



Professional Women in Insurance, San Diego

"To Encourage and Support Women in the Insurance Industry"

Date: April 8, 2005

Place: Handlery Hotel

Topic: **Increasing Sales and Retaining Customers through Value Added Services: How to Grow your Business and Retain Customers**

*Many thanks to all that attended our April meeting. We enjoyed listening to Steve Thompson and Camille Currier share their ideas on increasing sales and retaining customers.*

**Mary Collins, President, PWI**  
**Teague Insurance**

*I can't thank you both enough for speaking at our function today. I heard some good comments as we concluded our meeting.*

**Betsy Johnson, Membership, PWI**  
**G.S Levine Insurance**

## Increasing Sales Through Added Value Services

A Presentation for the Professional Women in Insurance

Camille Currier and Steve Thompson  
**Thompson | Currier**  
Business Improvement Specialists

April 8, 2005

**Thompson | Currier**

Professional Women in Insurance

**Thompson | Currier**, an employee-owned consulting company, is dedicated to providing effective business improvement strategies to commercial, non profit, and government clients. A large portion of their business is providing client support services (risk, safety, human resources, and workers' compensation) to insurance agents, agencies, and carriers.

**Camille Currier, MA Education** is an organizational development and corporate training consultant. She is the former Director of Professional Development Certificate Programs for San Diego State University's College of Extended Studies, where she oversaw 23 distinct business training programs. She has been responsible for business development efforts for approximately 100 small, medium, and large companies for corporate training and organizational development.

**Steve Thompson, ARM** is a business and risk consultant. He has served in Operations, Risk and Safety Management, and as a Consultant to commercial, non profit, and governmental industries. He has worked with small, medium, and large organizations, and helped hundreds of companies improve their business operations, human resource functions, and risk/ safety/health programs.