



BIG I NEBRASKA
SPRING SUMMIT

SPEAKER BIOGRAPHIES

Richard (Rick) Pitts - Esq., General Counsel

Richard S. Pitts is a private practice attorney in the insurance industry. Rick serves as Vice-President and General Counsel to Arlington/Roe & Co., Inc., an insurance brokerage and managing general agent headquartered in Indianapolis. Rick also serves as general counsel to the Independent Insurance Agents of Indiana, Inc., as well as its sister organization in Kentucky. Rick speaks annually at the “Roadshows” in Kentucky and Indiana’s Agency Compliance Seminars and presents various seminars on insurance and employment related matters. Pitts has also presented continuing education seminars to insurance professionals nationally through industry groups including the National Alliance for Insurance Education and Research.



Rick is a 1983 graduate of Wabash College and a 1986 graduate of Indiana University School of Law - Indianapolis. Pitts clerked for the Honorable Patrick D. Sullivan, a judge of the Indiana Court of Appeals in 1986-87. Rick is admitted to practice before Indiana state and federal courts, the United States Supreme Court and the United States Court of Appeals for the Seventh Circuit and is a member of local, state and national bar associations. Pitts has tried multiple cases and participated in over seventy appeals.

Pitts is the recipient of the “Excellence in Continuing Legal Education Award” from the Indiana Continuing Legal Education Forum (ICLEF), having served as a panelist and lecturer on a variety of continuing education subjects. Pitts has co-authored two articles appearing in the Indiana Law Review.



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Cheryl L. Koch, CPCU, CIC, ARM, AAI, AAI-M, API, AAM, AIM, AIS, ARP, AINS, ACSR, AFIS, MLIS

Cheryl Koch has been in the insurance industry for a very, very long time. Over the years, Cheryl has served in nearly every capacity in an Independent Agency, having been an Account Manager, Producer and Agency Owner. She now devotes her time to agency management consulting and training and speaking at industry functions throughout the country. She is the President and CEO of Agency Management Resource Group located in Lincoln, California. Cheryl consults on marketing and sales, sales management, agency operations, automation, and strategic planning. Cheryl is also a devotee of lifelong learning and has earned a number of insurance industry professional designations: CPCU (Chartered Property Casualty Underwriter), CIC (Certified Insurance Counselor), ARM (Associate in Risk Management), AAI and AAI-M (Accredited Adviser in Insurance and Management), API (Associate in Personal Insurance), AAM (Associate in Automation Management), AIM (Associate in Management), AIS (Associate in Insurance Services), ARP (Associate in Research and Planning), Associate in General Insurance (AINS), ACSR (Accredited Customer Service Representative), MLIS (Management Liability Insurance Specialist) and AFIS (Agribusiness and Farm Insurance Specialist). It is the last designation, AFIS, of which she is most proud, having created it along with the late Dr. Emmett J. Vaughan.



Cheryl has a Bachelor's degree in Economics from UCLA and an MBA from Sacramento State University, where she served as a faculty member in their Risk Management and Insurance program for many years. She has also served as President of the Sacramento Chapter of CPCU and was on the CPCU Society's Board of Governors for three years. Cheryl serves as a volunteer member of the Independent Insurance Agents and Brokers of America Virtual University "Ask An Expert" Committee.

When she's not busy with her insurance activities, Cheryl enjoys spending time at baseball games, and has been to nearly every major league ballpark. She is a lifelong Chicago Cubs fan, which should explain a lot about her.



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Casey Gibbs, PFMM

Casey Gibbs is the Underwriting Director for Farm Mutual Reinsurance with Grinnell Mutual Reinsurance Company. He and his team work with Mutual insurance companies across the US to secure reinsurance cover for their companies as well as provide resources to those companies to ensure those companies success. He has been invited to speak at several national and state insurance conventions on topics from reinsurance, agent relationships, underwriting and insurance industry best practices.



Casey has led his Reinsurance underwriting and marketing for the past 10 years. He has held several positions in the insurance industry: Agent, Commercial Underwriter, and marketing rep to name a few. He has been in the insurance industry for over 20 years. Casey has an undergraduate degree from Central College in biology and physical education and holds a master's degree from Indiana State University in Athletic Training. Prior to his insurance career he worked as an athletic trainer and then worked in his families Central Iowa John Deere Dealerships.

Casey and his family currently reside on a small farm in rural Grinnell, Iowa. His wife and daughter are elementary educators, and his son followed him into the insurance world and is an underwriter and field inspector for a mutual insurance company.