

Snug Harbor Financial Invests in their Employee Benefits Agency to Increase their Client-Focused Approach

Image Gallery



Benefits Growth Network is a membership based consulting firm specializing in growth strategies for employee benefits agencies, departments and their producers.

Benefits Growth Network has selected Snug Harbor Financial & Insurance Services to become a territory-exclusive member of their employee benefits coaching & training network.

Online PR News – 16-March-2010 St. Louis, MO – Benefits Growth Network, a consulting firm specializing in growth and implementation strategies for [employee benefits agencies](#), today announced that they have selected Snug Harbor Financial of Rockalnd, MA to join their membership.

Juliette Gleason and Tripp LeFevre, agency owners of Snug Harbor Financial, knew that working with a coaching and training firm was a strategic investment they wanted to make into their agency. “The experienced guidance of a [business consultant](#) focused specifically on insurance agencies will keep us on track to profitable growth while freeing up our time to really focus on our clients’ needs,” says Gleason.

Kevin Trokey, president of Benefits Growth Network, felt that they were a highly qualified and committed agency for implementing the Benefits Growth System. Making a commitment to learning, executing on growth strategies and having the potential to increase agency profit year-over-year with solid business practices is a requirement for membership.

“We feel that Snug Harbor Financial is in a position to really get their agency started with a focus on the client experience. They are able to bring value to the client without being burdened by the operational issues which, without proper growth management, can clutter [agency operations](#) and ultimately, the client experience,” says Trokey. By joining the network, he notes that Snug Harbor Financial will be able to structure their processes with efficiency, allowing them to focus on how they can strategically help clients manage their employee programs.

Benefits Growth Network provides Snug Harbor with training and coaching around the operational areas of an agency and the sales system. The focus is on implementation and execution of consistent strategies and processes. “Snug Harbor Financial has already demonstrated their commitment to the process and to the network. They will be a valuable addition to our membership,” says Trokey.

“We already see the value in our operations and sales process. Working with BGN is the best investment we’ve made in our business.” says Gleason.

About Snug Harbor Financial

Snug Harbor Financial is an employee benefits management agency in Rockland, MA. They specialize in helping small businesses proactively and holistically manage their employee programs. They have a focus on the total cost of the program and uncovering hidden costs which might be impacting company profits. For more information, contact Juliette Gleason at 781-871-8800 or visit www.snugharborfinancial.com.

About Benefits Growth Network

Benefits Growth Network, based out of St. Louis, MO, is an international membership-based consulting firm specializing in growth strategies for independently owned employee benefits agencies and brokerages. Through the exclusive Benefits Growth System™, members get individualized planning, coaching, training, use of proprietary systems and access to a network of thriving benefits agencies. For more information about Benefits Growth Network, visit www.benefitsgrowthnetwork.com.

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