



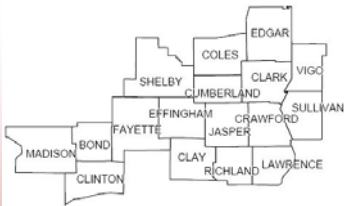
Sean McGinnis

Field Manager
Champaign-Southern

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Biography

Sean is a graduate of Illinois State University where he obtained his degree in Communications/Public Relations. He brings many years experience in the insurance industry working as both an agent and home office employee. Sean is a Certified Insurance Counselor (CIC), Chartered Property Casualty Underwriter (CPCU), and is presently working towards the completion of his Chartered Life Underwriting degree (CLU).

Sean began his career as a Marketing Representative for Northland Insurance Companies based out of St. Paul, MN. He was instrumental in the start up of Mendota and Mendakota Insurance Companies, a division of Northland Insurance. In 1994, Sean was appointed to the Board of Directors for Mendakota Insurance Company and was later given the responsibility for profit and production of all agents located in Illinois, Indiana, and Southern Wisconsin.

In September of 1997, Sean joined American Family Insurance Companies as an agency owner operating out of Pekin, Illinois. As a consistent top producer in his territory, Sean was recognized many times for his outstanding production in the areas of Life, Health, and Personal Lines production and profit.

In April of 2001, Sean accepted the position of Training Specialist with Pekin Insurance and was quickly promoted to Assistant Training Manager. He was responsible for developing and implementing focused sales training programs for Pekin Insurance agents. During this time, Sean engineered the Life Boot Camp program aimed at assisting agency owners in attracting and maintaining Life producers in an independent agency system. This intense mentorship program is still offered by Pekin Insurance and has helped many agencies find a way to make Life sales an important part of their operational income. Sean was later promoted to position of Field Manager servicing agents from Terre Haute, Indiana to Alton, Illinois. In 2005, Sean was named "Field Manager of the Year" for Pekin Insurance Companies.

Sean presently resides in Taylorville, Illinois. When not working he enjoys hunting, fishing and spending time with his family.