



Mike Williams

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About Mike:

Mike began his Westfield career in 1992. Since at Westfield, Mike has served as a personal lines' underwriter, commercial marketing manager, and personal lines region leader. And for the past 12 years, he was a small business region leader. Aside from his underwriting responsibilities, Mike has also worked on numerous business-focused projects, served on multiple committees and participated in agency development and issue resolution.

Mike graduated from Miami University, Oxford, Ohio, with a BS in Business. His passion for Westfield and natural drive to do the right thing makes him the right growth partner for your agency.

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

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