



Member Spotlight: Greg Provencal  
Roland Dumont Agency

## Every day is different. We can chart our own course for success.

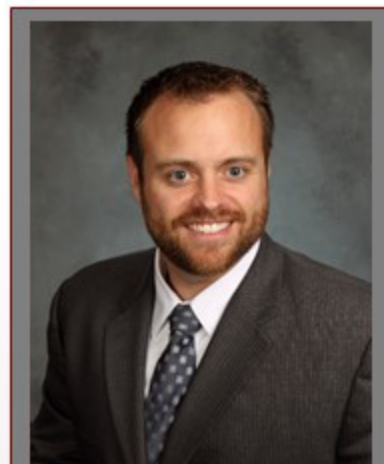
*This is Connecticut – you can't go wrong in insurance. Because of the prevalence of the industry in our state it affords a tremendous breadth of career options.*

*I have been working in insurance since 2005, starting with a direct agency company, because they had a strong recruiting system, not realizing the structure of the industry. Through working exclusively for large companies up until now, I realize I'm at home in a small business and while I have been here for the last 6 months, our agency has been around since 1956.*

*Spending about 80% of my time in personal lines, I like the complicated accounts weird exposures, out of the ordinary stuff that is hard to place – When you really find the right market for a risk, you don't need to worry about losing, it becomes less about price.*

Having spent most of my career on the carrier side working with agents, I know the value of a good trade organization.

The YIP members are peers, not competitors, and can offer learning opportunities that help us be better at what we do.



### Greg's Advice For Young Agents:

- *Take the long view- You've got to spend the next 30 or 40 years working, so think ahead. Writing accounts that renew without problems is as good as writing three questionable accounts.*
- *Of course it's nice to see dollar signs, but as our principal always says, don't let the small ones walk by you, because they add up.*
- *A balanced source of new business will keep you busy. Referrals are the best, but you need to cast a wide net.*

**ROLAND DUMONT**