



J. Mark Williams

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Biography

J. Mark began his insurance career in 1980 with Country Companies Insurance in McLeansboro, Illinois. He worked as an agent until 1989 in McLeansboro during which he won 6 All American and 6 All Stars. He was promoted to Agency Manager in 1989 in Franklin County, Illinois. In 1993, J. Mark was then promoted to Agency Manager in Williamson and Johnson counties. He was then reassigned to Williamson and Jackson counties in 1995 where he remained until 1997. At that time, due to corporate realignment, he chose to work as an agent in Eldorado until 1999.

J. Mark worked as an independent after leaving Country Companies, concentrating on pension plans and life insurance. He was offered the Sales Manager position at Taylor Motor Co. in Benton, Illinois in 2000. The dealership was sold unexpectedly in 2001. J. Mark was then offered the General Sales Manager position at Jim Hayes, Inc., in Harrisburg, Illinois.

In October 2001, he was offered the Agency Director position with Met Life Financial Services where he remained until January 2003. He rejoined Taylor Motor Co. at that time and managed and opened a new location in their Used Car operation.

J. Mark joined CIMS, which is the General Agency of Wellpoint in 2004. He worked as a Regional Sales Manager in four states in that position. During that time, he recruited independent agencies to broker Group Health products through CIMS.

J. Mark joined Pekin Insurance Company in January 2005. In 2009, J. Mark was named "Field Manager of the Year".