

Allen Insurance and Financial Appointed to The Hanover's President's Club

The Hanover Insurance Group, a leading provider of property and casualty insurance products and services nationwide, recently honored Allen Insurance and Financial with an appointment to its President's Club, an elite group of independent insurance agencies from across the country.

President's Club agencies meet the highest level of standards with regard to the agency's ability to deliver value to customers through strong insurance expertise and responsive service.

The Hanover partners with only 2,200 out of a total of 35,000 total independent agents in the country. Across The Hanover's agents, an elite group of only 125 are honored in its President's Club each year as the company's top performers.

"The Hanover has always partnered with the best independent agents in the country who provide real value and outstanding service for their customers," said Frederick H. Eppinger, president and chief executive officer of The Hanover. "Allen Insurance and Financial exemplifies what it means to be a truly professional independent agent, providing expert insurance advice, dedicated service and a broad range of products to meet the needs of its customers."



Mike Dufour.

The agency will be formally recognized for its President's Club achievement at a national business conference sponsored by The

Hanover.

“We are proud to have earned the honor of The Hanover’s President’s Club,” said Michael Dufour, executive vice president at Allen Insurance and Financial. This achievement is a reflection of the successful partnership we have developed with The Hanover, through which we offer specialized and innovative insurance products to meet our customers’ unique needs. We are very pleased that The Hanover has recognized our team for its excellent work and dedication on behalf of our customers.”

We are A Best Place to Work in Maine

Allen Insurance and Financial was recently named one of the 2014 Best Places to Work in Maine. This is the third consecutive year Allen has earned this distinction.

The awards program was created in 2006 and is a project of the Society for Human Resource Management (SHRM) – Maine State Council and Best Companies Group. Partners endorsing the program include: Mainebiz, the Maine State Chamber of Commerce and Maine HR Convention.

This statewide survey and awards program was designed to identify, recognize and honor the best places of employment in Maine, benefiting the state’s economy, its workforce and businesses. The 2014 Best Places to Work in Maine list is made up of 70 companies in three size categories: small (15-49 U.S. employees), medium (50-249 U.S. employees) and large (250+ U.S. employees).

Allen’s 70 employees puts us in the medium category. [Here is a](#)

[link to the complete list.](#)

To be considered for participation, companies had to fulfill the following eligibility requirements:

- Have at least 15 employees working in Maine;
- Be a for-profit or not-for-profit business or government entity;
- Be a publicly or privately held business;
- Have a facility in the state of Maine
- Must be in business a minimum of 1 year.

Companies from across the state entered the two-part process to determine the ***Best Places to Work in Maine***. The first part consisted of evaluating each nominated company's workplace policies, practices, and demographics. This part of the process was worth approximately 25% of the total evaluation.

The second part consisted of an employee survey to measure the employee experience. This part of the process was worth approximately 75% of the total evaluation. The combined scores determined the top companies and the final rankings.

Best Companies Group managed the overall registration and survey process in Maine and also analyzed the data and used their expertise to determine the final rankings.

Allen Insurance and Financial and the other companies on the list will be recognized and honored at the Best Places to Work in Maine awards ceremony on Oct. 8 and will be profiled in a special publication by Mainebiz. The final rankings will be announced at the event.

For more information on the Best Places to Work in Maine program, visit BestPlacestoWorkinME.com

Joella Rossignol Earns Safeco Insurance® Award of Excellence for Superior Underwriting Skill



Joella Rossignol

Joella Rossignol has earned the Safeco Insurance Award of Excellence, an honor recognizing superior underwriting skill that is achieved by a select group of agents across the country who sell Safeco Insurance.

“Joella is dedicated to providing the protection our clients need at the right price,” said Mike Pierce, president of Allen Insurance and Financial. “Safeco shares that same dedication, and we are thrilled to be recognized as one of the company’s top agent partners.”

Joella has now earned the Award of Excellence four times. The award honors outstanding agents who have developed a solid underwriting relationship with Safeco and whose agencies have qualified for the Safeco Insurance Premier Partner Award, the company’s top recognition program.

“Outstanding underwriting and strong partnerships benefit everyone in the industry – carriers, agents and customers,” said Debbie Akers, vice president for Safeco’s underwriting field operations. “That’s why Safeco Insurance is proud to honor these top agents with the Award of Excellence, the most prestigious underwriting recognition our independent agent partners can achieve.”

Joella is based in the company’s office at 156 High Street in

Belfast. She joined Allen Insurance and Financial in 1999. [Read her bio on our website.](#)

In business since 1923 and based in Boston, Mass., **Safeco Insurance** sells personal automobile, homeowners and specialty products through a network of more than 10,000 independent insurance agencies throughout the United States. Safeco is a Liberty Mutual Insurance company.

