

Carey Wallace



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### FOUNDER, AGENCY FOCUS

My Kolbe is **8-6-6-1**.


I am naturally a Negotiator.

My "why" is to contribute and have a positive impact on agencies.

 *I'm passionate about helping independent agents understand their value and make informed decisions by uncovering and leveraging their agency's data and insights.*

#### GET IN TOUCH WITH CAREY

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**Independent  
Insurance  
Agents of Texas**

MEMBERSHIP MAKES YOU STRONGER

## IIAT Agency Consulting **MAXIMIZE YOUR AGENCY**

As the founder of Agency Focus, Carey uncovers data insights that agencies can use to grow and position themselves to successfully compete in the changing insurance marketplace. Carey has developed key business consulting services to ensure that agencies have the information and support needed to plan for their agency and successfully perpetuate to the next generation. She has worked with hundreds of agencies to help them understand their agency's value and plan for their future.

### **Specialties**

- Financial Forecasting
- Mergers & Acquisitions
- Valuation
- Budgeting
- Business Planning

### **Experience**

- Founder – Agency Focus
- Business Consultant – Catalyit
- CEO – IntellAgents
- Chief Innovation Officer & Treasure,  
Ohio Insurance Agents Association (OIA)

### **Certifications**

- CEPA ®

*"You will not find a more passionate, knowledgeable and talented partner than Carey to help you work on the health of your agency."*

**Adam Augspurger, Steadfast Insurance Agency**