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**December 12, 2006**—The Alliance of Insurance Agents and Brokers is pleased to announce that David G. Nielson, CIC has been appointed as our new executive director.



A former Alliance Board of Directors president, Nielson left an indelible legacy with the association. During his term, Nielson worked to combat what he felt was an increasingly intrusive regulatory climate. Nielson and current Alliance Board of Directors president, Gary Jensen, led the charge against proposed Agent Broker Fiduciary Duty Regulations; helped establish a fully funded Alliance PAC; expanded local meeting programs; and streamlined communications by distributing news electronically.

“When the executive committee learned that David had successfully sold his agency and was available, we saw this as an opportunity to bring a powerful force back to the Alliance,” said Gary Jensen, president of the Alliance. “Bringing Nielson on board is tremendous for us because he not only understands our business, but most importantly he is dedicated to pushing the goals of our association forward. I feel that with Kevin Pedrotti working with our legislative efforts, Judy Olmstead as Director of Operations and now David as Executive Director we have amassed a sound, competent management team. It’s good to have him back.”

Nielson brings over a decade of experience as an agency owner, a strong management background and volumes of industry knowledge to his new position. As executive director, Nielson facilitates the board of directors, is expected to display vision, as well as the highest degree of professionalism and integrity.

“It’s a no brainer that we chose David as executive director,” said Joe Jimenez, vice president of the Alliance. “He worked to strengthen the association while he was president and I have no doubt that he will do the same as executive director. He is a proven leader and I expect great things from him.”

For 14 years Nielson owned successful NBI Insurance Services, which he sold this year. He watched his business struggle and then thrive in an ever changing California insurance market. He depended on help from the Alliance in those lean fledgling years in brokerage.

“[The NBI] office had two used desks, one free filing cabinet and a borrowed computer when we first opened,” said Nielson. “We celebrated selling our first policy by toasting a glass of water which is all we could afford...One of the best business decisions we made was to join the Alliance. The manuals and the convention proved invaluable to our business...Soon NBI grew to 28 offices and 150+ employees...I’m so glad to be back with the Alliance. The association has given me so much and I want to make sure that we can give agents and brokers the tools to realize success.”