

# IIAN ANNUAL BUSINESS MEETING OCTOBER 1, 2020

## CANDIDATE PROFILES

IIAN's Nominating Committee has nominated the following members for office. Elections will be held Thursday, October 1, 2020, during the Virtual Annual Member meeting.

### OFFICERS:



**PRESIDENT: Peggy McDonald, CIC**

**GTA Insurance Group - Trenton**

**IIAN Offices Held: Current Vice President; Secretary-Treasurer 2019**

**IIAN Board Service: 2015-Present**

**IIAN Committee Service: Nebraska Agency Services Corp. (Director), Legislative, Farm & Rural Agents, Finance (Chairman 2020), Annual Convention (Chairman 2016), Talent Network Task Force, Legislative Advisory Council – Ambassador**

Peggy is manager and account executive for GTA Insurance Group in Trenton. She started her career in 1981 as producer and manager for Stratton Insurance Agency/Golden Plains Agency, Inc., and then served with AMFirst Insurance Services from 1998 – 2017, then the Pinnacle Agency until 2018. She attended the University of Nebraska- Lincoln from 1977-1979, and continued her education at McCook Community College. She earned the Certified Insurance Counselor (CIC) professional designation in 1995. Peggy has received various awards during her career, including Farmers Mutual of Nebraska Agent of the Year (2011). She has served as Pastor Parish president for United Methodist Churches, and while serving as chairman of the Stratton Community Foundation, led a matching grant program which raised \$200,000 for community development. Peggy is an active grassroots volunteer for election of Nebraska state senator for District 44. She was also one of 30 statewide chosen to participate in the Nebraska LEAD Program, an Agricultural/Business two-year fellowship. Peggy also serves as chairman of the Village of Stratton Board.

**Peggy says:** “I’m at a time when I can fully dedicate my efforts, assuring our industry remains not only viable, but appealing to those choosing this as their profession. I strive to be pro-active on legislation and support our IIAN Legislative Advisory Council efforts . . . for the success of independent insurance agents in the future. I also believe that recruiting new IIAN members will sustain the association.”



**VICE PRESIDENT: Vincent Christensen,**  
**Christensen Insurance Agency – St. Paul**

**IIAN Offices Held: Current Secretary-Treasurer**

**IIAN Board Service: 2016-Present**

**IIAN Committee Service: Legislative – InsurPac State Chairman,**  
**Legislative Advisory Council - Ambassador**

**IIAN Awards: Young Agent of the Year 2015,**  
**Innovative Leadership Program Graduate 2015**

**IIABA Awards: InsurPac Young Agent of the Year 2015**

Vincent has been an agent for Christensen Insurance for nine years, and became co-owner in 2016. He is politically active in Nebraska, and has represented IIAN members at IIABA Legislative Conferences from 2015 - 2019, and also completed IIAN's "Innovative Leadership" program in 2016. He earned his Bachelor's degree in Business Administration from the University of Nebraska, Lincoln in 2011. Vincent's community activities include serving as St. Paul's Chamber president in 2016 and board member in 2015. He also serves as president for the Central Nebraska Ducks Unlimited Chapter, and vice president of St. Paul Economic Development.

**Vince says:** "Regardless of the industry you work in it is important to serve and advocate for that industry. By promoting our Independent Agency system, we get the opportunity to promote the work we do and help shape laws that impact our business. I feel that IIAN provides so many free tools and resources for its members that may go unnoticed – I would like to see more of our members using these resources to maximize their membership benefits. I believe there are tools for large, small, new, or well established Big "I" member agencies. Currently serving on the IIAN board and as our InsurPac chairman over the past four years has given me an understanding of the association's goals and objectives. With my experience as an agency owner, producer, CSR, and industry mentor over the last nine years, I believe I can listen to multiple ideas and come to a solution that works for all involved"



**SECRETARY-TREASURER: Zachary Morken**

**Adams Insurance Advisors – Ogallala**

**IIAN Board Service: 2017-Present**

**IIAN Committee Service: Member Engagement Task Force**  
**(Chairman), Nextgen-Young Agents, Trusted Choice ® Task Force,**  
**Legislative Advisory Council - Ambassador, IIAN Foundation**  
**Fundraising, Annual Convention (Chairman)**

