

# Jeremy Pickford Earns Certified Professional Insurance Agent Designation



Jeremy Pickford

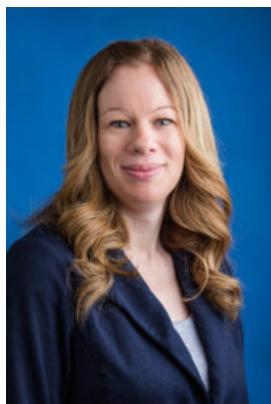
[Jeremy Pickford](#), an account manager on the business insurance team at Allen Insurance and Financial has earned the Certified Professional Insurance Agent designation from the American Insurance Marketing and Sales Society.

The CPIA designation emphasizes critical skills in insurance underwriting, coverages marketing and client services.

Pickford, a member of Allen's private client group, [known as Compass](#), has been with the company since 2015. He also holds the Accredited Adviser in Insurance designation.

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# Kristina Campbell Earns Workers Compensation Professional Certification



Kristina Campbell, a commercial lines producer at Allen Insurance and Financial, has completed the Workers Compensation Professional certification through the American Society of Workers' Compensation Professionals.

The WCP® certification provides a strong educational foundation in the various aspects of the workers compensation industry. Campbell completed the program in a nine-week virtual program offered through the University of Southern Maine.

The program highlighted history of workers compensation, statutory provisions, benefits, claims administration, cost containment strategies, methods for determining rates, exclusive remedy challenges, federal legislation and the availability of insurance.

“Achieving the WCP® certification required a significant commitment – this is the kind of dedication and professional development that helps our clients and our team, and shows why Krissy is an outstanding agent,” said Dan Bookham, senior vice

president at Allen Insurance and Financial.

Campbell has been with Allen Insurance and Financial since 2005.

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## **Brandy Schofield Named Benefits Division Director**



Brandy Schofield has been named Director of the Benefits Division at Allen Insurance and Financial.

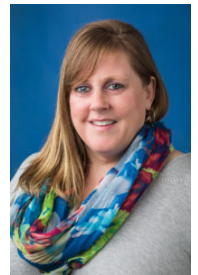
Schofield has been a benefits account manager at Allen since 2007.

“As an account manager, Brandy has long brought hands-on experience to the challenges faced by our clients responsible for human resource issues and their company’s health insurance plans. She is well-suited to take on this leadership role in our benefits division,” said Susan Howland, senior vice president for human resources at Allen.

Schofield is a graduate of Husson College where she studied business administration. She holds a Consumer Directed Health Care certification from the National Association of Health Insurance Underwriters.

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# Jen Fifield and Valerie Robinson Earn Certified Professional Insurance Agent Designation



Jennifer  
Fifield



Valerie  
Robinson

[Jennifer Fifield](#) and [Valerie Robinson, ACSR](#), of Allen Insurance and Financial have each earned the Certified Professional Insurance Agent designation from the American Insurance Marketing and Sales Society.

The CPIA designation emphasizes critical skills in insurance underwriting, coverages marketing and client services.

Robinson, an account manager with Allen's business insurance team, also holds the Accredited Customer Service Representative Designation. She has been with the company since 2007.

Fifield is the interface associate at Allen. She has been with the company since 1995.

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## Announcing Three New Employee-Owners

Allen Insurance and Financial is pleased to announce the addition of three new co-owners – all licensed assistants in the company's personal insurance division.

[Kerin Lindahl](#) of Rockport: A graduate of Saint Anselm College, her previous experience is in banking customer service and education. She is based in Camden.

[Sophia Picard](#) of Bar Harbor: A graduate of the University of Maine in Orono, her previous experience is in education. She is based in Southwest Harbor.

[Angela Torell](#) of Tremont: A graduate of Baker College with a degree in business administration, Angela's previous experience includes non-profit administration and custom marine products. She is based in Southwest Harbor.

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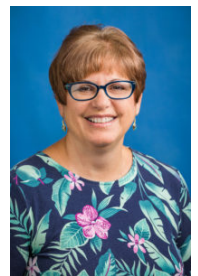
# Anna Moorman and Jo-Ann Neal Recognized for 2023 Sales



Anna  
Moorman

[Anna Moorman](#) and [Jo-Ann Neal](#) have been recognized with a bronze level award for Medicare sales in 2023 by Anthem, one of the largest health insurance carriers in Maine.

