

GUEST SPEAKER

MARK CRITES

REAGAN CONSULTING

Mark Crites joined Reagan Consulting in 2017 and is a partner of the firm. Mark primarily works with clients on mergers & acquisitions, agency valuation, and strategic consulting projects.

Prior to joining Reagan, Mark spent two years at a private equity firm acquiring middle market companies in the business services, media & telecom, specialty distribution, manufacturing, and healthcare sectors. He was responsible for leading valuation exercises and executing due diligence processes. He also worked closely with management teams on strategic planning and value creation initiatives.

Mark began his career in investment banking focusing on sell-side M&A and capital raising transactions for middle market companies.

He is a Certified Valuation Analyst and a graduate of the University of Georgia Terry College of Business, where he received his B.B.A. in Finance and Risk Management & Insurance and currently maintains the Series 63, 79 and 82 FINRA.



GENERAL SESSION

THURSDAY 9AM-11AM
Grand Canyon 1-5

INDEPENDENT INSURANCE
AGENTS AND BROKERS OF ARIZONA



Presentations

FORCES SHAPING THE FUTURE OF INSURANCE DISTRIBUTION

9AM - 10AM

The insurance industry has evolved significantly over the last 15 years. Years leading up to the global pandemic felt like the Age of Prosperity. Now, are we in the Age of Anxiety? There are several forces at work in 2026. How will those new and old forces shape the future?

AGENCY PERPETUATION: BACK TO FUNDAMENTALS

10AM - 11AM

What does successful perpetuation look like in 2026? What has changed and how are firms adapting to new economic realities to maintain optionality in today's marketplace?