**IIAN Awards: Committee Chairman of the Year 2017, Young Agent of**  
**the Year 2019, Innovative Leadership Program Graduate 2015**

Zak has been Sales Manager for Western Insurors since 2015. Prior to joining Western Insurors, he held sales management positions with Assurity Life in Lincoln and Lund Company in Omaha, and worked for State Farm Insurance in claims, agency management, and sales from 2007-2011. Zak attended Hastings College, and earned his Bachelor of Business Administration - Management degree in 2007 from Dakota State University. He is currently serving on the boards of the Ogallala Optimist Club and Leadership Keith County, and coaches for Ogallala's Youth Baseball Association and Youth Soccer Association. He is a 2016 graduate of the Leadership Keith County class. Zak is a graduate of IIAN's Innovative Leadership program, and was chosen to represent IIAN at IIABA's National Young Agent Leadership Institute in 2017. He also served on the leadership team for the Inaugural Midwest Young Agents Conference held in Omaha in 2018.

**Zak says:** I believe in what the IIAN represents. In my two and a half years on the Independent side of the industry, I have become very involved with the Big “I” (and) I want to be part of the strategic planning process for IIAN to continue the forward-thinking initiatives already in place, and build on them for the future. I want to help the Big “I”, our agencies, and our customers continue to move into the next generation of our industry. I can bring somewhat of a different perspective with a lot of my experience coming from the captive side. I believe my experience can help bring “value” to each of IIAN’s strategic objectives in Government Affairs, Consumer Advocacy, Membership Growth, Professional and Workforce Development, and Association Excellence

## **NATIONAL DIRECTOR:**



### **Debra J. Schilz, CIC, CISR**

#### **Adams Insurance Advisors – Ogallala**

**IIAN Offices Held:** President 2007 (IIAN 100<sup>th</sup> Anniversary); Vice President 2006, Secretary-Treasurer 2005

**IIAN Board Service:** 2003-2008

**IIAN Committee Service:** Membership, IIAN Foundation (Director), Finance (Chairman 2006); Nebraska Agency Services Corp. (Director), Dues Task Force, Officer Liaison – Board Development, Strategic Planning, Young Agents, Legislative, Legislative Advisory Council - Ambassador

Deb is Vice President and Agency Manager with Western Insurors in Ogallala, a position she has held since 1999. She graduated from the University of Nebraska, Kearney in 1990 with a Business Administration degree, and joined Western Insurors (now Adams Insurance Advisors) in 1992 in the accounting department, moving to the office manager position in 1994. She achieved the Certified Insurance Service Representative designation in 1995, and the Certified Insurance Counselor designation in 1998. Deb served as president of the Ogallala Hospital Foundation Board in 2009, and as president of the Ogallala/Keith County Chamber of Commerce 2008-2010. She is currently chairman of the Keith County Visitor’s Committee, and serves as Mayor of Ogallala.

**Deb says:** I want to serve as the Big “I” National Director for Nebraska so that I can bring ideas back to Nebraska to help our independent agency channel be successful. Perpetuation, merger and acquisitions, and new talent development are all areas of need within our state. I’m looking forward to helping the association look at what our National association has available that can be implemented in Nebraska. I’ve continued to stay active within the Legislative and Finance committees of IIAN since being President in 2007. I believe by staying active in the association, my experience in the insurance industry will be able to help carry on the objectives set by the Board of Directors. Our agency staff continues to be active members with IIAN, serving on committees as well as the Board of Directors for IIAN and the IIAN Foundation.

## **IIAN BOARD OF DIRECTORS: Two Open Positions**



**Adam Backer, NAU Country Crop Insurance Company– Omaha**

**IIAN Board Service: 2017 - Present**

**IIAN Committee Service: Farm & Rural Agents, Crop Insurance Task Force**

Adam has been Vice President of Regional Marketing for NAU Country Crop Insurance since July 2009. Previously he was a claims adjuster for Farmers Mutual of Nebraska (2007-2009), after earning a B.S. degree in construction management from Wayne State College in 2005. Adam has attended the IABA Legislative Conference each year since 2011, representing his company and lobbying on behalf of crop insurance agents, and works with Nebraska representatives' local staff advocating the benefits of crop insurance. He currently serves on several NAU Country committees.

His community activities include helping to plant Providence Church in Omaha in 2017, and continues to serve the church in multiple roles.