Moorman and Neal are two of three agents at Allen Insurance and Financial who specialize in the complex market of Medicare insurance, working with a number of insurance carriers to give customers a range of choices to



Jo - Ann  
Neal

suit their needs.

This is the ninth consecutive year that Moorman has received an award from Anthem for Medicare sales; she has consistently ranked as one of the Anthem's top sales leaders in Maine. This is Neal's first sales award from Anthem.

The Allen team, comprised of Moorman, Neal and [Lee Cabana](#), has a goal of simplifying the process of enrolling in a Medicare plan, by providing dedicated, one-on-one attention to their customers, assessing each person's needs and finding options that will align with their budget and healthcare goals.

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## **Jaime Hannan Earns Certified Professional Insurance Agent Designation**



[Jaime Hannan, ACSR](#), a member of the personal insurance team at Allen Insurance and Financial, has earned the Certified Professional Insurance Agent designation from the American

Insurance Marketing and Sales Society.

The CPIA designation emphasizes critical skills in insurance underwriting, coverages marketing and client services.

Hannan holds an Accredited Customer Service representative (ACSR) designation. A personal insurance assistant based in Rockland, she joined Allen in 2017.

“All of us here at Allen are incredibly proud of Jaime’s professionalism and commitment to both customers and community,” said Scott Carlson, personal insurance director at Allen Insurance and Financial.

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## **Bonnie Lewis Earns ACSR Designation**



Bonnie  
Lewis

Bonnie Lewis, a member of the business insurance team at Allen Insurance and Financial, recently achieved the designation of Accredited Customer Service Representative in Commercial Lines from the Independent Insurance Agents & Brokers of America.



The ACSR program is a nationally recognized designation that provides participants with a strong insurance foundation, customer service skills and the technical knowledge necessary to succeed in today's agency environment.

A 30-year insurance industry veteran, Lewis joined Allen in 2012. She works with businesses and individuals across the Mt. Desert Island region from the company's office on Main Street in Southwest Harbor.

Independent Insurance Agents & Brokers of America is the nation's oldest and largest national association of independent insurance agents & brokers with more than 300,000 members. Online: [independentagent.com](http://independentagent.com).

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## **Martha Wentworth Tapped to Work with Maine Bureau of Insurance's Continuing Education Advisory Board**

[Martha Wentworth](#), CIC, CRM, CPRM, business insurance producer in Allen's Waterville office, has been asked to work with the Maine Bureau of Insurance's Continuing Education Advisory Board, where she joins [Sally Miles](#), Operations Director at Allen, as part of the group shaping the professional development of insurance agents in Maine. To have two members of our team serve on this body is recognition of both their personal experience and skillsets, as well as the regard the agency is held in by peers,

carriers, and regulators alike. Their contributions will undoubtedly make a significant impact, benefiting not only the committee but also all our insurance industry colleagues across Maine.

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# **Leann Cailler and Joella Rossignol of Allen Insurance and Financial Earn Safeco Insurance® Award of Distinction**

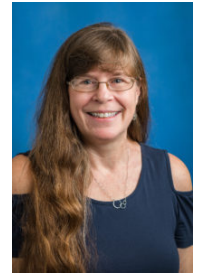


Leann  
Cailler,  
ACSR, CPIA

[Leann Cailler](#) and [Joella Rossignol](#), personal insurance account executives with Allen Insurance and Financial, have earned the Safeco Insurance Award of Distinction for 2023.

This recognition is achieved only by a select group of agents across the country who sell Safeco Insurance. Winners represent

a select group of the highest-performing Safeco agents in the country – less than 1% of producers nationwide win each year.



Joella  
Rossignol,  
CIC

The Safeco Award of Distinction honors outstanding agents who have developed a solid partnership with Safeco. Only 150 agents nationwide earn this award.

Cailler has been with Allen Insurance and Financial since 2007. She holds both the Accredited Customer Service representative (ACSR) and Certified Professional Insurance Agent (CPIA) designations. Cailler is based at Allen's Rockland location.

Rossignol has been with Allen since 1999. She holds the Certified Insurance Counselor (CIC) designation and is based at Allen's Belfast location.

Allen Insurance and Financial is a multi-year President's Award and Premier Partner agency, recognition given only to the best independent insurance agencies that sell Safeco. Safeco is a Liberty Mutual Insurance company.