

BIG I NEBRASKA SPRING CONFERENCE

2024

Speaker Biographies



CHERYL L. KOCH, CPCU, CIC, ARM, AAI, AAI-M, API, AAM, AIM, AIS, ARP, AINS, ACSR, AFIS, MLIS

Cheryl Koch has been in the insurance industry for a very, very long time. Over the years, Cheryl has served in nearly every capacity in an Independent Agency, having been an Account Manager, Producer and Agency Owner. She now devotes her time to agency management consulting and training and speaking at industry functions throughout the country.

She is the President and CEO of Agency Management Resource Group located in Lincoln, California. Cheryl consults on marketing and sales, sales management, agency operations, automation, and strategic planning. Cheryl is also a devotee of lifelong learning and has earned a number of insurance industry professional designations:

CPCU (Chartered Property Casualty Underwriter), CIC (Certified Insurance Counselor), ARM (Associate in Risk Management), AAI and AAI-M (Accredited Adviser in Insurance and Management), API (Associate in Personal Insurance), AAM (Associate in Automation Management), AIM (Associate in Management), AIS (Associate in Insurance Services), ARP (Associate in Research and Planning), Associate in General Insurance (AINS), ACSR (Accredited Customer Service Representative), MLIS (Management Liability Insurance Specialist) and AFIS (Agribusiness and Farm Insurance Specialist). It is the last designation, AFIS, of which she is most proud, having created it along with the late Dr. Emmett J. Vaughan.

Cheryl has a Bachelor's degree in Economics from UCLA and an MBA from Sacramento State University, where she served as a faculty member in their Risk Management and Insurance program for many years. She has also served as President of the Sacramento Chapter of CPCU and was on the CPCU Society's Board of Governors for three years. Cheryl serves as a volunteer member of the Independent Insurance Agents and Brokers of America Virtual University "Ask An Expert" Committee.

When she's not busy with her insurance activities, Cheryl enjoys spending time at baseball games, and has been to nearly every major league ballpark. She is a lifelong Chicago Cubs fan, which should explain a lot about her.



Mary M. Belka

Mary M. Belka began her insurance industry career 40+ years ago. Her experience includes service, sales, and operations management in insurance agencies; production underwriting and underwriting department management for insurance carriers; and working as a program MGA. In 1996, she became an industry consultant, and is the owner and CEO of Eisenhart Consulting Group, Inc. in Lincoln, NE, whose practice is dedicated to helping insurance organizations become extraordinary.

In 2023, Mary became the Director of Operations for ReNu Insurance Inc., a fast-growing agency specializing in performance-based solutions for Commercial Lines clients, and writing high net worth Personal Lines clients in Juno Beach, FL. Mary also serves as an endorsed agency E&O auditor for Swiss Re/Westport, presents national level industry seminars, and is a regular columnist for *Rough Notes* magazine.



Kent E. Anthony, CIC, CRP, RFC, CMFC

Kent E. Anthony 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. Kent has a degree in Business Administration from Northwestern Oklahoma State University and has been a CIC since 1985. Kent is also a Certified Financial Planner licensee, as well as having the Chartered Mutual Fund Counselor and the Registered Financial Consultant designations.

In 1985 under Kent's management, First Group Insurance was honored by Allied Life for being their company's top life insurance producing property and casualty agency for the year. In 1992 the Kansas PIA awarded First Group Insurance their "Agency of the Year" award for a class two size agency. Kent was also named the Kansas "Agent of Merit" award winner for 2005 by the Kansas Insurance Associations 1752 club. In 2011 Kent was awarded the Kansas Outstanding Agent of the Year award by the Kansas Association of Independent Agents.

Kent has served on the board of directors for the Kansas Association of Insurance Agents and chaired their Technical Affairs Committee as well as their Education Committee. He also is a past board member for the Associate Board of Professional Review for The Certified Financial Planner Board of Standards.

Currently, Kent 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. Kent served for 6 years as a board member, and chair for three years on the National Technical Affairs Committee for the Independent Insurance Agents and Brokers of America.

Professionally, Kent has also been a contributing expert in magazine articles for Mutual Fund Magazine, The Journal for Financial Planning, Financial Planning Magazine, and Bloomberg Wealth Manager dealing with commercial insurance, annuities, and mutual fund topics. In addition to being on the National Faculty teaching CIC and CISR courses, Kent also teaches the Best Practices E&O class and does expert witness work.