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## Biography



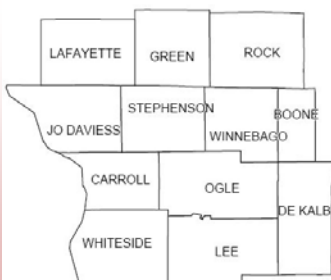
**Jack Newman**

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Rockford

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In 1979, Jack Newman began his career with Pekin Insurance Company in the Credit Life Department. Previously employed in the finance and auto industries, Jack was well prepared for this sales marketing position.

In 1980, Jack transferred to the Sales Department where he took over the management of the agency force in northern Illinois out of Rockford, Illinois. Since that time, the geographical description of the territory has changed but the growth of the territory has been consistent, growing from \$4,000,000 in property/casualty premium in the 80's to nearly \$28,000,000 in 2004. During the last 25 years, the territory loss ratio has never been higher than 67% and has averaged a profitable 54.8% loss ratio.

In addition to the territory's property and casualty growth and consistent loss ratio, Jack has encouraged life sales and has consistently been in the company's top three producing territories with a one time string of top sales for 12 consecutive years.

Jack has taken numerous industry education classes, earning designations for CIC and LUTCF.

Jack was presented the Pekin Insurance "Field Manager of the Year" Award in 1998 and 1999.

When not working, Jack enjoys fishing and gardening. He also has taught fitness classes for the YMCA of Rock River Valley for the last 20 years.