



Jim Tram

Field Manager
DuPage/Cook

4355 Weaver Parkway
Suite 300
Warrenville, IL 60555

Phone: 630-836-0426
Fax: 630-836-0488

jtram@pekininsurance.com



Biography

Jim began his insurance career in 1980 with The Westfield Companies, in Westfield Center, Ohio. After completing six months of classroom training, Jim spent the next 3 years underwriting personal and commercial lines.

In January of 1984, Jim was promoted to Marketing Manager. Jim and his family moved to Aurora, Illinois where Jim assumed the responsibilities for the Northern Illinois territory. Jim was responsible for quoting and engineering all commercial risks submitted by his agency force. In 1985, Jim was promoted to Senior Marketing Manager. From 1984 through 1986, production for the territory more than doubled.

In May of 1988, Jim was hired to manage Lake, Cook, and DuPage Counties, in Illinois for Pekin Insurance Company. In 1996, the territory had grown enough to warrant separating Lake County and forming a new territory.

In 1993, Jim developed a contractors rating guide, for use by his agents, to quote contractors in a quick and accurate fashion. After a short time the company published this guide and has used the guide, company wide, in paper form. Recently, this guide was replicated and put on the Pekin Insurance website for on-line quoting.

Jim attained his CPCU designation in 1993. Jim has also completed six parts of CLU and taken several Dale Carnegie courses in public speaking. In 2004, Jim developed a basic life seminar that was approved for 5 hours of continuing education credits for the state of Illinois. Jim received the Pekin Insurance "Field Manager of the Year" in 1993 and 2004.

Outside of insurance Jim enjoys golf and officiating soccer with his two youngest children.