

WOMEN'S HISTORY MONTH SPOTLIGHT



Nicole Stevens
Senior Account Executive
Cross Insurance



How did you come to work at Cross?

My previous employer was a local newspaper and I had worked for many years with Mr. Cross and his management regarding their marketing efforts. When I was hired they were looking for someone with a proven sales ability. They knew if I could sell, they could teach me the insurance business.

What is your favorite thing about working in this industry?

My favorite thing about working in this industry is my ability to help protect an organization from loss. Although my title is Account Executive, I consider myself an extension to my clients risk management team.

What do you hope to accomplish professionally in 2022?

Like any year my goal is to grow my current client basis and seek educational opportunities. It is critical to stay up on new trends in our industry and how to best protect our clients.

What has been your biggest challenge professionally?

My greatest challenge professionally has been these recent few years, navigating clients through a pandemic while in the throes of a harden market.

What piece of advice would you give to other women in the industry?

Take initiative, exert confidence and do not let fear or others opinions get in your way.

People would be surprised to know... I live near Acadia National Park and enjoy hiking throughout the park. I will often get my best ideas on how to overcome a challenging work situation while enjoying a hike overlooking the Atlantic.

Did you have a female role model that inspires/inspired you in your career?

Melanie Campbell was the Vice President of Commercial lines that hired me. She worked with the Cross family for the extent of her career. She had the respect of the Cross family, insurance companies and all that reported to her. As a new producer and the only female producer I couldn't help be in awe of her and want to be like her. She provided me opportunities, challenges, and education to help position me for successes. I can attribute my success in this profession to her.