**Adam says:** I'm very willing to help, in any way I can, to help our insurance industry stay strong and improve. I've had the opportunity to work with independent insurance professionals and their customers for the past 13 years, from claims to marketing. I feel like I've seen the industry from many perspectives and I hope I can bring those perspectives to (IIAN) to help combat the challenges facing the independent agency force today and into the future.



**Douglas J. Brummels, Affiliated Insurance Brokers - Kearney**

**IIAN Committee Service: Nebraska Agency Services Corp. (Director 2017-Present, President 2019), Annual Convention (Chairman 2019),**

**Farm & Rural Agents (Chairman 2020), Legislative Committee, Legislative Advisory Council – Ambassador**

**IIAN Awards: Committee Chairman of the Year - 2019**

**NAIFA-Central Nebraska Vice President and President positions, 2016-2018; LILI Graduate – NAIFA - 2019**

Doug has been president of Affiliated Brokers Insurance in Kearney since 2014, and has served as an agent there since 2003. He earned his Bachelor's degree in Agribusiness and Agricultural Economics from University of Nebraska-Lincoln in 1997, and Master's degree in Business Administration from University of Nebraska-Kearney in 2002. Doug is also active in the NAIFA-Central Nebraska organization, serving as president in 2017. He is a graduate of Leadership Kearney, serves on the Kearney Chamber of Commerce Board of Directors, and as assistant scout master for the Boy Scouts in Kearney

**Doug says:** I wish to serve on the IIAN Board of Directors to help with current decisions affecting the IIAN and its member agencies. I also look forward to being involved in the future direction of the IIAN in 2021 and beyond. The many leadership roles I have held within our insurance agency, IIAN, NAIFA and Kearney Chamber of Commerce will provide a broad vision and scope of new ideas, experiences, and relevant knowledge to help grow the future strategic plans of IIAN.





**Mindy Haag, Haag Insurance Agency - Indianola**  
**IIAN Committee Service: Annual Convention Committee 2016-2018,**  
**Nextgen/Young Agents**

Mindy is a principal of the Haag Insurance Agency, where she has been an agent for six years. She earned her Bachelor's Degree in Business Administration from Bellevue University in 2006. She is currently president of the Indianola Community Club, a member of Indianola Old Settlers Committee, a member of the St. Catherine's Altar Society, serving as secretary 2016 – 2017

**Mindy says:** I wish to provide a voice for the Western part of Nebraska, and to help new/young agents that are trying to start their own agency or get into insurance but are just not sure how or what avenues they need to pursue. Building a business and growing the agency is the same as building and growing the IIAN – handling decision making involving professional development, agency relevancy and growth.



**Katie Shipp, CISR, CAWC, Dodge Partners Insurance - Omaha**  
**IIAN Committee Service: Annual Convention Committee 2018-2020,**  
**Nextgen/Young Agents (Omaha Chair 2019-2020)**  
**IIAN Awards: CSR of the Year 2019 & Top 5 Nationally**

Katie is an Account Manager with Dodge Partners Insurance, after serving in the same role with Peterson Brothers Insurance and Silverstone Group since 2017. She started her insurance career in 2014 as a customer service representative with Ryder, Rosacker, McCue & Huston in Grand Island, where she chaired the Chamber of Commerce's Young Professionals group. Katie earned her Bachelor of Arts degree in Organizational

Communication & Business Management from Doane University in 2019. She currently serves on the Board of Directors of the Independent Insurance Agents of Omaha, and chaired the Omaha Young Agents committee 2017-2018. She represented IIAN at IIABA's National Young Agent Leadership Institute in 2018 and 2019, and served on the planning committee for the Inaugural Midwest Young Agents Conference held in Omaha in 2018.

**Katie says:** I feel strongly about the Big "I" and the Independent Agency system. I am thankful to be part of this industry and want to do my part to support and perpetuate it. I believe that I can add an additional perspective and collaborate with the existing (Board) members to continue their plans of engagement and adding more value to the members of the IIAN. My education in business management and organizational communication has given me knowledge in employee engagement and satisfaction, which can be related to our members. I believe that my experience with Nextgen (and chairing the Grand Island Chamber of Commerce's Young Professionals group prior) has prepared me for the level of collaboration, decision-making and strategizing that is needed for our Association.