

Melissa Matthews

From: melissa@mabe-online.org
Sent: Tuesday, June 15, 2010 9:13 AM
To: melissa@mabe-online.org; execadmin@gmail.com
Subject: MABE Application Part 1

Categories: MABE

Date: June 14, 2010
Firm: Legacy Insurance Group of Arizona
Phone: 480-969-6229
Fax: 480-962-6515
Cell: 480-331-3609
Email: nick@ligaz.com
Address: 725 W. Elliot Road, Suite 111
City: Gilbert
State: Arizona
Zip: 85233
Website: www,TheLegacyInsuranceGroup.com
Rep1Name: Nick Carr
Rep1Title: Owner
Rep2Name:
Rep2Title:
Decision_Maker: Yes
Owner: Yes
Make_Meetings: Yes
Advised_of_Rules: Yes
Advised_of_Fees: Yes
Nature_of_Business: Empahsis on Property and Casualty Insurance with ability and knowledge to write other lines including all commercial lines as well as life insurance
How_Long_at_Location: 3+ years
Additional_Locations: 12+ years - prior locations in Mesa at University and Center as well as University and Gilbert
Other_Leads_Clubs:
Expectations:
Sponsor: Christopher Curran
Prospect: Nick Carr
Category: Property and Casualty Insurance
Date_Visited_Group:
How_Long_Well_Know_Prospect: I have known Nick for almost fifteen (15) years. He has been my property and casualty agent as long as I can remember. He is hard working, honest, affable, and has many contacts in the valley. He is also an employer and strong family man. I have no hesitancy trusting him with my or my

family's most important issues.

Member_vs_Competition:

First, Nick is an actual business owner and has been for over 15 years. He is actively involved in civic groups throughout the East Valley and has demonstrated a commitment to every organization to which he and I have belonged together. On more than one occasion he has received my vote for high ranking position in these organizations.

Reputation_Ethics:

Many times insurance professionals and attorneys practicing in my area of law have overlapping and sometimes conflicting interests. Nick has just recently referred a client to me who was incapable of handling a matter on his own behalf. When the referral was made I made clear to Nick that in the course of representing the client I might have make a claim against a policy that Nick wrote. This claim could potentially impact his loss rating with the carrier he writes for. Nick, as I suspected he would, told me that this did not matter to him and that he just wanted the client well cared for and represented. His ethics and reputation are, in my eyes, beyond reproach. The fact that he has employees, has actually negotaited and signed a lease, has actually entered and negotiated agency agreements, and has otherwise acted as an autonomous business owner - like the rest of the members of MABE - is, again in my eyes, a very big deal.

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