

Reagan Consulting: Position - Research Director

Reagan Consulting is recognized as one of the leading consulting firms providing services to insurance agents & brokers and other insurance intermediaries. Reagan has expertise in a broad range of areas, with a primary focus on valuation, strategy and mergers & acquisitions. In support of these activities, our research has been fundamental in developing our expertise and in establishing Reagan Consulting as a “thought leader” in the insurance industry.

The centerpiece of this research has been *The Best Practices Study*, which was conceived by Reagan in conjunction with the IIABA in 1993 and has been conducted annually since then. In addition, Reagan has conducted many other research projects on Bank Insurance, Private Ownership Succession, Producer Hiring and Development, Leadership and a variety of other topics.

With the impending retirement of our partner Shirley Lukens (who oversees the *Best Practices Study*), Reagan Consulting is seeking to fill a position with the following responsibilities:

- Assume responsibility for the annual production and long-term development of *The Best Practices Study*
- Take an active leadership role in all other research performed by Reagan Consulting
- Maintain the relationship and work directly with the IIABA to coordinate their involvement with the ongoing development and promotion of the Best Practices Study, the Symposium, and the Best Practices Gateway website to its leadership, members and carrier partners

The ideal candidate for this position will have the following skills and characteristics:

- Intelligent / analytical / mentally curious
- A working knowledge of the insurance industry and, specifically, the agency/brokerage world
- Strong writing and communication skills
- A strong work ethic
- Strong presentation skills
- Self-starter, highly motivated
- Solid understanding of basic finance and accounting
- Highly computer literate, with solid proficiency with Microsoft Office

- Well-organized, with the capacity to multi-task and meet established project goals and deadlines
- An upbeat and positive demeanor
- Strong character, values and a high level of empathy for others
- The ability to work full-time in the Reagan Consulting office in the Buckhead district in Atlanta

We feel that we have a lot to offer this person, including the following:

- Being a part of an organization that is highly-respected and that has partners, associates, clients and key strategic partners that are the best in our industry
- Working in an environment that is comfortable, fun and highly rewarding
- Ability to learn, grow and develop personally and professionally
- Exceptional health, retirement and related benefits
- A starting compensation / bonus package in the range of \$75,000 to \$100,000, depending on the capabilities and capacity of the person filling the position
- Flexibility in the work schedule with attractive vacation, sick leave and other related benefits
- The ability to be a part of something that one can be proud of; to do work that is meaningful and highly beneficial to many; and to work hard, but have fun