

*What advice would you give to young insurance agents?*

### Network, network, network!

*Insurance agents should dedicate at least one hour a day to some sort of networking activity. It can be as simple as setting up a breakfast or lunch meeting with a mortgage broker or joining a local referral network group.*

Sloan & Rak offers various property and casualty products for personal and business clients of any size. The majority of our clients are business owners so we like to offer them that “one-stop-shop” feel and if there is a product that we can’t offer we are affiliated with another agency that complements our product offerings such as employee benefits, life insurance and financial services.

I initially joined CT-YIP to network with people that were at the same starting point in their career. When I joined, I was an excess and surplus lines wholesaler so the majority of the people I met (insurance agents) were my clients or potential clients. It was an opportunity to network and get to know these people outside of work and develop a personal relationship with them.

I noticed there was a tremendous opportunity to go off on my own as an independent retail insurance agent and in June of 2014 Sloan & Rak Insurance Group was established with my business partner, Stephen Rak.

*“Insurance was always a field I was interested in at a very young age. My grandfather Richard Hassett worked as a high level claims executive at Amica for the majority of his career and I remember visiting him at work when I was very little and was in awe of the size of the operation and the way in which he interacted with people.”*



**Sloan & Rak**  
INSURANCE GROUP

2008 Began career at an excess & surplus wholesaler working as a technical assistant

2013 Transitioned to a position in commercial lines underwriting

2014 Established a role as an independent agent by founding Sloan & Rak Insurance Group

2017 Today Sloan & Rak Insurance Group represents over 550 clients with about 70% being small business owners