

114TH IIAN ANNUAL CONVENTION

BIOGRAPHIES

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Chris Greene is the Owner and Insurance Agent at Community First Agency in Covington, Georgia, and President of The Flood Insurance Guru. Greene offers up his expertise on creating his niche in flood insurance, building up his agency expertise, and being able to provide people with valuable industry education.



Nic Norton maintains a broad practice at Jacobsen Orr, where his primary focus is civil litigation in a variety of areas, including commercial, business, trust and estate, insurance defense, construction, real estate, criminal defense and others. He has been named a Rising Star by the Great Plains Super Lawyers (2016 – 2018) in the area of civil litigation, has received an “Excellent” rating on Avvo, and is actively involved with several legal organizations, including serving on the Board of Directors of the Nebraska Defense Counsel Association.



Ryan Hanley is the founder and president of Rogue Risk, a national digital insurance agency helping small business owners put their insurance on autopilot. Hanley helps individuals and organizations create meaningful and sustainable long-term growth. He is also the creator of “The Ryan Hanley Show,” the insurance industry’s most popular podcast. Hanley performed over 200 keynotes to insurance audiences over the last decade, helping independent insurance agents across the country digitize their business. Former leadership positions as CEO and Chief Marketing Officer provide a broad range of experience and expertise in both the macro (brand storytelling, product strategy, etc.) and the micro (tactical use of video in driving organizational growth) obstacles businesses face every day. Hanley’s work in the insurance industry is consistently listed in the top 20 of thought leadership in the InsurTech space.

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Steve Anderson, M.A., is a trusted authority on Risk, Technology, Productivity, and Innovation and has over 35 years of experience in the insurance industry. He holds a master's degree in Insurance Law. Anderson is a professional speaker, consultant and "futurist." From business management systems to social media, he analyzes what's happening now and explains its implications for the future. His speaking portfolio includes presentations on the future of technology, how businesses can leverage the online world, and how any business can assess and use strategic risk to their advantage. He was chosen to be on of the original 150 "thought leaders/influencers" on LinkedIn and has over 340,000 followers. Anderson currently resides in Franklin, Tennessee.



Darrick Cole is the President of U.S. Operations and a Founding Partner of Skyfront Holdings Limited. He specializes in handling risk management analysis for private and public companies in emerging industries. He's instrumental in identifying risk controls, gaps in coverage, and other potential liabilities. Cole helped write the insurance regulations for one of the City of Las Vegas' emerging regulatory programs back in 2014, worked with pro-active consultant teams to bring emerging industries to Nevada and has over 15 years of experience navigating non-admitted insurance markets. Cole elevates Skyfront's position in the industry by successfully utilizing his knowledge of specialty risks, global insurance placement, and policy forms to support emerging businesses. He understands the challenges with current coverage options available in the marketplace, the enhancements needed to provide comprehensive coverage, and is well respected in the business community. Additionally, he has placed directors and officers professional liability globally for private and public entities in emerging industries. Cole has also worked on the LSU medical program, state programs for Utah, Hawaii, and the country of Jamaica.



Julie Richt is a licensed insurance Producer for Property & Casualty, and Life & Health. Richt began her insurance career specializing in Workers' Compensation, over 16 years ago. She has worked for Regional and National Insurance Carriers, an Independent Insurance Agency, and presently at an MGA/MGU. She became a CIC about 6 years ago and is passionate about teaching others about the value of insurance coverage and risk mitigation tactics. Richt currently is the Executive Vice President at Method Insurance, which is a national MGA specializing in Workers' Compensation and a company to which she was a part of building from the ground-up. She oversees agency distribution, production, and operational strategies and results for the MGU and their carrier partners. She has served on the IIAO board for the past 8 years and is the current Past President of the organization.

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Madison Mooney - Prior to joining Coalition, Mooney spent the entirety of her career underwriting cyber insurance at Chubb and CNA in the SME, Middle Market, and National Account space. She has in-depth experience evaluating cyber risk and helping clients better understand their risk posture to get the most out of their cyber policy. She now serves the Mountain West in business development, educating brokers and policyholders of the value that comes with being a Coalition insured.



Kent E. Anthony, CIC, CFP, CMFC, RFC, has been President of First Group Insurance of Sterling, Kansas since 1981. He began his insurance career in 1977 as an agent with Kansas Farm Bureau Insurance. Anthony has a degree in Business Administration from Northwestern Oklahoma State University and has been a CIC (Certified Insurance Counselor) since 1985. Anthony is also a Certified Financial Planner licensee, as well as having the Chartered Mutual Fund Counselor and the Registered Financial Consultant designations. He has served on the board of directors for the Kansas Association of Insurance Agents and chaired their Insurance Coverage Committee as well as their education committee. Anthony is also a past chairman of the National Insurance Technical Affairs Committee for the National Big "I." Currently, Anthony has been appointed by the Kansas Insurance Commissioner to serve on the Kansas Automobile Assigned Claims Board of Governors and the Kansas Automobile Insurance Plan Board of Governors. Anthony is on the national faculty for The National Alliance for Insurance Education and Research teaching CIC and CISR courses on property, casualty and life topics throughout the United States. He also teaches The Best Practices E&O course and does expert witness work.



Sam Bennett, CIC, AFIS, CRIS, CPIA, is an active retail producer, presenter, and shareholder in Harrison Agency, Inc., of Columbia, Missouri. Bennett began his insurance career in 1987 and has been an Independent Insurance Agent from the beginning. He has worked with individuals, families, commercial lines, agribusiness, and life and health marketplaces. As a result of working with many types of clients, many carriers, and many coverage needs, Bennett has grown to understand and appreciate the important ways an insurance professional must work with markets and clients in today's insurance world.