

***The Jeffrey W. Grady Scholarship
By the
Florida Association of Insurance Agents***

DEDICATION

This scholarship is dedicated to the accomplishments of Jeff Grady. With twenty-two years of dedicated and exemplary service to the property and casualty insurance industry, Jeff Grady fostered greater innovation, competition, and professionalism both within and beyond Florida's borders.

JEFF GRADY's career with the Florida Association of Insurance Agents transformed an organization with a sizeable deficit into a highly successful 2,000-member, multimillion-dollar trade association.

JEFF GRADY moved the Florida Association of Insurance Agents into the electronic age with online products and services, the Florida Insurance Research Library, and numerous technology and social media tools and innovations.

DURING a TIME when many Big-I State Associations were ceasing to hold annual conventions, Jeff Grady grew the Florida Convention to be the most successful and the largest such event of its type in the United States.

JEFF GRADY created an Associate Membership category for the Florida Association of Insurance Agents, growing its reach and influence while serving both independent agents and other affinity organizations.

JEFF GRADY led a successful effort to partner with The National Alliance, further expanding the education programs offered by the Florida Association of Insurance Agents.

JEFF GRADY led the efforts to pass numerous insurance statutes beneficial to Floridians and independent insurance agents, including America's first online Continuing Education statute for insurance agents.

JEFF GRADY was instrumental in building Independent Market Solutions (IMS), a platform that facilitates relationships between agents and carriers by providing member agents access to markets.

JEFF GRADY established an Industry Relationship position at FAIA to foster better rapport between agents and company partners.

JEFF GRADY was the driving force behind purchasing and outfitting the first ever Trusted Choice RV, which served as the national example for providing catastrophe assistance to independent agents.

JEFF GRADY served on the Executive Council for the FSU College of Business' Center of Risk Management Education & Research, helping build greater knowledge and a brighter future for insurance students and thus a more competitive insurance environment both in Florida and beyond its borders.

It is Jeff Grady's commitment to the independent agents of the state of Florida, his willingness to challenge popular opinion, and his penchant for leadership that embody the principles of this scholarship.

The Florida Association of Insurance Agents