

**WARNER PACIFIC**   
EMPLOYEE BENEFITS · BROKER ADVANTAGES

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**MEDIA KIT**



## WHO IS WARNER PACIFIC?

Founded in 1982, Warner Pacific serves more than 8,000 insurance agents and brokers. With Sales Executives throughout California, Colorado and Michigan, the company has the distinction of being a top-producing General Agency for many of the nation's largest insurance carriers. Warner Pacific executives are nationally recognized industry leaders, known for their integrity and service-oriented focus.

Warner Pacific has a clear purpose-- providing service to brokers. The company operates with the vision and leadership of professionals who understand the selling and servicing of insurance. As an industry leader, Warner Pacific has the knowledge and product expertise agents can depend on. Warner Pacific represents a wide selection of medical, dental, vision, life and other carriers to meet the needs of agents and their clients.

Warner Pacific is a leader in innovative technology for the insurance marketing industry. Its website provides agents with tools that make serving clients easy and efficient. While Warner Pacific is pleased to be able to offer agents the latest in web technology, personal service is always just a phone call away.

## WHAT IS A GENERAL AGENCY?

Major carriers use General Agencies as a distribution channel for their products and as an extension of their sales and service force. The advantage of working with Warner Pacific is that each agent is assigned a team of professionals to assist in serving their book of business. Agents who write business in California, Colorado and Michigan through Warner Pacific remain the broker of record and receive full commission.

## WHAT DOES WARNER PACIFIC STAND FOR?

### Our Vision

Warner Pacific Insurance Services will be the general agency of choice for agents, carriers and partners by offering superior service and products that meet the health and financial security needs of every American.

## WHY WOULD A BROKER USE WARNER PACIFIC?

Working with Warner Pacific is easy for brokers. The company provides the following services at no cost to brokers:

- A proprietary quoting engine and revolutionary Multi Plan Calculator which allows brokers to customize quotes and build client-specific benefit comparisons. Proposals can be delivered to the broker's doorstep the next day or same-day through email.
- The ability to generate quotes securely and in real time on the Warner Pacific website and view those quotes in Microsoft Excel® or .pdf format.
- Web access to up-to-date information on health plans, carrier marketing and industry news, events and legislation.
- Pre-sale and enrollment presentation support, including multilingual materials and enrollment specialists.
- A team of Warner Pacific professionals to support the broker's business growth including: A sales executive, rating analyst, sales associate, sales support specialist, case advocate and bilingual enroller.
- Unrivaled professional development. Our School of Success program offers comprehensive, market-relevant courses unlike any other. Brokers can earn valuable CE credits and obtain the prestigious Health Insurance Professional (HIP) designation, further solidifying and enhancing their value and credibility in the industry.

A woman with short dark hair, wearing a dark blazer over a light-colored top, is looking down at a desk. Her right hand is resting on a desk with a calculator and some papers. The scene is dimly lit with a warm, yellowish glow. The background is blurred, showing what appears to be a window or another person's face.

## WHY DO BROKERS CHOOSE WARNER PACIFIC?

- Warner Pacific is a top producing General Agency for many of the nation's largest insurance carriers.
- Warner Pacific generates thousands of proposals every month, with an average turn around time of 24 hours or less.
- Warner Pacific employees hold board level positions with several trade organizations, including the National Association of Health Underwriters; California Association of Health Underwriters and various local chapters of the Association of Health Underwriters.
- Warner Pacific is known throughout the industry for its integrity in business dealings—in a survey of more than 325 insurance agents all of them—100% state that they believe Warner Pacific to be a trustworthy and ethical company.
- Services Warner Pacific provides brokers are free of charge for small group and mid-market business. The broker remains the broker of record eligible for all carrier rewards and promotions.



## BIOS OF PRINCIPALS

### **John H. Nelson** **President**

John H. Nelson entered the insurance industry in 1972 as a sales associate for Allstate Insurance following a successful 14-year career in law enforcement. Together with his sons, he founded Warner Pacific Insurance Services in 1982 and continues an active role in running the company.

John holds a Bachelor of Arts degree in political science from San Jose State University, as well as teaching credentials in police and fire science.

### **David A. Nelson** **Co-Chief Executive Officer**

David A. Nelson is a founding partner of Warner Pacific and is chiefly responsible for the operations and information systems functions of the company. He is also a licensed property and casualty, and health and life insurance agent.

David attended UCLA where he earned a degree in Kinesiology. He is a board member for the Los Angeles Association of Health Underwriters and is active in several civic and charitable organizations.

### **John J. Nelson** **Co-Chief Executive Officer**

As Co-CEO of Warner Pacific Insurance services, John J. Nelson has led the agency's sales force to top producer status with several of the nation's largest insurance carriers. John is a noted speaker on health care legislation and reform and a frequent presenter at industry forums.

A UCLA graduate with a bachelor's degree in Economics, John has held board of directors positions at the local, state and national levels of the Association of Health Underwriters (AHU).

For more information click here: [warnerpacific.com](http://warnerpacific.com)