Boston-based Liberty Mutual Insurance is a diversified global insurer and the third largest property and casualty insurer in the U.S. based on 2012 direct premiums written as reported by the National Association of Insurance Commissioners. Liberty Mutual Insurance also ranks 81st on the Fortune 100 list of largest U.S. corporations, based on 2012 revenue.

For more information about Safeco Insurance, go to <http://www.safeco.com/>

J. Michael Pierce Recognized as a Top Financial Advisor by Commonwealth Financial Network



J. Michael Pierce

J. Michael Pierce, an independent financial advisor affiliated with Commonwealth Financial Network® and president of Allen Insurance and Financial, was recently named to Commonwealth's President's Club. This distinction recognizes successful financial advisors, based on a ranking of annual production

among Commonwealth's network of 1,400 financial advisors.

"We are pleased to award Mike with this impressive recognition," said Wayne Bloom, CEO of Commonwealth, the nation's largest, privately held independent broker. "He is among the most respected financial advisors in our industry and is a trusted partner to the clients he serves. Achieving President's Club status is a testament to his commitment to outstanding customer service and relentless worth ethic."

About Allen Insurance and Financial

Allen Insurance and Financial is an employee-owned insurance, employee benefits, and financial services company with offices in Camden, Rockland and Southwest Harbor. Call 800-439-4311. Located at 31 Chestnut St., Camden, the advisors of Allen Insurance and Financial pride themselves on crafting unique strategies for each client. For more information, please visit www.allenfg.com. Securities and Advisory Services offered through Commonwealth Financial Network®, Member FINRA, SIPC, a Registered Investment Adviser. Fixed insurance products and services offered by Allen Insurance and Financial are separate and unrelated to Commonwealth.

About Commonwealth Financial Network

Founded in 1979, Commonwealth Financial Network, member FINRA/SIPC, and a registered investment adviser, is the nation's largest, privately held independent broker/dealer, with headquarters in Waltham, Mass., and San Diego, Calif. The firm supports more than 1,400 independent registered representatives nationwide and makes available a comprehensive array of financial products and services. For more information, please visit <http://www.commonwealth.com>.

Award of Excellence for Joella Rossignol

For the second consecutive year, Joella Rossignol, a personal insurance specialist at Allen Insurance and Financial has been honored with the Award of Excellence for her superior underwriting skills and long-term commitment to Safeco® Insurance, member of Liberty Mutual Group.

In 2011, this award was given to only two personal insurance specialists in Maine.

“Joella understands, with extraordinary attention to detail, both the needs of her clients and the needs of the insurance company she is working with,” said Joanne Van Vactor, senior personal insurance underwriter at Safeco. “This award is a recognition of extraordinary skills.”



Joella Rossignol, personal insurance specialist, Allen Insurance and Financial and Stephanie Davis, right, territory manager for Safeco Insurance.

The Award of Excellence celebrates those individuals with superior underwriting skills who have developed a solid underwriting partnership with Safeco and have qualified for membership in

Safeco's H.K. Dent Society, the company's elite agency recognition program. Agents who earn this prestigious designation will have the ability to make selected underwriting decisions, attend an awards ceremony and receive a recognition gift.

Rossignol joined Allen Insurance and Financial in 1999. A native of Island Falls, she grew up in Belfast and now lives in Monroe. She is a Certified Insurance Counselor (CIC), a designation showing commitment to continuing education in her field.

About Safeco

In business since 1923 and based in Seattle, Washington, Safeco sells insurance to drivers and homeowners through a network of independent agents and brokers in eight regions throughout the United States.

Safeco is part of Liberty Mutual Agency Markets, a business unit of Liberty Mutual Group, consisting of property and casualty and specialty insurance carriers that distribute their products and services primarily through independent agents and brokers.

Allen Insurance and Financial is a Safeco President's Award Winner

Allen Insurance and Financial has been honored with the President's Award for its superior performance by Peerless Insurance and Safeco Insurance, members of the Liberty Mutual

Group.

Allen Insurance and Financial was recognized for achieving exceptional results in 2010, including account growth and loss ratio targets, as well as for its exemplary service to Peerless and Safeco customers.

Allen Insurance and Financial is one among an elite group of agencies nationwide to be so recognized and has been named a President's Award winner 18 times.

Officials from both Safeco and Peerless, representing the commercial and personal segments of the Liberty Mutual Group, visited the Allen Insurance and Financial offices recently to thank the company's 70+ employees for their hard work, dedication and professionalism.

In addition to the company award, Allen Insurance and Financial's Joella Rossignol, a personal insurance specialist, has been recognized by Safeco for her individual efforts on behalf of Safeco Insurance customers. As a member of Safeco's H.K. Dent Society, Rossignol is among the top 10 percent of all Safeco agency.

