

Crop Pro Insurance Services, Inc.



Joe Young

President

Crop Pro Insurance Services
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FUNCTION AND SPECIALIZATION

Mr. Young is the President of Crop Pro Insurance Services (CPIS). He is responsible for leading all aspects of the insurance operations at CPIS, including the execution of all functional and strategic plans that guide the Company and day-to-day operations.

EDUCATION & RECOGNITION

- Executive MBA, University of Iowa, Iowa City, IA
- BA, Marketing, University of Southwestern Louisiana, LA

PROFESSIONAL EXPERIENCE AND BACKGROUND

Mr. Young is a veteran of the insurance business with over 29 years of experience in managing every level of insurance operations including Sales, Finance, Compliance, Business Operations, Marketing, Product Development, Claims, and Underwriting. With a results-driven focus, Mr. Young has led crop insurance sales at various organizations in excess of \$50 to \$500 million in premium.

Prior Experience

Prior to his time as President of Crop Pro Insurance Services, Mr. Young served as the President and CEO of AmTrust Agriculture Insurance Services, a division of AmTrust Financial. While there, he was responsible for the overall management and performance of the business, developing relationships with both internal and external strategic business partners, as well as leading the efforts to build a sustainable, growth company.

Prior to his role at AmTrust Ag, Mr. Young led insurance operations at The Climate Corporation as VP Insurance Operations, where he built a team of exceptional sales, operations, channel enablement, underwriting, and claims personnel. Under his direction, Atlantic Specialty Insurance Company (ASIC) and Climate Crop Insurance Agency (CCIA) experienced unprecedented growth while delivering exceptional customer service.

Mr. Young served as Vice President at John Deere Insurance Company (JDIC) prior to his time at The Climate Corporation, where he led a team that positioned JDIC as one of the leading AIPs in the industry. He has also held numerous executive roles during his career with Nationwide Insurance, one of the nation's leading insurers.

WORK SUMMARY

- 20 Years of Experience in Managing Every Level of Insurance Operations
- Led Crop Insurance Sales in Excess of \$500M in Premium at Various Organizations
- Former President of AmTrust Agriculture Insurance Services
- VP of Insurance Operations at The Climate Corporation
- VP at John Deere Insurance Company (JDIC)
- Positioned JDIC as one of the Leading AIPs in the Industry