



**WENDY J. ROUNDY**

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**PHILOSOPHY:**

I treat people the way I want to be treated – with honesty, respect and in a highly ethical manner. I am first and foremost service-driven; I believe that all clients deserve excellence in their insurance purchasing experience and should be given an explanation and choice in a professional manner in their coverage options. Now that's value!

**QUALIFICATIONS:**

- Over 24 years experience in serving insurance clients and representing many independent insurance companies;
- I hold both the ACSR (Accredited Customer Service Representative) and CISR (Certified Insurance Service) Representative Professional Designations;
- CISR of the Year (1997) for the Professional Insurance Agents Association of Virginia and D.C.;
- Member of the Professional Insurance Agents Association of VA/DC;
- Thomas Nelson Community College and Rappahannock Community College;
- Serve on boards and committees of several civic and charitable groups including New Kent Chamber of Commerce and the Middle Peninsula Referral Network; member of the Gloucester Chamber of Commerce and National Association of Business Women;
- Formed and chaired the IEP Pro, a support group for special needs children.

**PROFESSIONAL SERVICES:**

- Home, Auto, Business, Life and Health insurance products
- Comprehensive insurance coverage reviews
- Personalized individual home and business property digital inventories
- Insurance-related educational seminars

**REFERENCES:**

Jason Koptish, AAMS, Haley-Mansfield-Koptish Financial Group  
Guy R. A. Sorensen, President, Chesapeake Marine Training Institute  
Craig Cradlin, Executive Vice President, Bank of the Commonwealth Mortgage  
Beverly Teichs, Executive Director, Gloucester Chamber of Commerce