

AgencyRx

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Carrie Babij

SUMMARY

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

EXPERIENCE

AgencyRx, Inc., Scottsdale, AZ
President

2024-present

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
National Practice Leader

2023-2024

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
President and Founder

2012-2023

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 \$13mm in premium, then sold to NavSav in 2023.

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

2005-2012

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