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FOR IMMEDIATE RELEASE:

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Higginbotham & Associates Adds to Production Staff

Account Executives Blake Havran and Brian Schneider Join the Insurance Firm



Blake Havran



Brian Schneider

FORT WORTH, Texas (July 29, 2010) – Higginbotham & Associates, one of the nation’s largest regional independent insurance brokerage firms, has recruited insurance brokers Blake Havran and Brian Schneider to its Commercial Property & Casualty Division. Both are account executives based in the firm’s Fort Worth home office.

“We are constantly looking to add new producers to our team, whether they are veterans or are new to the industry,” said Higginbotham President and CEO Rusty Reid. “Blake and Brian are young brokers who show tremendous potential to grow healthy books of business and help perpetuate our firm.”

Havran was most recently a real estate agent at Weaver 3B, LLC, before which he worked in land acquisition for oil and gas projects. He is president and founder of the Change for Children Foundation, a fundraiser for Cook Children’s Medical Center. Havran graduated from Baylor University in 2008 with a bachelor’s degree in communications.



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Schneider came to Higginbotham from State Farm Insurance where he ranked among the top three for sales in its agency training program and managed multiple offices in North and South Texas. He is licensed in Property & Casualty, Life & Health, Series 6 and Series 63. Schneider earned a bachelor's degree in journalism from Texas Christian University in 2004.

Havran and Schneider will complete Higginbotham's Producer Mentor Program, an insurance sales training course that supports individuals in building profitable books of business. During the program, participants earn insurance licenses, study loss control strategies, train under a senior level broker and learn sales fundamentals. The firm credits its high organic growth in part to this program.

About Higginbotham & Associates

Higginbotham serves as a single source for insurance, risk management and financial services by providing access to commercial and personal property/casualty coverage, employee benefits, retirement plans, life insurance and executive compensation through more than 250 regional and national carriers. The Texas-based firm was founded in 1948 and is headquartered in Fort Worth with 12 additional statewide offices. It ranks as one of the nation's 50 largest independent insurance brokerage firms based on revenue (*Business Insurance, July 2010*). Visit www.higginbotham.net for more information.

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