

Recognition from Safeco for Excellent Performance



Stephanie Davis of Safeco Insurance and Tom Nanof of Peerless Insurance, visited Allen Insurance and Financial's Camden office recently to congratulate the company on being named a President's Award winner and member of the Safeco Premier Partner program. With them, at left, is Allen Insurance and Financial Executive Vice President Michael Dufour.

Allen Insurance and Financial has earned two top honors from Safeco Insurance® – the distinguished President's Award and membership in the Premier Partner program.

Approximately 200 agencies that sell Safeco Insurance in the United States earn the President's Award each year, which celebrates their success with Safeco. The Premier Partner distinction recognizes excellent performance as well, providing agencies with access to special programs designed to help grow

their business while maintaining high standards of service for customers.

“President’s Award and Premier Partner agencies are among the best independent insurance agencies that sell Safeco,” said Matt Nickerson, president of Safeco Insurance. “These awards celebrate the hard work, dedication and success of Allen Insurance and Financial as a loyal Safeco partner who works with us to be there when customers need us most.”

Lindsey Eaton Joins Our Camden Office Staff



Lindsey
Eaton

Lindsey Eaton of Hope has joined Allen Insurance and Financial as a scanning associate in the company’s Camden office.

A Camden native and graduate of Camden Hills Regional High School, Lindsey is new to the insurance industry and is studying for her Maine property & casualty license as part of the Allen Insurance and Financial in-house education program.

As a scanning associate, Lindsey plays a key role in Allen’s paperless office system. She also supports members of the administrative staff and reception in the Camden office.

“I enjoy the variety of tasks my job requires,” she said. “And I enjoy being part of the front desk team. I am people-person – I love interaction with others.”

Outside of work, Lindsey enjoys spending time with her young daughter, family and friends.

Anna Moorman Licensed for Life and Health Insurance

Anna Moorman, Voluntary Benefits Account Manager at Allen Insurance and Financial, has obtained her license to sell life and health insurance in the state of Maine.



Anna
Moorman

Moorman, a native of Thomaston, joined the company's Voluntary Benefits team in October 2012.

"Allen Insurance and Financial has such a rich history and serves as a mainstay in our community," said Moorman. "Being a member of the AIF team is like being a part of a huge family – and I have been welcomed with support unlike anything I've experienced in my career."

Moorman is a graduate of Georges Valley High School and the University of Southern Maine (magna cum laude). She holds a Master Certificate in Project Management from the University of New England.

"I love helping people and solving problems," she said. "In my role as an account manager I will have many opportunities to help our clients through difficult times, which is what they count on us for."

Moorman lives in her hometown with her husband Ken and their son Carter. Outside of work, she enjoys spending time with friends and family. Most Sundays you will find her in the kitchen, cooking – her favorite hobby.

Mallory Follett Presents to Camden Club About Her Rotary Leadership Experience

Earlier this week Mallory Follett, a commercial insurance processor in our Camden office, gave a presentation to the Camden Rotary Club about her experience with the Rotary Young Leadership Awards program. Says Mallory: “I was very nervous at first, but once I looked up and saw some familiar, and all smiling faces, my nerves were calmed. I felt pretty good about my presentation after all was said and done.”



“RYLA means something different for everyone. For me, RYLA was

an eye opening experience that got me out of my comfort zone, and thinking about my role not only in the community, but the world.

“I admit, I was apprehensive at first, but once I arrived and saw all the smiling faces, I knew it would be an unforgettable weekend.

“RYLA helps you to discover your true potential and develop the skills needed to be a positive and effective leader in your community, career, and everyday life.

“Through RYLA I developed stronger teambuilding and leadership skills, as well as self esteem and self confidence.

“I learned that if you establish a goal and take steps towards accomplishing that goal, anything is possible. I also learned that being a leader includes being a follower, a listener, a volunteer, even a friend. I know that I would not be the person and leader I am today if it had not been for my experience at RYLA.

“I can honestly say that I learned more in one weekend at RYLA than I ever expected. I encourage people to become more familiar with RYLA and what it really is. In a world of clichés, we hear the phrase “life-changing experience” far too often, but RYLA really is.”

Welcoming Cale Pickford



Cale
Pickford

Cale Pickford has joined Allen Insurance and Financial as a personal and commercial insurance specialist. He will be based in the company's Camden office.

Previously he held a similar position with Atlantic Insurance and Benefits in Belfast.

Cale is a graduate of Mt. View High School in Thorndike and of Hamilton College in Clinton, N.Y. Prior to his insurance industry experience, Pickford worked in the securities industry in New York City and in advertising and sales in both New York and St. Thomas, USVI.

