

## Sam Stallard

Agency Development Field Specialist – Kansas, Missouri

Joined MIAA in 2020

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Sam Stallard is Agency Development Field Specialist of The Midwest Insurance Agency Alliance (MIAA), consulting with member agencies in Kansas and Missouri, providing training and guidance for those seeking growth and income opportunities. Sam is a resource for agency start-up challenges, helping agencies to increase personal and commercial lines premium, use and integrate technology, and practice new business and retention strategies.

Sam joined MIAA with 17 years of hands-on experience in the property & casualty insurance industry. Stallard's experiences as a producer, agency owner and inside sales manager uniquely qualify him to support MIAA agency growth as the alliance continues to onboard new members in the region.

A Kansas native, Stallard earned his Bachelor of Science in Accounting and Business Administration from the University of Kansas, Lawrence. He holds a producer license in both Kansas and Missouri, as well as a surplus license in Kansas.