels being a member of the IIAV will help in enhancing her branding and name recognition as well as provide her with professional and educational resources.

NEW ASSOCIATE MEMBERS

Insurance Advocacy Group

Rockville, VA

Insurance Advocacy Group is a consumer advisory group that relieves the buyer from feeling they have to become an expert in insurance. IAG works with an insured's current agent to build an insurance program that fits the need of the business to significantly reduce the client's insurance costs and increase coverage. Their philosophy and goal is simple: Allow the client to focus on developing their core business by making sure all interested parties (Buyer, Agent, and Underwriter) are working together at the same level of knowledge so everyone wins. The client will never need to wonder if there is a better insurance program available.

Becoming an informed insurance buyer through "Advocacy" is a game changer, IAG's job is to question the status quo and to manage insurance from a deeper understanding of the detailed workings of the industry and how those details might influence cost, coverage and claims. They use their insurance experience to assist the insured and their agent in creating an effective and comprehensive insurance plan. Their goal is to add exceptional value through deep knowledge of agency, carrier and coverage availability.

They feel being a member of the IIAV will allow them to become more engaged with the Insurance community in VA and help them build strong relationships with Virginia insurance industry and utilize the various resources the IIAV has to offer.