



Knowledge / Representation / Reputation
INSURANCE ASSOCIATES

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FOR IMMEDIATE RELEASE

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INSURANCE ASSOCIATES ANNOUNCES OUR LATEST NEW HIRE AND TWO PROMOTIONS

Insurance Associates is excited to announce the hire of our newest associate, Karen Garceau, and the promotion of two employees: Lexi Stock and BJ Westner.

Karen was hired to Insurance Associates in May 2016. Her career started early in high school working for her father's property and casualty insurance firm in Maine. For twenty years after this she specialized in construction at an independent insurance agency in Florida. Karen was responsible for account management, risk management, client services, marketing, sales, and agency operations. She brings her greatest strengths to IA that consists of understanding the unique insurance needs of the construction industry and her ability to solve problems. In her spare time, Karen enjoys spending time with her four children and four grandchildren, camping, hiking, and going to the gym.

Karen graduated from Florida State College at Jacksonville and also earned her Certified Insurance Counselor designation in 2003 and Certified Risk Manager Designation in 2009.

We are pleased to announce the promotion of Lexi Stock to Director of Marketing and Communications for the agency. Lexi has been with IA since 2012 and is proud to have developed their strategic marketing plan from the ground up. Her marketing responsibilities include increasing brand awareness, agency newsletters, social media, e-blast campaigns, and the company website. In addition to marketing responsibilities she also demonstrates our interactive portal to clients and manages all public relations activities for the agency. In her spare time she represents IA as Chairman for Associated Builders and Contractors of Metro Washington (ABC)'s Young Professionals Group, ABC.XYZ.

Lexi received both her BBA and MBA from Loyola University Maryland.

We are also pleased to announce the promotion of BJ Westner to Senior Claims Consultant. BJ has been a significant part of our claims team for over four years and has made a huge impact in our ability to provide top notch, value-added service to our clients. With over sixteen years of claims experience, his technical skills, education, and eye for detail, BJ has been an aggressive advocate for our clients. Since joining the agency, BJ has assisted clients with large and complex claims as well as helped clients lower their experience mod and implement proactive back to work programs. Whether he's using case law to get a claim paid or using his wealth of multi-lines claims knowledge to answer many "what if" scenarios, BJ is always available to help a client with their claims needs.

BJ graduated from the Associated Builders and Contractors of Metro Washington's Leadership Development Program in 2015.

Founded in 1956, Insurance Associates is an independent insurance agency serving the Mid-Atlantic region with offices in Rockville, Fairfax, Laurel, and Towson. We are a locally owned company that prides itself on having one of the most competent, experienced, and tenured workforces of any agency in the area. We advocate for our clients across a diverse range of products and services including Surety Bonding, Commercial Insurance, Employee Benefit Plans, Personal Insurance and Life Insurance.

For more information about our passion and the rest of our team at Insurance Associates, please visit us at www.insassoc.com, follow us on [LinkedIn](#) and like us on [Facebook](#).

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