Linda St Clair achieves CPCU designation



Linda St Clair, an Allen Insurance and Financial business insurance specialist, was recently awarded the designation of

Chartered Property Casualty Underwriter, one of the most prestigious designations in the insurance industry and held by less than 5 percent of insurance professionals.

The CPCU designation is conferred by The Institutes, founded in 1942. Insurance professionals who earn the CPCU designation must pass eight rigorous undergraduate- and graduate-level examinations, meet experience requirements, and agree to be bound by a strict code of professional ethics.

St. Clair, of South Thomaston, joined Allen Insurance and Financial in 2003. She serves business clients from the company's Camden office. When she's not at work, St Clair enjoys traveling, camping or spending time with her grandchildren.

Linda can be reached at 236-4311 or by email: [lstclair\(at\)allenif.com](mailto:lstclair@allenif.com)

**Tom Chester now a CERTIFIED
FINANCIAL PLANNER™
Professional**



Thomas C.
Chester, CFP®,
AIF®, CPFA®

Thomas C. Chester, financial advisor at Allen Insurance and Financial, has achieved the designation of CERTIFIED FINANCIAL PLANNER™ Professional.

The CFP® designation has become the most recognized in the financial planning community. Requirements include meeting stringent education and experience standards and a rigorous 10-hour exam. Chester joins his colleague Michael Pierce as the second CFP® on the Allen Insurance and Financial staff.

Chester, of Lincolnville, graduated from the University of Massachusetts-Lowell with a bachelor of science in business administration and a concentration in marketing. Before joining the Allen Insurance and Financial, he was a financial advisor at Bancnorth Investment Planning's local office. His previous work experience includes Eaton Vance Wealth Management in Boston.

He has expertise in the fields of life and health insurance and is an Investment Adviser Representative of Commonwealth Financial Network, a Registered Investment Adviser.

He is a past officer at the Camden-Rockport-Lincolnville Chamber

of Commerce, past president of the West Bay Rotary Club and a past trustee for the Watershed Community School.

Sherree Craig Recognized by International Society of Certified Employee Benefit Specialists

✘ Sherree L. Craig, CEBS

Sherree L. Craig, CEBS, Insured Benefits Manager at Allen Insurance and Financial, has been awarded Fellowship standing in the International Society of Certified Employee Benefit Specialists for a two-year period.

Craig earned this distinction by successfully completing a national employee benefits continuing education exam developed by the Wharton School of the University of Pennsylvania.

The International Society of Certified Employee Benefit Specialists is an educational association dedicated to serving the professional development needs of those holding the Certified Employee Benefit Specialist designation. Craig earned her CEBS designation in 2004.

Craig is also a board member of the Maine Association of Health Underwriters and Rockland Rotary. Call Sherree at 230-5840.

Joella Rossignol Honored with Award of Excellence by Safeco® Insurance

Joella Rossignol of Allen Insurance and Financial has been honored with the Award of Excellence for her superior underwriting skills and long-term commitment to Safeco® Insurance, member of Liberty Mutual Group.

“This is a very personal award designed to recognize the most committed, loyal agents,” said Gil Fifield, president of Allen Insurance and Financial. “It is given to someone who understands, with extraordinary attention to detail, both the needs of her clients and the needs of the insurance company she is working with. This award recognizes expertise, trust and respect. Joella has all of these qualities and she richly deserves this award.”

The Award of Excellence celebrates those individuals with superior underwriting skills who have developed a solid underwriting partnership with Safeco and have qualified for membership in Safeco’s H.K. Dent Society, the company’s elite agency recognition program. Agents who earn this prestigious designation will have the ability to make selected underwriting decisions, attend an awards ceremony and receive a recognition gift.

“Underwriting – assessing an insurance risk and then determining

the right amount of premium to charge – can be challenging. You want to make sure individuals and families are properly insured at a fair price,” said Rob Jacobson, Safeco personal lines zone underwriting manager. “The Award of Excellence is a wonderful way to recognize great agencies that help us hit the mark every time for our customers.”

Rossignol joined Allen Insurance and Financial in 1999. A native of Island Falls, she grew up in Belfast and now lives in Monroe. She is a Certified Insurance Counselor (CIC), a designation showing commitment to continuing education in her field. She works in the company’s personal insurance division.

About Safeco

In business since 1923 and based in Seattle, Washington, Safeco sells insurance to drivers and homeowners through a network of independent agents and brokers in eight regions throughout the United States.

Safeco is part of Liberty Mutual Agency Markets, a business unit of Liberty Mutual Group, consisting of property and casualty and specialty insurance carriers that distribute their products and services primarily through independent agents and brokers. Liberty Mutual Group ranks 71st on the Fortune 500 list of the largest U.S. corporations based on 2009 revenues.