

hi, jeff!



Jeff Haney, CPCU, ARM of ECM Solutions in Charlotte, NC, takes over as IIANC Chairman for 2017-2018. In addition to his long-standing relationship with the insurance industry, Jeff has a love for his family and community.

Carolina Agents Journal: Thanks for sitting down with us, Jeff! Start off by telling us about yourself and your family.

Jeff Haney: I grew up in Black Mountain, NC, and attended Davidson College, where I graduated with a B.S. in Mathematics, and was the quarterback of the football team (and captain my senior year!) I was the middle child, with one older sister named Debra, and a younger sister named Tracy. Barbara, my wife, and I have two daughters named Kristen and Laura. Kristen, an underwriting trainee with Auto-Owners, is married to Evan Rankin, and they have a son (my first grandchild) named Xander. Laura is in her second year of graduate school at East Carolina University, where she's working toward her Doctorate in Psychology.

CAJ: What are your hobbies and interests? What do you like to do in your free time?

JH: Lately, it's been spending time with my grandson! I also love sports (as many of you know) - I'm a huge fan of both college and pro football, and I enjoy fishing and traveling.

CAJ: How are you involved with your community?

JH: I'm a big believer in giving back to the communities where we live and work. We formed the ECM foundation three years ago, where each year our company partners with a non-profit in both Charlotte and Greenville (where our offices are located.) Our employees give their time and talent to those two charities throughout the year, and we also do a fundraiser for each of them. For 2017, we are about to give \$45,000 to those charities!

CAJ: What got you started in the insurance industry?

JH: I started with Aetna after college in a commercial underwriting role. After three years, I moved into marketing, and three years later I moved to ECM Solutions as a producer. I have been with ECM, my second and hopefully last job, for 26 years now! When I was in college, my guidance counselor suggested that I interview with insurance companies for an actuarial position, since I was a math major. After just one interview, I knew I didn't want to be an actuary, but the underwriting job sounded interesting!

CAJ: What do you like most about being in the insurance industry?

JH: I love helping people, and that's what we do in the insurance industry! When people have something bad happen (personally or in their business), we are there to help them pick up the pieces and put things back together.

CAJ: As Chairman, what do you hope to see IIANC accomplish in this upcoming year? What are your main goals?

JH: I want us to push the message of distracted driving. We need to continue to educate our clients, the public and politicians on the impact this is having in our country and our state. Public service announcements is one way we can do this, but we also have to change the laws in N.C. to help change the behaviors around distracted driving.



In addition to this lofty goal, we need to continue to accomplish our strategic plan of finding ways to be a better partner and resource for our member agencies. More than ever our members need resources and tools to fight the competition in our market.

CAJ: What do you see as your greatest challenge during your tenure as Chairman?

JH: I think the biggest challenge will be getting laws in N.C. changed to deal with distracted driving. Even though this sounds like something that should be easy to get done and everyone should understand the need for these changes, I think it is going to be an uphill battle.



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Aubie Knight is a great CEO, and the staff at the association is incredible. I just need to make sure we keep finding ways to get better and not mess up the wonderful groundwork that has been laid by those who served before me.

CAJ: How did you first get involved with IIANC?

JH: A friend of mine, Charlie Hoover, was working for IIANC at the time I got into the agency business. He called me up one day and said, “you need to be involved in the association,” and he was determined! I started by serving on a few committees and worked my way up to the Board of Directors. I have been involved for over 20 years now.

CAJ: How would you say being involved with IIANC has most affected your career?

JH: I have received more from being involved with IIANC than I’ve ever put into it. The relationships I have built, the knowledge I have gained, the access to resources and people that have come from my involvement with IIANC, has been incredible. It has made me better at what I do, but also thankful for what I have and the career I have been able to build.

CAJ: What advice would you give to someone wanting to become more active with the association? What do you feel are the benefits of association involvement?

JH: I would encourage anyone to jump right in, as you will be rewarded tremendously. I would suggest serving on a committee or talking with the association staff on other ways you can get involved. It is not something you can do passively, but if you are willing to work, it is very rewarding! The benefits are huge: the people you will meet, the knowledge you will earn and the resources you may not even know exist.



CAJ: If someone asked you why their agency should join IIANC, what would you say?

JH: If you are not a member then you are missing out! The small investment you make in IIANC membership will return to you many times over if you learn all that the association has to offer, and take advantage of it. You cannot become a member and just wait on it to come to you. But, if you will learn all the tools and resources you have access to as a member, you will quickly learn it is a tremendous deal.



“FUN FACTS” ABOUT JEFF:

Out of all of the food in the world... what would you have for your “last meal”?

I love to eat, so this is a tough one! Steak or fried chicken probably.

Do you have any pets?

We have two dogs: Lexi and Landon that are six years old

What book are you currently reading/or the last book that you read?

I just returned from vacation so I read a fun thriller by David Baldacci. Now that I am back at work though, I’m finishing up “The Five Temptations of a CEO” by Patrick Lencioni.

Who would you invite to a fantasy dinner?

Another tough one to answer, because there are so many! President Bush, the Pope, Jack Nicklaus, Joe Montana, Condoleezza Rice, Warren Buffet, Bill Gates are all some options.

What has been the best moment in your life?

There have been a few: My wedding, the birth of my two girls, the wedding of my oldest daughter, and the birth of my grandson.

What is most likely playing on the radio in your car?

Country music of some type

If you were stranded on an island, what three things would you wish to have with you?

I guess I have to leave out things like a boat, plane or phone that works. (I would also probably leave out my wife or family because I would not want them stranded and would want them to be safe!) So... I will go with plenty of water, plenty of food, and someone I like to keep me company.

What is your favorite spot to be in your spare time?

A sporting event, with my family on vacation, or at home with my wife