

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

Meet Christian Pieri, Our Summer Intern

Christian Pieri of Camden, a senior at the University of Maine in Orono, is the summer intern at Allen Insurance and Financial.

✖ Christian, 22, is a 2008 graduate of Camden Hills Regional High School where he played basketball, baseball and lacrosse. Christian applied to the Allen Insurance and Financial internship program after attending a job fair in Orono, where he met a representative from Presque Isle-based MMG Insurance, one of Allen's business partners and decided he wanted to learn more about the role of insurance in finance, his area of study at UMO.

This summer, Christian will spend time learning all aspects of Allen Insurance and Financial's business, including personal, business and health insurance and financial and retirement planning.

"I believe the best way to learn is through experience, and I'm hoping my time here will be educational and rewarding," said Christian. "I find insurance intriguing. I'm looking forward to learning how the professionalism and communication skills of employees at Allen Insurance and Financial affect the business they do every day."

Christian's father is finance director at the Penobscot Bay YMCA

in Rockport. His mother Lauren is a physician assistant. His younger brother Keegan just completed his freshman year at Bowdoin College in Brunswick. His sister Moira is a sophomore at Camden Hills.

Christian plans to graduate from UMO in December and work for a few years before pursuing a master's degree in business administration.

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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>.

Welcoming Bonnie Lewis

Bonnie Lewis of Southwest Harbor has joined L.S. Robinson Co. as a commercial insurance account manager.



Bonnie

Lewis

Bonnie has a dozen years of insurance experience and enjoys working with the customers in and around her hometown of Southwest Harbor. She is a graduate of Mt. Desert Island High School and attended the University of Maine. She and her husband own Mount Desert Granite and Brick in Bar Harbor.

Outside of work, Bonnie enjoys hiking and boating. She and her husband have three daughters and one granddaughter.

Call Bonnie Lewis at 244-7246 or email her at blewis@LSRIns.com.

Since 1932, L.S. Robinson Co. has served the insurance needs of the people of Mt. Desert Island from offices on Main Street in Southwest Harbor. L.S. Robinson is employee-owned and a division of the Allen Insurance and Financial, the insurance, employee benefits, and financial services company with additional offices in Camden and Rockland.

Chris Richmond Joins Allen Insurance and Financial



Chris
Richmond

Chris Richmond of Camden has joined Allen Insurance and Financial as a commercial insurance producer.

A former schooner captain who worked previously along the eastern seaboard, Chris participated in Allen Insurance and

Financial's in-house education program and after passing the state exam, has received his property & casualty insurance license.

He will be working with business of all types but will be focusing on the marine industry, a specialty at Allen Insurance and Financial. Chris is a native of Harvard, Mass., and a graduate of The American University in Washington, D.C. and The Landing School of Boat Building and Design.

"Chris's extensive knowledge of the special needs of captains and their vessels puts him in a position to meet the needs of the industry especially well," said J. Michael Pierce, president of Allen Insurance and Financial. "We are pleased to welcome him aboard."

Chris and his wife have three young children. When not at work, he enjoys spending time with his family and working around the farm.

Brian Beaulieu Joins Allen Insurance and Financial

✖ Brian Beaulieu of Searsport has joined Allen Insurance and Financial, based in the company's offices on Chestnut Street.

A financial advisor and a Chartered Financial Consultant®, Brian is a native of Brewer and a graduate of the University of Maine in Orono with a dozen years experience in the financial services industry.

He has worked in Florida as Director of Wealth Management for Riverside Bank of the Gulf Coast and in Maine as a financial consultant for Union Trust and as statewide Manager of Financial Services for Prudential Financial.

Joining Allen Insurance and Financial is a kind of coming home for Brian. In 1990 his father Gary was the company's first financial advisor and played a key role in establishing financial services as an integral part of the company. Gary Beaulieu retired in 2003.

Brian is a member of the Belfast Rotary Club. Outside of work, he enjoys hunting, fishing, hiking, playing and coaching soccer. Brian and his wife Dawn have four children.

"I enjoy working with people and helping them solve financial concerns," he said. "I feel my work is very meaningful and important. It allows me to be a part of my community and brings a new challenge every day."

Brian can be reached at 230-5846 or by email at bbeaulieu@allenfg.com

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