

Meet Our Speaker: **MIKE PUFFER**

I'm a Partner at Florida Strategic Insurance and a licensed insurance agent in the State of Florida. Over the last seven years we've grown our agency to over 30,000 policies by specifically focusing on new purchase home and flood insurance. We have accomplished our growth by establishing great relationships with real estate agents and lenders. We've found that being the most knowledgeable about the insurance landscape while also having access to the most competitive insurance companies allows us to fulfill the needs of our business partners. The insurance industry is ever changing and we see this as an opportunity to be a better resource for our business partners. The Tampa Bay area is the most affected by flood reform and our knowledge of the government program and private markets separate us from our competition. It allows us to be able to provide the most competitive premiums without having to sacrifice coverage or higher deductibles. I complete at least one presentation a month at different real estate offices and for lending groups, informing them of the current status of the industry along with upcoming changes.

PROFESSIONAL EXPERIENCE

Florida Strategic Insurance Pinellas Park, FL

Partner

October 2012- Present

- Helped create an insurance agency centered on new purchase home business to write over 23,000 policies since 2012
- Establish business relationships with Real Estate Agents, and Lenders through networking, presentations, and industry knowledge
- Increased size of company from 3 employees to 25 to manage the growth of opportunity
- Developed processes to expedite the turnaround time of insurance requests

BB&T Iler Wall & Shonter St. Petersburg, FL

Account Executive

May 2007- January 2011

- Provided insurance solutions to businesses through extensive examination of the business's need to mitigate risk
- Established relationships with financial counterparts at BB&T to promote their services to my client's
- Built a book of business from scratch to a point where I was billing over a million dollars a year in premium

EDUCATION

University of Florida, Warrington College of Business, Gainesville, FL

Bachelor of Arts in Business Administration (2000 - 2004)

Northeast High School St. Petersburg, FL

High School Diploma (1997 - 1999)

Rotary Club of Seminole Officers 2019-2020:

President	Jen Reynolds	Sergeant at Arms	Bob Ross
President Elect	Kelly Vaughn	Bulletin Editor	Ruth Berry
Secretary	Lorie Whitney	Past President	Ginger Hayes
Treasurer	Mike McQuilkin		

District 6950 Website - www.rotary6950.org

Seminole Rotary Website - www.seminolerotary.org

Rotary Club of Seminole P.O. Box 3313 • Seminole, FL 33775-3313



SEMINOLE SMOKE SIGNALS

ROTARY 2019-2020

Club Number 4289

December 4, 2019

PRAYER FOR TODAY: Dear Lord, during the holiday season, help me to spread Your message of love. Amen

**PROGRAM THIS WEEK: Mike Puffer,
Florida Strategic Insurance, LLC**

PROGRAM NEXT WEEK: Sara Im, Killing Fields

PROGRAM LAST WEEK: Tim Bryce

Upcoming Events:

Dec. 18th	Alison Dolan, Clearwater Historical Museum
Dec. 25th	NO MEETING , Merry Christmas
Jan. 1st	NO MEETING , Happy New Year
Jan. 8th	Sandra Lilo
Jan 15th	Pinellas Census 2020
Jan 22nd	Club Assembly
Jan. 29th	Claude McMullen