

Michael Brown

Property Insurance Broker

CONTACT

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-  Dallas, TX

EDUCATION

Bachelor of Science in Finance

University of Texas at Dallas |
Richardson, TX
Graduated: December 2014

Certifications

- Certified Insurance Counselor (CIC) – *Issued: March 2021*
- Commercial Property Insurance Specialist (CPIS) – *Issued: December 2018*
- Texas Property & Casualty Insurance License – *Issued: September 2015*

Additional Information

- Member, Texas Independent Insurance Agents Association
- Active in monthly workshops on claims trends and legal updates.

PROFESSIONAL SUMMARY

Results-driven Property Insurance Broker with experience protecting commercial and residential property investments. Strong knowledge of state-specific regulations and risk analysis. Known for simplifying complex insurance terms and securing tailored policies with top-rated carriers.

EXPERIENCE

Senior Property Insurance Broker2018 - Now

Lone Star Risk Group, Dallas, TX

- Deliver custom insurance solutions to property owners, increasing average client policy value by 20%.
- Train and supervise a team of 4 junior brokers, resulting in teamwide sales growth and reduced claim errors.
- Partner with local real estate firms to offer pre-close insurance consultations and same-day quotes.
- Maintain 95% client retention rate by offering proactive communication and renewal reviews.

Property Insurance Agent2015 - 2018

Southwest InsureCo, Plano, TX

- Managed a personal book of business exceeding \$3M in annual premium volume, across residential and small business clients.
- Identified gaps in existing coverage and upgraded over 60% of clients to broader, more protective plans.
- Negotiated rates with underwriters during severe storm seasons, saving clients thousands in premium hikes.
- Conducted on-site inspections to identify risk exposures and recommend loss-prevention measures.

★ SKILLS

Homeowners, renters, and landlord insurance	★★★★★
Commercial property risk assessments	★★★★★
Local property laws and compliance	★★★★★
Property damage and liability claims	★★★★★
Negotiation and coverage optimization	★★★★★
Real estate risk communication	★★★★★
Data analysis for property valuation	★★★★★