

PROGRESSIVE

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Whatever's next

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AGENTS OF *innovation*

"If you're not growing, you're going out of business." This is the mantra that drives Jeromy Huerta to continue to stay relevant. Adapting to a rapidly changing tech environment is essential, which is why Jeromy appreciates Progressive for "always trying to stay relevant, making those changes and adjusting to the times — especially on the technology front."

We've brought that to life through our commitment to improving Snapshot®, our usage-based insurance tool that rewards Jeromy's best drivers. With our mobile app, his customers can service their account 24/7, so he can spend more time focused on growing his business. And, thanks to Progressive's efficient quoting platform he can quickly customize policies to meet the needs of his customers.

For more than 15 years Jeromy has counted on Progressive to help his agency grow. And if you ask him, he'll tell you, "Companies like Progressive are ones that I trust will have the technology to help my clients and provide more stability."

AGENTS

YOU'RE THE CONSTANT IN AN ENDLESS SEA OF CHANGE.
 RISING TO THE OCCASION. MAKING THINGS WORK
 SMARTER, FASTER, EASIER. DOING THE RIGHT THING?
 THAT COMES NATURALLY. YOU'RE ALWAYS THINKING AHEAD
 BECAUSE THE FUTURE EXCITES YOU. AND YOUR GREATEST
 OPPORTUNITY IS WHATEVER'S NEXT.

Read on to learn more about how Jeromy, Kim, José and Robert are helping us push the industry forward, together.



*Progressive is at the forefront
of technology trends.*

JEROMY HUERTA,
HERITAGE INSURANCE | PHOENIX, AZ



AGENTS OF *more coverage*

In her Omaha, Nebraska, office, Kim Riha writes Progressive auto, home, boat, motorcycle, RV and more. “We use them all,” she said.

It wasn't long ago Kim had to use Progressive RV coverage herself when a devastating tornado totaled her camper. “I get to speak from personal experience and I'll say, the coverage Progressive provided was perfect. As far as toys go, there's not another carrier that has the coverage Progressive has.”

As a preferred customer, Kim knows the value of offering more options to bundle. Like she says, “The more our customers bundle, the longer they'll maintain their policy with you.” More breadth of product, more opportunity to grow profitably—it's that simple. And Progressive provides options for all the customers she serves, from simple needs auto to more preferred, multi-product households.

As far as toys go, there's not another carrier that has the coverage that Progressive has.

KIM RIHA,
ACCREDITED INSURANCE GROUP | OMAHA, NE

Kim Riha

AGENTS OF *Stable ground*

Sometimes it feels like the only constant in this business is change—new advancements in technology, new customers to reach. After 30 years of being an agent, José knows firsthand that having a stable, trusted carrier is very important:

“Most of my customers are with Progressive. I feel that, with Progressive, it's more of a true partnership.”

“I believe that Progressive will play an instrumental part in my success.”

JOSÉ ARIAS,
ARIAS-REINAS INSURANCE | MIAMI, FL

José Arias

By giving agents consistent rates, claims, and customer service, we pride ourselves on being a carrier that agents can rely on.

With 80 years of commitment to learning and growing with our agents, we became your No. 1 carrier for personal auto, specialty RV, motorcycle, commercial auto, and truck insurance.

With competitive rates, exceptional claim service, free 24/7 customer service, and new commission and annual performance bonuses that reward profitable growth, José knows “It's very exciting that Progressive offers more benefits and higher commission for their agents.” We're excited, too, and we're confident that together, we'll usher in the future with certainty.

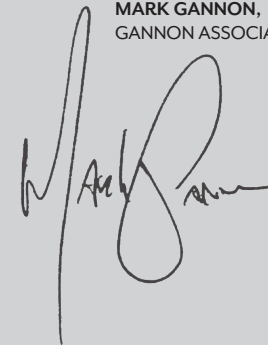
WHAT EVER'S...



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Having that local brand awareness along with a national brand is the best combination.

MARK GANNON,
GANNON ASSOCIATES | ATHENS, PA



ALWAYS BE RELEVANT
AND ADAPT TO
THE CHANGING
ENVIRONMENT—
THAT'S THE GOAL.

Our agents have the drive to embrace these changes and we have the tools, the technology, the stability, and the breadth of product to ensure we thrive well into the future. That's because together, we are agents of whatever's next.

When Mark Gannon took over the agency family business, he had no idea he'd grow to more than 100 employees and write policies in 47 states. Relying on a carrier like Progressive that prioritizes growth as much as Mark does has been key to his success.

"It's been a mixture of someone working with us—face to face, training our staff, presenting new technology and showing us how to use it—that's been a winning combination. Just the willingness to continue to change and adapt."

Mark's Progressive sales rep, Jim Griffith, has been working with his agency for more than 20 years, helping to build growth plans, and tap into new services that help maximize Mark's efforts. He feels it's having a strong partnership, driven by an innovative business model that gets "more and more people asking for Progressive."



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AGENTS OF

growth

AgentsofProgressive.com

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AGENTS OF *Whatever's next*

BETTER TOGETHER, EVERY DAY

Robert Bois didn't achieve his success by standing still. The mantra that hangs in his agency—be better every day than the day before. It's Robert's goal, it's our goal. And with stronger insights, more product offerings, and the latest tools and technology, we're continuing to push the industry forward, together. What's next for Progressive and our independent agents? Well that's the best part.

AgentsofProgressive.com



Robert Bois

ROBERT BOIS,
BOIS INSURANCE | FLUSHING, MI

PROGRESSIVE[®]

Vehicle insurance is provided by Progressive Casualty Ins. Co. & affiliates. Home and renters policies are provided and serviced by affiliated and third-party insurers who are solely responsible for claims. Prices, coverages, and privacy policies vary among these insurers.