

INSURANCE

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In The Spotlight

Jack Dewald

President, Agency Services, Inc.

Memphis Business Journal

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Jack Dewald counts more than 26 years in his insurance career. He leads a team of 15 at Agency Services, where he handles broker and staff development and management of the agency's key insurance carrier relationships. Effective Jan. 1, Dewald was appointed national board chairman of the Life and Health Insurance Foundation for Education (LIFE). He also serves as vice chairman and board of directors member for The Marketing Alliance, a publicly traded company specializing in the distribution and administration of various life, annuity and long-term care insurance products on a wholesale basis.



ALAN HOWELL | MBJ
Jack Dewald

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Biography

Age: 49

Hometown: Memphis

Education: Briarcrest, 1978; University of Arkansas, BSBA in finance/insurance, 1982

First job: Commercial Appeal paper boy in high school

Family: Married to Beth for 27 years; son, J.P., 20; daughter, Gracie, 13
What do you do?: Agency Services, Inc., is a wholesale distributor of life, annuity, disability, long-term care and various Medicare insurance products to agents and financial advisers throughout the Southeastern U.S.

True confessions

Like best about job: Helping advisers solve their clients' needs

Like least about job: The necessary paperwork/details

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Pet peeve: High maintenance employees (I don't have any.)

Most important lesson learned: "Less is more." In 2003, I sold a major division of our company that administered employee benefits for self-insured groups and some insurance companies. At the time of the sale, we had 90 staff members. This intentional downsizing allowed me to focus on the areas of highest long-term profit potential and to eliminate a lot of personal heartburn.

Person most interested in meeting: Jesus Christ

Most respected competitor: Fellow members of my study group, located throughout the USA

Career goals: Help my staff grow professionally, and be able to start slowing down around age 60

First choice for a new career: PGA golf pro or a hunting guide

Predilections

Favorite quote: "Trust, but verify." — Ronald Reagan

Most influential book: *The Bible*

Favorite cause: Over the past 20-plus years, I've served as a volunteer on three school boards that all serve learning-disabled children. Currently, I am treasurer at Concord Academy.

Favorite status symbol: My Arkansas Razorbacks vanity license plate

Favorite movie: "The Hunt for The Red October"

Favorite restaurant: Anywhere that serves sushi



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