**Agent of the Year 2025**

**Canada / Greg Dunn / NFP Canada**

**RVP: Heather Masterson**

HEATHER:

NFP is a valuable and strategic partner of Travelers Canada across multiple lines of business. Now a part of Aon, NFP has been operating in the Canadian marketplace since 2008. Greg Dunn has been part of the executive team since 2018.

In 2024, NFP grew their Travelers Canada Personal Insurance business by more than 17%, to over $17.4M in written premium, while achieving a loss ratio under 40%.

Greg and his family are active members of their community and donate their time and resources to several important causes:

Our warmest congratulations to Greg, and the whole team at NFP Canada, for being named our Travelers Canada Agent of the Year.

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GFX:

17% Growth in 2024

$17.4M in Written Premium

40% Loss Ratio

Helped raise over $4M for Colon Cancer Research in Canada

Ambassador for the SickKids Foundation

**Agent of the Year 2025**

**Inside Sales / Suzette Moniz / The Lapointe Insurance Agency**

**RVP: Melisa Kowall**

MELISA:

Sue Moniz embarked on her remarkable career in the insurance industry in 1994. Currently serving as the COO of Lapointe Insurance, Sue is responsible for leading and expanding the business. She has been instrumental in driving Lapointe’s digital transformation, incorporating virtual assistants, service centers, and other innovative tools.

Sue’s leadership has led to exponential growth, especially in expanding the Travelers book. By the end of 2024, it had grown to over 3000 PIF and $5 million in written premium, with a loss ratio of 32%.

In 2024, Sue was honored by The Standard in their “Salute to Women in New England Insurance.”

Congratulations Sue, for being named the Inside Sales Agent of the Year.

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GFX:

Driving Lapointe's Digital Transformation

40% PIF Growth in 2024

$5M in Written Premium

32% Loss Ratio

The Standard - 2024 Honoree

**Agent of the Year 2025**

**Mid-Atlantic Region / Drew Monroe / Evertree Insurance**

**RVP: Annette Canceran**

ANNETTE:

It is with great pleasure that I recognize Drew Monroe of Evertree Insurance.

In 2012, Drew founded Prosper Insurance, growing it to over 100 professionals. In 2023, Prosper integrated with Evertree where Drew now serves as Head of Operations & Technology. With an intense focus on profile and customer experience through a dynamic tech-enabled model, Evertree drove double digit growth in 2024 with a strong Loss Ratio of 46%.

Drew is also dedicated to charitable work, most notably his role on the Board of Ability Center of Virginia, helping children and adults with disabilities lead productive, happy lives.

Congratulations Drew, for being named the Mid-Atlantic Region Agent of the Year.

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GFX:

Founded Prosper Insurance
$36.7M in Written Premium
81% Retention Rate
46% Loss Ratio
Ability Center of Virginia board member

**Agent of the Year 2025
Mid-West Region / Jeff Wingate / Rate Insurance LLC
RVP: Chris Hackworth**

CHRIS:

I am proud to introduce Jeff Wingate, Executive VP of Rate Insurance.

Under Jeff’s leadership, Rate Insurance has ranked among Insurance Journal’s top 50 Personal Lines agencies and doubled its Travelers personal lines book to 25,000 policies, achieving 100% organic growth. The team embraces a future-ready mindset, leveraging IntelliDrive, take up rate, consumer digital engagement and AI to streamline customer experiences and sales development.

Jeff and the Rate organization actively support local charities through The Rate Foundation, raising over $6 million to help over 150 families.

Congratulations Jeff, for being named the Mid-West Region Agent of the Year.

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GFX:

Top 50 Personal Line Agency

100% Organic Growth

$45M in Written Premium

84.2% Retention Rate

Active member of The Rate Foundation

**Agent of the Year 2025**

**National Partners / Dan Scroggins / AAA Club Alliance Inc.**

**RVP: Mark Mastrianni**

MARK:

I am proud to introduce Dan Scroggins, Vice President of Personal Lines for AAA Club Alliance. This marks the second time Dan has received the Travelers Agent of the Year award.

Under Dan's strong leadership and unwavering commitment to Travelers, AAA Club Alliance reached an impressive $93 million, representing more than an 8% year-over-year increase. With a strong retention rate of 84% and a loss ratio in the mid-50s.

In 2023, Dan was met with an unexpected personal challenge: a diagnosis of prostate cancer. Dan has since made it his mission to raise awareness and support for individuals fighting cancer, becoming increasingly active with ZERO Prostate Cancer.

Congratulations, Dan, on once again being named the National Partners Agent of the Year.

