Agency Specialist

Chris Schuurman

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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 Chris:

Chris has been in the insurance industry for over 20 years with experience on both the agency and company side. He has held a number of different positions including underwriter, agent, marketing representative and sales manager.

Chris spent eight years with Westfield as a Sales Manager in Michigan, left for two years and is now back as an Agency Specialist for MI, WI and NW Ohio. He holds a CIC designation and a B.A. in Economics and Management from Albion College.

Chris resides in the Grand Rapids, MI area with his wife and three daughters.

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.

www.westfieldinsurance.com