

IIAN ANNUAL BUSINESS MEETING

OCTOBER 6, 2022

CANDIDATE PROFILES

IIAN's Nominating Committee has nominated the following members for office. Elections will be held at 12 p.m., Thursday, October 6, 2022, at the Embassy Suites, 1040 - P Street, Lincoln, Nebraska, during the Annual Member meeting.

OFFICERS:



PRESIDENT: Zak Morken

First State Insurance Agency, LLC – Lincoln

IIAN Offices Held: Current Vice President, Secretary-Treasurer 2021

IIAN Board Service: 2017-Present

IIAN Committee Service: Member Engagement Task Force (Chairman), Nextgen-Young Agents (Chairman 2017), Trusted Choice ® Task Force, Legislative Advisory Council - Ambassador, IIAN Foundation Fundraising, Annual Convention (Chairman 2021), Finance Committee (Current Chairman)

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

Zak is Chief Executive Officer for First State Insurance Agency. Prior to joining FSI Agency in June, 2021, Zak was sales manager for Adams Insurance Advisors for six years. In the past he has also 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.

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 six 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.



VICE PRESIDENT: Douglas Brummels

Affiliated Brokers Insurance - Kearney

IIAN Board Service: 2020-Present

IIAN Offices Held: Current Secretary-Treasurer

IIAN Committee Service: Finance (Current), Nebraska Agency Services Corp. (Director 2017-Present, President 2019), Annual Convention (Chairman 2019), Farm & Rural Agents (Chairman 2020, 2021, 2022), 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 the University of Nebraska-Lincoln in 1997, and Master's degree in Business Administration from the 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 as Chair of the Kearney Chamber of Commerce Board of Directors, and as assistant scout master for the Boy Scouts Troop 158 in Kearney since 2016.

Doug says: I wish to serve in a leadership position 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 2022 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.



SECRETARY-TREASURER - Amy Hruska, API, AIS, AINS,

CISR, CISR Elite,

Gallagher - Omaha

IIAN Board Service: 2021-22

IIA of Omaha Board Service: 2006-2011, President

IIAN Committee Service: Annual Convention (Current), Membership

Amy has been a team member at Gallagher for 34 years, serving as Client Service Supervisor for the last 22 years, and prior to that, as

Client Service Manager for 12 years. She is a past member of the Fireman's Fund Agency Council, the Council for Insurance Private Clients, and Intersure.

Amy earned her Bachelor of Science degree in Business Administration from the University of Nebraska-Lincoln in 1985. She has since earned multiple professional designations, including API, AIS, AINS, CISR and CISR Elite and is currently pursuing her Chartered Private Risk and Insurance Advisor (CPRIA) Designation.

Amy has been a Big "I" member since 1988 and served as President and board member of Independent Insurance Agents of Omaha from 2006-2011. She is also currently a member of the Private Risk Management Association.

Amy says: I am a poster child for insurance - starting at age 13 working in my parents' insurance agency. Because I am so passionate about insurance, I believe bringing new, younger talent into the industry is crucial. I would like to do more to encourage recent college graduates to begin working in the field of insurance. Our industry is aging out. We need to focus on driving new opportunities that excite recent college graduates to enter into the field. I would also like to bring more educational opportunities to our members, especially regarding Personal Insurance. Supporting new legislation that will help protect our clients for years into the future is extremely important. We have a voice in IIAN that can help benefit our clients, whether they realize what we are doing or not. Finally, I would like to make Trusted Choice® more visible to consumers

IIAN BOARD OF DIRECTORS: Three Open Positions



Thomas M. Baker, CIC, AAI
Woodhouse Family Insurance - Omaha

Tom is Insurance Director for Woodhouse Family Insurance Agency in Omaha, which he started from scratch with the owners of Woodhouse Auto Family in 2013. Prior to founding the agency, Tom was responsible for Business Development and sales with Aon Heartland for three years, after serving as Sales Executive and Insurance Consultant for The Harry A. Koch Company for eight years. From 1984-2001, he was with Baker's Supermarkets, ultimately serving as Director of Human Resources, Communications, and Consumer Affairs, while also serving as a member of the Executive Committee.

Tom is a graduate of the Wharton School, University of Pennsylvania, where he earned his Bachelor of Science in Economics degree in 1984. He earned his Accredited Adviser in Insurance (AAI) designation in 2007, and Certified Insurance Counselor (CIC) in 2012. Tom is a Certified Master Trainer for Achieve Global, a training and consulting organization, and has served on the boards of many community groups, including the Westside Community Schools Board of Education, Heartland Holocaust Education Foundation, Boys and Girls Clubs of Omaha, Omaha Food Bank and College World Series of Omaha.

Tom says: After spending many years in the industry, serving on the IIAN Board would be an excellent opportunity to lend acquired knowledge, perspective, and experience to Big "I" membership. Having worked at small, mid-size and large agencies, I hope to lend relevant and useful insight into agencies of all sizes and structures.



Melinda Dealey, CISR

The Writer Agency - Ogallala

**IIAN Committee Service: Farm & Rural Agents (2020-Present),
Legislative Committee, Legislative Advisory Council – Ambassador**

Mindy is the owner and principal of The Writer Agency in Ogallala. She purchased the agency in 2007, after serving as office manager and producer starting in 1998. The agency has been an IIAN member for 25 years.

Mindy earned her Bachelor's degree in Education from Kearney State College, and later her Certified Insurance Service Representative (CISR) designation in 2000.

She has served on the boards of a number of community groups, including PAKS Development Services, Sandhill Crisis Intervention Program, Spirit of Nebraska (Girl Scouts), and the Keith County Advisory board. Mindy is the recipient of the Keith County Outstanding Business Women's Award, and has been recognized by Farmers Alliance with the Advantage Agent award every year for the past 15 years.

Mindy says: I believe I can bring new ideas to the Board and members from the perspective of a person who owns a small agency in western Nebraska. I have seen the many changes that have occurred in the insurance industry in the past 25 years, and I hope to use my experience to help IIAN and our members succeed.



Jason R. Johnson

Edgewater Insurance – Omaha

IIA of Omaha Member; Young Agents

J.R. is chairman of Edgewater Insurance and Co-CEO of Edgewater Equity in Omaha. Before joining Edgewater in 2019, he served as Senior Territory Sales Manager for Donegal Insurance Group for nine years – where he developed a Producer Development program, and was routinely recognized for achieving sales goals. From 2007 until 2010 he was Territory Sales Manager for FirstComp.

J.R. graduated from the University of Nebraska, Lincoln in 2002. He serves on the board of Angels Among Us, and supports Project Harmony, Hope Center, and Youth For Christ. J.R. served as treasurer of Nebraska Senator Brett Lindstrom's campaign for governor.

J.R. says: I want to give back to the industry that has been good to me, and help the association achieve its goals and mission.