

Alicia Moreno-Vance, CIC

COMMERCIAL INSURANCE PRODUCER · \$1.35M BOOK OF BUSINESS

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PROFESSIONAL SUMMARY

Commercial insurance producer with nine years of experience and a current book of \$1.35M in annual premium concentrated in construction, marine, and hospitality. Consistent six-figure new business writer with deep carrier relationships across the Florida market. **Prepared to transition approximately \$1.1M of existing premium and the associated client relationships within the first twelve months.**

PROFESSIONAL EXPERIENCE

Commercial Lines Producer

Apr 2019 - Present

Coastline Insurance Advisors — New Smyrna Beach, FL · Independent agency

- Built a book from zero to **\$1.35M in written premium** (\$212K in agency revenue) across 47 commercial accounts.
- Wrote \$240K-\$310K in new premium annually for five consecutive years; agency's top producer in 2023 and 2025.
- Specialize in contractors (GL, excess, builder's risk, bonds), marine operators, and hospitality accounts on the coast.
- Maintain 94% retention through 120-day renewal reviews, loss-run analysis, and annual stewardship reports.
- Manage direct underwriting relationships with 20+ standard and E&S carriers; frequently placed accounts three other agencies had declined.

REPRESENTATIVE ACCOUNTS CURRENTLY SERVED

CLIENT	INDUSTRY	ANNUAL PREMIUM	RENEWAL
Vandergrift Marine Construction	Marine contracting	\$187,000	March
Halbrook & Sons Concrete, Inc.	Concrete subcontractor	\$142,500	July
Seabird Hospitality Group (4 properties)	Hotel / restaurant	\$128,000	January
Lattimore Roofing & Sheet Metal	Roofing contractor	\$96,400	October
Cypress Ridge Development LLC	Residential developer	\$88,200	May

Full client schedule with premium detail and renewal dates available upon request.

Commercial Lines Account Manager

Jun 2017 - Apr 2019

Coastline Insurance Advisors — New Smyrna Beach, FL

- Serviced a \$4M small-commercial book; promoted into a producer role after 22 months.

EDUCATION

University of Central Florida — B.S. Finance, 2016 · Orlando, FL

LICENSES, DESIGNATIONS & NOTES

Licenses: Florida 2-20 General Lines (active, 2017); Florida 2-15 Life & Health (active, 2020).

Designations: CIC, 2022; CRIS (Construction Risk & Insurance Specialist), 2024.

Note on transition: Current employment agreement includes a 12-month non-solicitation covenant within a 50-mile radius. In my experience these provisions are rarely enforced, and clients ultimately follow the person who services them.