



NEWS

5035 Prospect Street ♦ Archdale, NC 27263

- For Immediate Release -

Contact: Olivia Vestal
The Assurance Group
336-474-2333 ext. 1126 (O)
ohvestal@assuregrp.com
www.assuregrp.com

Albert Hawks Joins The Assurance Group's Sales Team

Archdale, NC, May 2, 2013 – Edward L. Shackelford, President & CEO of The Assurance Group announces that Albert L. Hawks has joined The Assurance Group as Senior Vice President of Sales. Hawks' new role consists of recruiting, training, and supporting the growth and development of The Assurance Group's Regional Sales Managers.

Two long-time associates of Hawks have also joined The Assurance Group, both as Regional Sales Managers. Marlon V. Canda will oversee sales operations in The Assurance Group's Bellevue, WA office while Thomas J. Whitten will manage offices in both Spokane and the Tri-Cities area.

Hawks explains, "Both Whitten and Canda are extremely effective sales leaders. Whitten leads agents by example with his strong work ethic, while Canda's high energy and structured methods inspire agents to achieve high levels of success. Both Whitten and Canda have goals to expand their operations into Oregon and Idaho, with plans to open multiple offices in both states."

Shackelford, CEO of The Assurance Group, commented on the company's westward expansion by saying, "Hawks is a fantastic addition to the TAG family, bringing 24 successful years in the insurance industry. Hawks will be instrumental in the development of our field leaders, while continuously recruiting and managing high caliber Regional Sales Managers. I'm also pleased that both Marlon and Thomie have joined our team, and I am certain with their skills and abilities The Assurance Group will soon be a household name in the state of Washington."

Curt Klein, The Assurance Group's Chief Marketing Officer, commented that, "Al, Marlon and Thomie are certainly a welcome addition to our senior sales team and can certainly be classified as 'A-Players' in our industry. Our new presence in the State of Washington, and ultimately in the states of Oregon and Utah is a further example of The Assurance Group's ever-expanding national footprint."

About The Assurance Group

Founded over twenty-five years ago to primarily serve the life and health insurance needs of the residents in the Triad area of North Carolina, The Assurance Group (TAG) has grown to national prominence as a provider of life, health, annuity and property/casualty products through both career and independent brokerage agents. Over one-hundred employees serve thousands of agents and nearly one-million clients from the home office campus in Archdale, NC as well as from twenty regional and district offices throughout the United States.