

FOR IMMEDIATE RELEASE

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PSI Insurance Agency Manager Devers Named to Auto-Owners President's Club

Ron Devers, manager of PSI Insurance Agency, has earned the No. 24 position in Auto-Owners Insurance Company's 2014 President's Club for life insurance sales. As a result of his efforts, he is part of an elite group of 25 agents out of approximately 18,000 in the nation.

Under Devers direction, the Agency has received contingency bonuses from Auto-Owners four years in a row and sold \$1,000,000 in premium in 2014, among other honorable achievements. His commitment to the Agency and the insurance profession is demonstrated by his pursuit become a certified professional insurance agent (CPIA) designation. This designation, from the American Insurance Marketing and Sales Society, is earned through three one-day insurance success seminars focused on enhancing the ability of producers, sales support staff and company personnel to efficiently create and distribute effective insurance programs. Participants leave the program with ideas that will increase sales results. In addition, in 2013, Devers received Certified Insurance Counselor (CIC) designation following his successful completion of a rigorous insurance education program. The CIC certification program was started by the National Alliance for Insurance Education & Research in 1969.

"I am humbled to be honored by Auto-Owners for the past year's achievements," Devers shared. "It truly is a team effort, with the support of Agency Account Manager Ellen Rodriguez, CISR; Michigan Pharmacists Association (MPA) and Pharmacy Services Inc. (PSI) Chief Operations Officer Dianne Malburg-Miller, CPIA; and MPA Receptionist Bridget Long. Not to mention the relationship I have established with Auto-Owners underwriting and marketing. While the recognition is much appreciated, I was really focused on doing the best job possible for my customers. As Zig Ziglar, an American author, salesman and motivational speaker, said 'If you help enough people get what they want in life, you'll get what you want.' I believe strongly in those words," Devers said.

Devers has served as manager of PSI Insurance Agency since July 2011. He received his insurance license in 1991, and previously worked for AAA in Grand Rapids. As manager of the Agency, Devers is responsible for oversight of daily operations, managing the development of company plans and marketing initiatives, cultivating relationships with current and prospective customers, and managing Agency employees.

In addition to serving as Agency manager, Devers serves on the Professional Development Committee for the Michigan Association of Insurance Agents. He is also the president of the Capital Area Independent Agents Association.

PSI Insurance Agency offers coverage for pharmacies and pharmacists as well as other businesses, including public entities and group employee services. PSI also offers a wide array of personal and individual services. Established by Michigan Pharmacists Association and Pharmacy Services Inc., PSI Insurance Agency was created to provide customers from across the state with competitive insurance rates for personal insurance (home, auto, life, etc.) and business insurance (business owners, professional liability, workers compensation, etc.), with expansion into other business sectors. For more information, visit www.PSIinsurance.net or contact PSI Insurance Agency at (800) 678-2774.

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