



Brian Bibey

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Westfield's Agency Specialist provides a blend of **proactive and responsive service and support** to our agencies and internal business partners.

We're here help to with...

- Agency mergers & acquisition
- Agency prospecting and new agency appointments
- Sub locations, code consolidation, and additional line of business access
- Contract change support (legal name, tax IDs, line of business change, commission schedules, etc.)
- Agency Performance Sharing and compensation support (questions, research items, etc.)
- MarshBerry 360, Trusted Choice, other partner relationship support and advice
- Perpetuation activities
- Agency plans, etc.
- Other enterprise products or services (Westfield Bank, Westfield Services, Surety)
- Agency automation inquires
- Coordinate/deliver agent & agency service awards
- Producer licensing, system access, on-boarding, training

About Brian:

Brian has worked for Westfield for more than 20 years in various roles within Claims, Sales, Personal Lines & SBA. He has held the roles of Claim Representative, Regional Property Specialist, Claims Manager, Personal Lines Sales Manager, Sales Manager – PL & SBA, Personal Lines Market U/W and now his current role as an Agency Specialist. Brian also spent some time as a Commercial Account Executive at a Westfield Agency and a PL Territory Manager for a National Carrier.

He earned a Bachelor's degree in Business Administration and Marketing from West Virginia University as well as a Senior Claim Law Associate (SCLA) designation.

Touchpoints with your agency specialists:

- Corporate webinars
- 1-1 call – as needed to discuss successes and opportunities
- Quarterly email updates on corporate results and initiatives
- Agency visits – service anniversaries, problem resolution, training, Westfield philosophy or changes, etc.

Other questions?

Just ask – we are here for you! If you don't know where to go, start with your Agency Specialist – they'll get you the answers you need.