Cale and his wife Marisa decided to raise their family in Midcoast Maine, where he grew up. They live in Lincolnville with their two young children.

He is active with area youth sports and the Belfast Area Chamber of Commerce and he is a member of the board of directors at Peopleplace Cooperative Preschool in Rockport.

Dan Bookham Passes Maine P&C License Exam



Dan Bookham

Allen Insurance and Financial is pleased to announce that Dan Bookham, commercial insurance producer, has obtained his license to sell property and casualty insurance in the state of Maine.

Bookham joined the company in September 2012 after three years as executive director of the Penobscot Bay Regional Chamber of Commerce. He participated in the company's in-house education program, which is available to all employees and took and passed the licensing exam on Dec. 7.

"I credit Allen's in-house training program," said Bookham. "It's heartening to know that I work for a company that invests the same level of care and attention in its employees that it does in its clients."

Dan can be reached at 236-411 or at [dbookham\(at\)allenif.com](mailto:dbookham@allenif.com)

Dan Bookham Joins Allen Insurance and Financial



Dan Bookham

Dan Bookham of Rockland has joined Allen Insurance and Financial's business insurance department. He will be based in the company's Camden office.

Born, raised, and educated in Britain, Bookham moved to Maine in 1995 and has spent his working career in the Pine Tree State, living or working in Bar Harbor, Camden, Belfast and Rockland.

Bookham was the executive director of the Penobscot Bay Regional Chamber of Commerce January 2009 to September 2012.

“For all of his business career, Dan has developed a special expertise in a wide range of areas. His skill in building collaborative relationships and in small business development will allow him to serve our business clients well,” said Michael Pierce, Allen Insurance and Financial president. “We are glad to welcome him aboard.”

In the community, Bookham serves on the boards of the Penobscot Bay YMCA, Lifeflight of Maine Foundation, United Mid-Coast Charities, the Camden Windjammer Festival and the Penobscot Bay Rendezvous Power & Sail Regatta; as a Coastal Mountains Land Trust Fundraising Pathfinder; as a member of the Advisory Board of the Camden Conference; on the Dragon Cement Community Advisory Panel, Pen Bay Health Care Strategic Planning Committee, as a Pen Bay Healthcare Ambassador, and as a member of America’s Edge (a nationwide organization advocating for investment in early childhood development and education).

Bookham holds a BA (Honours) degree in Modern History from the University of North London, England and is a graduate of the inaugural MidcoastLeadershipAcademy class (2006-7) at the University of Maine Hutchinson Center.

In 2010 Bookham was the first serving executive director of the chamber to be recognized with its community service award, and in 2011 was named the Maine Chamber Executive of the Year and was awarded the University of Maine Midcoast Leadership Academy Jim Patterson Award for outstanding performance by an MLA graduate.

At Allen Insurance and Financial, Bookham is participating in the company’s education program as he studies for the Maine licensing exam for property & casualty insurance.

When not working, Bookham, his wife Jessie, daughter Scout and their two rambunctious dogs enjoy making the most of all the

cultural and outdoor activities the Midcoast has to offer.

Mallory Follett Passes Maine P&C License Exam




Allen Insurance and Financial is pleased to announce that Mallory Follett of Owls Head has obtained her license to sell property and casualty insurance in the state of Maine. She studied for the state exam through Allen's in-house education program.

A graduate of Rockland District High School, Follett joined the company in 2011 as a scanning technician and has since been named commercial insurance processor.

The Allen Insurance and Financial education program allows the company's 70 employees to keep up with the always-changing insurance industry and to advance their careers through training and education.

The Allen education program is run by Gene McKeever in the company's Camden office. Staff attend classes on company time as they prepare for their exams. Since the state also requires 24 hours of continuing education over every two-year period for those in the insurance business, Allen Insurance and Financial also offers those classes for their employees.

Joella Rossignol Honored by Safeco Insurance

For the third 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.

This award was given to only three personal insurance specialists in Maine.

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.

Chris Richmond Advising The Landing School on Marine Systems



Chris
Richmond

Christopher Richmond of Camden, a member of the Marine System Program Advisory Committee at The Landing School, recently attended the school's annual meeting.

Richmond, a former schooner captain, is a commercial insurance producer at Allen Insurance and Financial, specializing in the marine industry.

The Landing School, based in Arundel educates men and women for careers in the marine industry as practical designers, builders and systems technicians who work professionally on today's vessels, adapt to the industry's evolving technology and appreciate the traditions of the past.

Chris Richmond can be reached at crichmond@allenif.com