

Insurance Broker IMA Expands Team

In 2006, IMA expanded its presence in Kansas, opening a full service office in Overland Park. That expansion continues as IMA adds to its team. "Finding the right people takes time. We pride ourselves on our ability to attract and retain the best in our industry. We feel we've done that with the associates we've hired for our Kansas City office," said Anita Bourke, President of IMA of Kansas.

The Kansas City team is lead by Doug Anderson. As President of Northeast Kansas, Doug oversees the IMA offices in Kansas City and Topeka. He spent 18 years in leadership positions with a national broker producing and managing middle market as well as fortune 500 company accounts. The experi-



Doug Anderson has overseen the expansion of the IMA office in Kansas City. He joined the company as President of IMA of Northeast Kansas in 2006.

enced talent IMA is attracting will fuel the company's growth in the Kansas City market.

Since starting at IMA in November of 2006, Doug has added eight associates to the IMA roster, including Mark Williams, Vice President of Employee Benefits who joined IMA in 2007. "Kansas City is a great fit for IMA. Many companies in the area fit our business model. We focus

on companies whose size lends themselves to the customization of products and services. We are large enough to have the necessary resources to get the job done for our clients. At the same time, our size allows a high level of interaction between our clients and the principals of IMA."

Patrick Lanning is also new to the company. Patrick stated "IMA focuses on key industry segments. That was critical for me in my decision to join the company. We are not attempting to be all things to all people. With that philosophy in mind, I can put my background in risk management for the construction industry to work for my clients."

Since January of 2007, IMA has added the following people to its staff in Kansas City:



The IMA Kansas City Team

- Natalie Bock: Administrative Assistant
 - Zach Dyer: Business Development
 - Bo Govea: Business Development
 - Ryan Keller: Business Development
 - Pete Krsnich: Business Development
 - Patrick Lanning: Account Executive
 - Lee Tenold: Account Executive
 - Mark Williams: Vice President – Employee Benefits
- The staff is not all newcomers. Mark Wilkerson joined IMA in 2001. "I was attracted to the service culture and success of IMA. One of the keys to that success is the company's independence. As an employee-owned corporation, IMA can concentrate on long-term strategies rather than short-term quarterly results. We can focus our capital on investment opportunities that provide direct value to our clients, our carriers and ultimately to the shareholders of IMA—our associates and their families."

Other veterans on the Kansas City team are Mike Casey, Tom Maier, Kylee Heusi, Tracey Nash, Cindy French, Lina Wilson and Cheryl Armstrong. Cheryl joined IMA in 1999 and moved to Kansas City from Wichita. "It was a great opportunity for me," said Cheryl. "Building on the company's success in a new market with new people is exciting."

IMA provides a full range of services including risk management, property and casualty insurance, surety, employee benefits, aviation insurance, environmental insurance, asset management, and personal insurance to domestic and international clients.



Insurance, Risk Management & Employee Benefits Solutions

For more information about IMA, call 913.982.3650 or visit their website at www.imacorp.com