

## **Marie B. Loewke**

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### **Professional Experience:**

#### **LB Bonds & Insurance – Founder/Vice President, Insurance Broker: 2015 to Present**

The company provides Property & Casualty and Accident, Life, and Health insurance for Personal Lines and Commercial Lines. This includes home and auto, commercial and business owner, life insurance and workers compensation as well as umbrella policies.

- Responsibilities involve managing, staffing and selling insurance for the brokerage.
- Plan, coordinate and implement recruiting and sales efforts for brand new insurance agency.
- Involved in every aspect of establishing and organizing new office including the set up of systems and processes that are fundamental in managing the office.
- Responsible for staffing including interviewing prospects and training new agents.
- Manage sales and administrative staff as well as weekly production and commission reports.
- Sell auto, homeowners, umbrella, commercial, business owner's policies, workers comp & renters insurance.
- Organize marketing events at local shows and networking events to bring in new clients and increase brand awareness.
- Manage direct appointments and carrier interface with insurance companies.

#### **Loewke Brill Consulting Group – Associate: 2006 to Present**

The company provides construction claim mitigation services on a consulting basis to surety companies. Project management is provided on behalf of the sureties for project completion or dispute resolution.

I am involved in assisting the senior surety claims consultants and executive team with document preparation. Duties include reviewing project documents and preparing claim paperwork.

#### **Low-Key Daycare – Owner/Operator: 2007 to 2011**

The business was a group in-home day care facility, dedicated to quality child care. There was an excellent education program for the pre-school students. The business was also a member of the Child and Adult Care Food Program (CACFP).

- Responsibilities involved staffing including interviewing, hiring, training, and firing.
- Developed and implemented pre-school education program.
- Planned, prepared, and served a high quality meal program, in addition to filing paperwork with the State of New York monthly for the CACFP.
- Planned and executed weekly educational/fun field trips.
- Developed daily and weekly cleaning/sanitizing schedule
- Responsible for all accounting and paperwork, including marketing.

### **Education and Credentials**

B.A. Psychology - University of Rochester, Rochester, N.Y.

Assoc. of Science, General Science – Monroe Community College, Rochester, N.Y.

New York State Licensed Life-Health Broker

New York State Licensed Property Casualty Broker