

# AgencyRx

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## Carrie Babij

### SUMMARY

Insurance business development executive with continuous track record of successful leadership.

### EXPERIENCE

**AgencyRx, Inc., Scottsdale, AZ** **2024-present**  
**President**

Leads a consulting firm that provides temporary professional management to insurance agency owners as a bridge to retain value for agencies in transition.

**NavSav Private Client Group, Scottsdale, AZ** **2023-2024**  
**National Practice Leader**

Led the development and operations of a “central utility” for sales and service of high net worth property and casualty personal lines clients. Top seller of Chubb and Pure products, practiced nationwide. Acted as a resource across the network of NavSav’s 80 offices. Increased revenue 37% in first year.

**Desert Insurance Solutions, La Quinta, CA** **2012-2023**  
**President and Founder**

Responsible for all sales, operations and financial results for Desert Insurance Solutions, a multi-line insurance agency with offices in California and Arizona. The agency provided commercial, personal and health insurance. Built, trained and mentored a long-tenured team of high-performers. Built large network of centers of influence. From scratch, grew to over \$10mm in premium, then sold to NavSav in 2023.

**Wells Fargo Insurance Services, Seattle, WA** **2005-2012**  
**SVP-Market Growth and Development**

Responsible for all activity related to cross-selling commercial insurance products to Wells Fargo institutional clients, first for the entire state of Washington, then for the greater Los Angeles area. Acted as single point of contact between WF Insurance and all commercial banking divisions. Generated over \$10mm in revenue during tenure.

**Brown and Brown, Seattle, WA**  
**VP-Commercial Producer**

**2002-2005**

Responsible for generating new business sales by providing risk management solutions to prospects in a wide range of industries. Starting at zero built \$800k commission book of business in less than three years.

**Brown and Brown, Seattle, WA**  
**VP-Private Client Risk Management**

**1999-2002**

Provided comprehensive personal risk management solutions to individuals linked to large commercial accounts. Teamed up with family office managers, attorneys and accountants to coordinate protection options. Highly satisfied clients, 100% retention.

**EARLIER EXPERIENCE**

**VP-Insurance Sales Strategy, Key Bank, Seattle, WA**

**1998-1999**

Created national insurance call center sales team to cross-sell Key Bank clients.

**Agency Branch Manager, Maple Leaf Insurance Agency, Seattle, WA**

**1995-1998**

Managed all aspects of operations for a multi-carrier insurance agency branch office.

**Producer/Assistant Manager, Allstate Insurance Company, Seattle, WA**

**1990-1995**

Top seller of auto, home, umbrella and life insurance.

**AWARDS AND COMMENDATIONS**

Winner of the Private Risk Management Association's 2024 JoAnn Heltibridle Award for exceptional insurance broker.

Desert Insurance Solutions was awarded "Top Producer" in 2019 and 2020 by Insurance Business America, "Fast Brokerage" in 2022 by Insurance Business America, "Agency of the Year" in 2019 by National Underwriter and "Business of the Year" in 2018 by the Greater Coachella Valley Chamber of Commerce.

**EDUCATION AND OTHER**

Licensed Agent: Property, Casualty, Life and Disability in multiple states

Past President of the Desert Estate Planning Council, a networking organization of over 200 professionals in the high net worth space

Past board member of Seattle YWCA, Pacific Northwest Ballet, Seattle Navy League and Associated Industries Bright Promise Program

Attended University of Washington