



Tom Buss

Field Manager
Northern Wisconsin

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Biography

Tom Buss began his insurance career in 1983 with Gordon Cowles Insurance Agency, Inc. in Wittenberg, Wisconsin as a producer in the Tigerton, Wisconsin office. Tom was responsible for the sales and service for all lines of insurance including personal lines, commercial lines, farm lines, life and health. The agency realized a substantial growth in the five years Tom was with the agency.

In 1988, Tom accepted a claims position with Secura Insurance in Appleton, Wisconsin and was a multi-lines Claim Adjuster. He handled both correspondence claims in the office and outside claims in the field. After three years as a Claim Adjuster, Tom moved to the Underwriting Department as a Personal Lines Underwriter. He was assigned the northwestern Wisconsin territory and ran a profitable territory for six years. In that time, he was promoted to Senior Personal Lines Underwriter. He was then transferred to a central Michigan territory and was in that territory until 1998, when he was transferred to the Reunderwriting Department.

In March of 1999, Tom accepted a position with GRE Insurance as the Wisconsin Marketing Representative for their nonstandard automobile insurance company.

In June of 1999, Tom accepted a Field Manager position with Pekin Insurance for the northern Wisconsin territory. In this position, he assists agents in the sales and marketing of property/casualty and life products, and recruits new agents for Pekin Insurance. The northern Wisconsin territory was a newly created territory and it has experienced substantial growth since Tom has been in the territory.

Through continuing education, Tom has obtained his Certificate in General Insurance, Associate in Claims designation, Associate in Insurance Services designation and in 1998 completed his CPCU designation. Tom was named "Field Manager of the Year" for Pekin Insurance in 2000.

Outside of insurance, Tom enjoys spending time with his family, golfing, hunting, and following the Green Bay Packers.