



Meet the Speakers

Mr. Scott A. Treen, CPIA, CIC

Scott Treen is the President of Treen Insurance Agency in Jefferson, Ohio. He has more than 30 years of experience as an insurance professional. He earned a bachelor's degree from Youngstown State university in 1981 and holds the CPIA designation and earned his CIC designation in 1999.

Scott received the Jack V Hedges Educator of the year award in 2007 from the Professional Insurance Agents of Ohio and is on the National Faculty for the National Alliance.

Scott has taught for CISR, CIC, LUTCF and other professional development courses and speaks to various civic groups. He has also taught insurance related curriculum to high school students. He was past president of the Ashtabula County Life Underwriters Association.

Mr. Edwin (Ed) L. Lamont, CPIA, CIC, CRM

Ed is the Founder and President of Lamont Consulting Group, Inc. located in West Palm Beach, Florida. He is an Author, Consultant, and Keynote Speaker.

Ed's hosted and led scores of sales, sales management, and personal marketing webinars for insurance companies, state insurance associations, and training firms since 1997. Additionally, he's provided "One on One" coaching to hundreds of insurance sales professionals. Ed serves as a National Certified Professional Insurance Agent (CPIA) Facilitator for the American Insurance Marketing and Sales Society.

Ms. Brandi Anderson, CPIA, CIC, EIS

Brandi Anderson started her insurance career with a Direct Writer before transferring over to the independent agency system. She has worked as a personal lines CSR, as well as a Vice President of a mid-sized agency. Brandi currently handles marketing in Arkansas for Nationwide Insurance and was the 2017 Sales Manager of the year for that company.

Brandi has taught various commercial and personal education courses over the last 15 years. She has given multiple Errors & Omissions presentations and acted as an expert witness in several

court cases. She has written Ethics programs for the IIA of Arkansas as well as coverage courses for the PIA.

Mr. Samuel T. Bennett, CPIA, CIC, AFIS, CRIS

Sam Bennett is an active retail producer, presenter, and shareholder in Harrison Agency, Inc. of Columbia, MO. He began his insurance career in 1987 and has been an Independent Insurance Agent from the beginning. He has worked with individuals, families, and small businesses his entire career. In this capacity, he has worked in the personal lines, commercial lines, agribusiness and life and health marketplaces. As a result of working with many types of clients, many carriers, and many coverage needs, Sam has grown to understand and appreciate the important ways an insurance professional must work with markets and clients in today's insurance world.

Sam obtained his Certified Insurance Counselor (CIC) designation in 1996. He has taught coursework for the National Alliance in their CISR program since 2000, has presented in their CIC program since 2004, and in 2009 became a National Faculty Member of the Society of CIC.

Sam is also a National Faculty Member in the Agribusiness and Farm Insurance Specialist (AFIS) program, is a speaker for the National Alliance teaching CIC and CISR and IRMI's Construction Risk Insurance Specialist (CRIS) program. He has been called upon to offer insurance education in conferences and symposiums across the country over the past twenty years and has provided services to several law firms in the capacity of expert consultant.