

For Immediate Release

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Multi-unit Owner, Chris Cole, brings home Brightway Insurance's top award for exceptional performance in 2016

- Brightway, The Cole Agency sold more policies than any other Brightway Agency in 2016 -

JACKSONVILLE, Fla. (Jan. 18, 2017) — Brightway Insurance, the nation's seventh largest privately held Personal Lines insurance agency, named Chris Cole, Owner of Brightway, The Cole Agency, as its *2016 Agency Owner of the Year*. Cole opened his first Brightway store in [Palm Springs](#) in 2010 and his second location in [Boynton Beach](#) in 2014.

The award recognizes the top-producing Agency Owner among the 134 offices in 12 states; production is measured in commissions and policies sold, and Cole's Agency led in both categories. During the year, he and his 30-person team added another 4,645 policies, driving his agency's commissions to nearly \$2.4 million and annualized written premium to nearly \$23 million by year-end 2016, making his the largest agency in the Brightway system. Brightway's leadership team presented the award to Cole during the company's annual Awards Celebration held Friday, Jan. 13, 2017, at the Hilton Bonnet Creek in Orlando, Fla.

"Chris is not only a great example of how you can fulfill your dream of becoming a successful business owner as a franchise owner with Brightway Insurance. As a Multi-unit owner with a sizable staff, he demonstrates how you can realize phenomenal results in the Brightway model," said Brightway Founder and Chairman, David Miller.

"Consumers shopping for insurance want [more choice](#) and [expert counsel](#) and as a Brightway Agency Owner, you and your team have the support of more than 220 insurance professionals so you can focus on the individual needs of your customers. Also, Brightway Agency Owners have access to more than twice as many insurance companies than other independent agencies do," Miller added.

Not only did Cole earn the top award of the night, but also he received awards for selling the most Home and Flood policies in 2016. Furthermore, Jason Elsner from Cole's Boynton Beach office earned the *\$2 Million Producer* award, and Jose Friman and Ben Barnes from his Palm Springs office each earned the *\$1 Million Producer* award. Elsner sold nearly \$2.3 million in written premium in 2016, while Friman and Barnes each sold more than \$1 million in written premium.

"Congratulations to Chris, Jason, Jose and Ben on their 2016 achievements," said Brightway President, Talman Howard. "Brightway exists to help everyone associated with the business achieve their personal potential, and we're thrilled to see our Agency Owners and Producers leverage the system."

Brightway Agency Owners enjoy support from a team of insurance professionals in customer service, carrier relationships, marketing, accounting and technology, which frees up their time to focus on

leveraging the broadest possible selection of insurance companies to meet each customer's unique needs. As a result, Brightway agencies consistently outsell other agencies two to one.

About Brightway Insurance

Brightway Insurance is a national property/casualty insurance retailer selling through a network of franchised independent agencies throughout the country. With more than \$437 million in annualized premium written, the company is the nation's seventh largest privately held Personal Lines independent insurance agency.

Brightway began franchising operations in 2008 and has since grown to more than 700 people in 12 states serving customers in all 50 states. [Forbes](#) has recognized the company as America's No. 1 Franchise to Buy. Additionally, the company was named a top franchise three years in a row by [Entrepreneur](#) magazine and one of the fastest-growing private companies in America nine consecutive years by [Inc. 5000](#). People wishing to learn more about Agency Ownership with Brightway may visit [BrightwayDifference.com](#) and find us on [LinkedIn](#). Consumers seeking a better insurance buying experience may visit [Brightway.com](#), and find us on [Facebook](#).

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