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GFX:

Two-Time Agent of the Year Honoree

$93M in Written Premium

84% Retention Rate

54% Loss Ratio

Active with ZERO Prostate Cancer

**Agent of the Year 2025**

**New England / Tim Wilson / C.V. Mason Insurance**

**RVP: Jon Hays**

JON:

It is my pleasure to introduce Tim Wilson of C.V. Mason Insurance.

Tim joined the agency in 2004 after graduating from Bryant University. Now President, he excels in both Personal and Business Insurance.

As a Signature Partner with a $3M Personal Insurance business with Travelers, Tim and his team are leaders in the state for producing high-quality business. In 2024, he prioritized IntelliDrive, launching a program that increased the quote rate by 24% and the install rate by 14% year-over-year.

Tim is active as a Youth Baseball Coach and a Board Member of Edgewood Little League in Bristol, CT.

Congratulations Tim, on being named the New England Region Agent of the Year.

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GFX:

$3M in Written Premium

83.3% IntelliDrive Install Rate

24% Quote Rate Increase

14% Install Rate Increase

Active member of Edgewood Little League

**Agent of the Year 2025**

**Northeast / Peter Feltner / The Feltner Group**

**RVP: Joe Latella**

JOE:

It is my pleasure to recognize Peter Feltner from the Feltner Group.

Peter became the owner of The Feltner Group in 2017, growing the business by 6X in revenue. The agency now has two locations and 15 employees.

The Feltner Group increased its policy count by an outstanding 14.7% and amplified new business by an astounding 183.5%, while maintaining a 93.8% retention rate and achieving a highly profitable 33.5% loss ratio.

Peter has been President of Empire Spectrum since 2015 and serves on the boards of Eagle Star Housing and Holimont Ski Club as well as volunteering for Habitat for Humanity.

Congratulations Peter, for being named the Northeast Region Agent of the Year!

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GFX:

14.7% Increase in Policy Count

183.5% Increase in New Business

93.8% Retention Rate

33.5% Loss Ratio

Active in his local community

**Agent of the Year 2025**

**South Central / Shane Tatum / Integra Insurance Services**

**RVP: Doug Purcell**

DOUG:

I am so happy to introduce Shane Tatum, CEO of Integra Insurance Services.

Under Shane’s Leadership, the agency has grown to a $37 million personal insurance partner.

His agency boasts impressive digital engagement and excellent IntelliDrive results, including a 64% quote rate, 48% take-up rate, and a 92% install rate.

With 29 years of experience, Shane is a dedicated member of the Independent Insurance Agents of Texas, Applied Net, and Insurance Network Alliance.

Shane also serves on the Huntington City Council, volunteers with youth sports and supports the Huntington Food Pantry.

Congratulations Shane, on being named the South Central Agent of the Year!

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GFX:

$37 in Written Premium

64% Quote Rate

48% Take-Up Rate

92% Install Rate

Active member of the Huntington community

**Agent of the Year 2025**

**Southern / Holly Herron / Assure Alliance LLC**

**RVP: Linda Moynihan**

LINDA:

It is my pleasure to recognize Holly Herron of Assure Alliance, Inc.

Assure Alliance demonstrates best in class performance year over year, with a strong commitment to partnership. The agency has focused on optimizing technology offerings to maximize their Agent and Client’s experiences.

This is Holly’s second recognition as an Agent of the Year honoree and the fifth time for Assure Alliance.

Holly is currently a member on many advisory councils, and she also finds the time to give back by supporting the United Way, the Hope Center and the Wounded Warrior Project.

Congratulations Holly, for once again being named the Southern Region Agent of the Year.

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GFX:

$98M in Written Premium
85% Retention Rate
2.6% Annual Growth
SIAA Master Agency
Active in her local community

**Agent of the Year 2025**

**Western Region / Derick Wolsleger / Agents United**

**RVP: Toby Tiffany**

TOBY:

I am thrilled to recognize Derick Wolsleger of Agents United.

Derick and the Agents United team surpassed $38 million dollars in Personal Insurance written premium with Travelers last year. Despite marketplace challenges, they were able to increase their retention with Travelers by three points, grow their policies-in-force 11.3% all while improving their loss ratio.

Derick is a devoted family man who has been married to his wife Kim for over 35 years and is a proud father of two. An avid photographer, he volunteers his skills to support local non-profits. He also enjoys mountain biking and spending time outdoors.

Congratulation Derick on being named the Western Region Agent of the Year.

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GFX:

$38M in Written Premium
Increased Retention by 3 Points
11.3% Policy Growth
Improved Loss Ratio
Enjoys the outdoors and supporting local non-profits