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Marco Espinoza Presented with IIA of IL Agent of the Year Award

Springfield, IL. (October 2023) – The Independent Insurance Agents of Illinois (IIA of IL) presented Marco Espinoza of Pronto Insurance Services in Schaumburg, IL, with the IIA of IL Agent of the Year Award during the association’s annual convention in Peoria last week.

The Agent of the Year Award honors the outstanding performance and achievement of an individual who is a retail agent member of the IIA of IL. The nominee must be a licensed agent and contribute to their agency’s performance through production, use of technology, professional development, and civic responsibility.

Espinoza has made an incredible impact on his agency and community. As the only producer in the agency when he started four years ago, Espinoza had to produce new business and service existing clients, all while navigating the challenges brought on by the pandemic and transitioning to an agency management system. More recently, as the agency has expanded, he has developed the skill of training and onboarding new employees and is creating new ideas to promote the agency on social media. Espinoza has also worked to be more competitive by providing Spanish translation to the agency’s customers who need this service.

“I pushed myself to become a better leader,” said Espinoza. “It has been a rewarding experience to train our team and see them grow and stay in the agency.”

Espinoza’s focus moving forward will be expanding into additional states and setting up a call center in Mexico to help serve the agency’s large Hispanic client base.

The Independent Insurance Agents of Illinois (IIA of IL) is an association representing Trusted Choice® independent insurance agents throughout the state. IIA of IL membership is comprised of 1,000 insurance agencies representing 10,000 licensed independent agents engaged in all facets of the insurance industry, including property, casualty, life, and health. Its members offer customers a choice of policies from a variety of insurance companies. In addition to serving the professional needs of members, IIA of IL works for the betterment of the insurance industry through legislative and consumer awareness programs. For more information, visit www.iaofil.org.

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