

SHIRLEY CRANDALL

*INSURANCE BY DESIGN
SERVICE BY PROFESSIONALS*



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SHIRLEY CRANDALL, PRESIDENT AND CEO, CRANDALL & ASSOCIATES INC.

Shirley Crandall began her health insurance career selling medical and dental plans to medium-sized businesses with 100 or more employees. The experience fueled her desire to diversify the insurance portfolio she offered to clients, which led to the founding of her own agency in 1987. By its seventh year in business, Crandall & Associates Inc. had exceeded \$5 million in insurance premiums and today employs 11 full-time staff. Crandall & Associates Inc. specializes in commercial lines, employee benefits programs and personal lines, partnering with well-established providers including Travelers, Hartford and CNA for commercial lines, and United Healthcare, Humana and Aetna for employee benefits.

PROFESSIONAL STRENGTHS AND SERVICES

- Building and maintaining strong relationships through open communication with clients.
- Coupling competitive insurance packages based on each client's defined needs and goals.
- Assuring clients receive impeccable service after the sale.
- Keeping clients abreast of ongoing legislation through annual seminars.

Experienced in Commercial Lines, Employee Benefits and Personal Lines

Commercial Lines

Commercial Package -
Property, General Liability
Commercial Automobile
Workers Compensation
Umbrella
Director's and Officer's
Liability
Professional Liability
Employment Practices Liability
Bonds

Employee Benefits

Group Insurance Products -
Medical, HSA's, Dental, Life,
AD&D, Disability, Short-Term
and Long-Term Disability,
and Long-Term Care
Cafeteria / Section 125 Plans
Retirement Plans: 401(k) and
403(b)
Voluntary Insurance Products
Individual Life, Disability and
Health Products

Personal Lines

Auto
Homeowners
Flood
Renters
Boat and Jet Ski
Motorcycle and Motor Home

ACADEMIC ACCOMPLISHMENTS

Bachelor of Business Administration, Major: Marketing, Southwest Texas State University

PROFESSIONAL AFFILIATIONS

Licensed health insurance broker since 1981

Board member, Southwest Mental Health Center for Children, National Association of Women Business Owners