

About Troy Korsgaden



Troy Korsgaden is one of the insurance industry's most respected Consultants, and a highly sought-after speaker. He has been motivating and educating agency and carrier audiences, ranging in size from 100 to 3,000, for more than 20 years. Mr. Korsgaden is the founder of leading insurance carrier consulting firm Korsgaden International. He is also the author of many insurance agency "how-to" books, including *Power Position Your Agency*, *Profit from Change*, *Unleash the Power of Your Agency*, and *Specialization: The Master Key to Agency Transformation*, along with his latest book *Success and Sanity*.

Over his career, Mr. Korsgaden has been commissioned to speak before major industry organizations such as GAMA, LIMRA and NAIFA, and to agents from North America's largest carriers, including Allstate, State Farm, Nationwide, American Family, Farmers, Cooperators of Canada, and RBC. He has spoken to more than 150,000 insurance Executives, Brokers, Agents, and Staff.

Mr. Korsgaden is also the very successful founder and co-owner of the Korsgaden/Jansma Insurance Agency, which he took from infancy to becoming one of the top Farmers insurance agencies in North America. For his agency's success, Mr. Korsgaden has won myriad awards, including being the first-ever agent recipient of the Lifetime Achievement Award from Farmers Insurance Group of Companies. His other industry awards include:

- Commercial Agent of the Year, Farmers Insurance Group, 2010-2011
- Perennial Million Dollar Round Table Qualifier
- Presidents Council Member for 21 consecutive years (among ½ of 1% of the more than 14,000 U.S. Farmers agents for each year)
- First-ever agent recipient of the Lifetime Achievement Award, Farmers Insurance Group of Companies
- Multiple Agent of the Year Award, Farmers Insurance Group. From among 14,000 agents Nation Wide.
- Personal Lines Agent of the Year, Farmers Insurance Group. From among 14,000 agents wide.
- Winner, Small Business of the Year, Visalia, California
- Preferred Underwriting Agent
- Multiple Industry Awards and Recognition

Mr. Korsgaden resides in his hometown of Visalia, California with his family.