

GM

Gary Mitchell

Insurance Sales

Senior commercial lines producer with 11 years writing small and mid-market accounts across construction, trucking, and light manufacturing. Manage a book of roughly \$2.4M in commissionable premium with a retention rate consistently in the low 90s. Comfortable running the full renewal cycle and mentoring newer producers.

Contact Information



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Kansas City, MO 12345

Education

B.B.A. Risk Management & Insurance, University of Missouri, 2013

Completed advanced commercial lines designation program, 2018

MO and KS Property & Casualty and Life & Health Licenses, active

Key Skills

- Small and mid-market commercial
- Construction and contractor accounts
- Trucking and transportation risk
- Workers' compensation
- Loss-sensitive program negotiation
- Applied Epic and Sagitta
- Renewal marketing strategy
- Producer mentoring
- Certificate and additional insured management

Professional Experience

SENIOR COMMERCIAL PRODUCER | COTTONWOOD RISK PARTNERS, KANSAS CITY, MO 2019 – PRESENT

- Manage a book of \$2.4M in commissionable premium across 130 commercial accounts, mostly construction and transportation.
- Wrote \$675K in new commissionable premium in 2023, the second-highest producer number in the office.
- Held renewal retention at 93% across the last three years by starting renewal marketing 120 days out on any account over \$25K premium.
- Rebuilt the workers' comp submission process with the account managers, cutting average time-to-quote from 11 days to 6.
- Mentored three newer producers, two of whom hit their year-two production targets.

COMMERCIAL LINES PRODUCER | RIVERGATE INSURANCE ADVISORS, OVERLAND PARK, KS 2015 – 2019

- Grew a starter book from zero to \$840K in premium over four years, mostly through contractor associations and local networking referrals.
- Completed advanced commercial lines coursework each year and finished the full program in 2018.
- Sat on renewal calls with underwriters at Travelers, Liberty Mutual, and other national carriers to negotiate rate on loss-sensitive accounts.
- Ran a monthly lunch-and-learn for local general contractors covering additional insured requirements and certificate management.

PERSONAL LINES AGENT | RIVERGATE INSURANCE ADVISORS, OVERLAND PARK, KS 2013 – 2015

- Wrote personal auto, home, and umbrella policies out of a walk-in storefront office.
- Moved to the commercial team after two years based on cross-sell numbers on small-business owners.
- Passed Missouri and Kansas P&C and Life & Health exams during first year.