



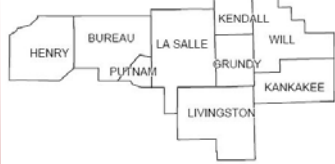
Larry Speed

Field Manager
Rockford - Southern

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Biography

Larry began his insurance career with Grinnell Mutual Reinsurance Company as a Liability Claims Representative after graduation from the University of Northern Iowa in 1972.

In March of 1974, Larry was hired by Pekin Insurance Company as a Sales Trainee. He trained in the Home Office in Pekin, Illinois for nearly a year. When a territory opened up in north central Illinois in 1975, he was promoted to a Sales Representative for that territory. Starting with 31 agents and a property/casualty volume of \$2.5 million, the territory has grown to 70 agencies with 81 locations, with \$28 million property/casualty volume and \$358,000 in annualized paid life premium.

In the early 1980's, Larry was promoted to Field Manager, a position he still retains. Larry earned his LUTCF designation in 1988, CPCU designation in 1989, and CIC designation in 1992. Along with these designations, he has attended numerous sales and industry seminars and courses in public speaking from Dale Carnegie.

Larry is past President of the Illinois Valley Association of Investment and Financial Advisors and still retains a position as National Chairman and Board Member. Larry also holds membership in the Society of CPCU, Society of CIC, and the Illinois 1752 Club.

Larry's outside interests include golf, scuba, and snow skiing.