

## 2015 AGENT OF THE YEAR

Senior Vice President and Chief Operating Officer Multiple Line Division, President and CEO Farm Family Tim Walsh; Multiple Line Chairman, President and CEO Greg Ostergren; Elizabeth Jacoby (Silver); Joel Hays (Gold); Brian Hayden (Bronze) and President, Chairman of the Board and Chief Operating Officer Jim Pozzi.



## 2015 AGA OF THE YEAR

Senior Vice President and Chief Operating Officer Multiple Line Division, President and CEO Farm Family Tim Walsh; Multiple Line Chairman, President and CEO Greg Ostergren; Marvin Mullins (Silver); Terry Pitchford (Gold); Aaron Bonham (Bronze) and President, Chairman of the Board and Chief Operating Officer Jim Pozzi.



## 2015 MLGA OF THE YEAR

Senior Vice President and Chief Operating Officer Multiple Line Division, President and CEO Farm Family Tim Walsh; Multiple Line Chairman, President and CEO Greg Ostergren; Jack Dempsey (Bronze); Guy Jones (Gold); Dave Wyman (Silver) and President, Chairman of the Board and Chief Operating Officer Jim Pozzi.



## 2016 PROFESSIONAL SEMINAR: A SIMPLY POWERFUL EXPERIENCE

The 2016 Professional Seminar can be summed up in two special words: "Powerfully Simple!" Not only was Powerfully Simple the overlying theme for the occasion, it was the thread that ran from the wide-range of focus sessions and presentations made by main stage speakers, to the lively interactions between agents and the home office staff to the messages from our corporate leaders.

This year's event was a true testament to American National's unique family atmosphere. With roughly 1,000 agents in attendance, the three-day event was jam-packed with the

latest and greatest resources, ideas and innovations American National has to offer. Most importantly, new relationships were forged between agents and home office employees alike and older friendships were strengthened as colleagues reconnected to exchange ideas and business practices.

Attendees ended the seminar by celebrating each other's remarkable achievements at the awards banquet. Agents were recognized for their outstanding contributions to the field with industry honors like the Blue Vase and New Agent Achievement awards, and others were inducted into the

prestigious Hall of Fame. The inspiring evening reminded attendees that everyone must share the same vision to achieve powerfully simple results.

At the 2017 Professional Seminar, slated Feb. 14 to 16, agents and home office staff members will be meeting once again to celebrate our company's achievements, form lasting connections, and gather useful information and resources. Save the date for another unforgettable experience. [AS](#)

By Jeremy Windham, writer, Creative Services, [Jeremy.Windham@AmericanNational.com](mailto:Jeremy.Windham@AmericanNational.com)

## YOUR VOICE

What is the biggest benefit to attending Professional Seminar?



**KRISTEN RENNER**  
Vancouver, WA

"Like every year, this year's Professional Seminar has been instrumental in helping me stay on top of what is new to our company and the insurance industry as a whole. I have learned that adapting to change is rarely easy, but the focus session presenters and keynote speakers made the latest information about new systems and programs easier to understand. I found Scott Campbell to be particularly fun to listen to!"



**JIM GNIADY**  
Loveland, CO

"I think the main benefit of Professional Seminar is that it allows agents to reconnect with old friends and colleagues we seldom get to see. All of us can enjoy an environment where we not only catch up with others, but make new, lasting relationships. It is through these relationships that we can share information and integrate useful ideas into our daily routines."



**JEANELLE SNIPE**  
West Monroe, LA

"The biggest tip I will take with me from Professional Seminar is to get to know people from every department. As a first time attendee, I have really enjoyed the comfort level and ease with which each department reaches out to agents and shares information that might be difficult to acquire in any other setting. The connection we make with our extended American National family is invaluable to our success."



**DAVID COWLEY**  
Cedar Rapids, IA

One of the greatest benefits of Professional Seminar is that it allows American National agents to see a firsthand account of the impact we make on a regular basis. It is incredibly refreshing to leave with a new perspective after asking various people about their powerful resources and experiences. The message I am leaving with this time around is to keep my eye on the bigger picture."



**TAMARA SPURGEON**  
West Monroe, LA

"The best piece of advice I can impart to others after Professional Seminar is to seize the moment. Ask that burning question you may have had all year! Whether you have a question about the new and exciting marketing resources or a specific question for an underwriter, there is always someone at Professional Seminar who has an answer and is more than willing to help make your job easier."

Your turn: How do you broach the subject of life insurance with clients? We want to hear what you have to say. Email your 50 to 75 word answer to [agencyspotlight@americannational.com](mailto:agencyspotlight@americannational.com). You may be featured in an upcoming Your Voice column.