

reviews, advice & information

KNOW YOUR LOCAL PROFESSIONALS

Volume 11 • Issue 9

iCare St. Lucie

Port St. Lucie East

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areCommunity
Magazine

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to Reduce
Stress
and
Anxiety**

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Abused
Prescription
Drugs**

cover story

GARY OWEN

**President of Owen
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CashApp and
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Your
Inner Lie
Detector**





GARY OWEN

President of Owen Insurance Group

Gary, please tell us a little bit about you and your family.

I am originally from western PA, and moved to the Treasure Coast in 1986. I have a 25-year-old daughter. My history includes being a warehouse worker, truck driver, law enforcement officer, retail & wholesale flooring business owner and licensed flooring contractor, and former Search & Rescue Mission Pilot with the US Air Force Auxiliary (Civil Air Patrol), Special Mission Pilot, Transport Pilot, Squadron & Group Commander, and Florida Wing Inspector General. I have been in the insurance industry now for 16 years. I am an Advanced Open Water Scuba Diver and a Private Pilot. I also run a whisky tasting club and I love to travel, I especially love travelling to Scotland.

What originally brought you to the Treasure Coast?

My parents moved to Florida when I graduated High School and I moved to Ohio to spend some time with my ailing grandparents. I moved here in 1986 when it was much quieter here on the Treasure Coast.

Tell us about your business and why you chose the insurance industry.

Well first, I chose the insurance industry because the construction trade in 2007-2008 bottomed out. I had to choose another career and a friend suggested I join him in the life

insurance industry, which is how I began my career in this field. I spent the first several years as a “captive” or “career” agent and then worked for a national Medicare insurance carrier as their Senior Director. I gained vast knowledge of the industry during my 7-year tenure there and then decided that being a national “independent” insurance agency was quite intriguing. I then started my Life, Health, & Medicare agency in 2008. There is quite an important need for an “Independent” insurance agency that works on behalf of their clients, and we do all the heavy lifting in trying to find our clients the most appropriate insurance policy that fits their unique and special needs. We act in a “fiduciary” manner and as a “guide” in representing our clients because it’s important to be transparent and educate consumers so they can make an important decision about their insurance planning needs. We have seen so many people get messed up with their Medicare insurance because they were pressured and/or enticed into a wrong plan that didn’t fit their specific needs and too many times, caused havoc for so many seniors. We want to be a valued resource and the Treasure Coasts’ local “hometown” agency.

What does Owen Insurance Group offer to our community.

We offer our professional services and guidance at NO CHARGE because the various carriers provide compensation

for enrolling clients. We believe in “EDUCATING” consumers because insurance planning is too important to not get right the first time.

I bring a wealth of experience and I am a “Certified Medicare Insurance Planner” (CMIP), Member of the National Association of Benefits & Insurance Professionals (NABIP), Member of National Association of Senior Advocates (NAOSA), and graduate of The American College, attaining the Life Underwriting Training Council Fellow (LUTCF) designation – which only 10% of insurance agents nationwide have attained.

Myself and Tom Bouvier (a local Field Manager) also have an informative weekly radio show called, “The Quality-of-Life Radio Show” that airs every Tuesday at 10:00 am – 10:30 am on WSTU 1450 AM, WPSL 1590 AM, and on FB Live. We provide valuable information about insurance planning and are always transparent while having fun on the air.

I also started a 501(c)(3), national non-profit organization in 2021, called MEDICARE JOURNEY. Consumers can go to www.MedicareJourney.org to get unbiased information and education about their Medicare planning needs. We do not promote one plan over another but “Educate” consumers about the choices they have, and we can provide assistance for them along the way. I am a national speaker on Medicare with the National Association of Benefits & Insurance Professionals (NABIP).

We also believe in giving back to the community. We support many local non-profit organizations and charities. We believe it’s important to make a difference in the lives of our Treasure Coast friends and families.

What are the future plans for Owen Insurance Group?

We are constantly growing which is attributed to “always doing the right thing”. We currently have nearly 500 agents throughout FL, GA, SC, NC, VA, LA, AL, AR, TN, and TX. We support our agents with 12 Field Managers and a Director of Sales. We are expanding in other states as well because of the vast need of incredible value and the professional services we provide.

When our prospects turn to clients, they become part of our close-knit family and we always take great care of our friends and family! We are looking at opening additional offices in Port St Lucie, southwest Florida, and possibly the Tampa area.

What is your philosophy on business and life?

My personal philosophy is to abide by the “Golden Rule”. There are a lot of bad actors and nefarious scam artists, so we want to treat all our customers like family. Not only is it important to be transparent and honest, but be fun, friendly, respectful, professional, and competent. We need to “listen” to our clients and their needs so we can provide the best service and the most appropriate insurance solutions.

My professional philosophy mirrors that of the USAF: Integrity first, Service, and Excellence. Our clients are always treated with respect and like family. I believe that when you take care of your clients, your clients will take care of you and will refer you because they like you, trust you, and appreciate our skill set and competence.

Please provide us with the best advice you have to offer people of our community.

Never trust those TV commercials that are trying to convince you to call that dreaded 800# trying to get you to enroll in a certain Medicare Advantage plan, promising you a plethora of “free” benefits. The call center agents have a job to do and that is simply to enroll every single client that calls into the call center – they are pressured to “close sales”. You should always seek out an “independent” local Florida agency that specializes in Life, Health, and/or Medicare insurance planning. You should conduct due diligence to ensure that the agent or agency you’re about to work with has appropriate tenure, experience, education, and competence. Don’t be afraid to ask how long the agent has been in business, how long selling Medicare, how many clients do they have, are they “captive” or “independent”, and do they offer both Medicare Advantage, Medicare Supplement, and Prescription Drug Plans. I always recommend to NOT TAKE THE ROAD ALONE! Insurance planning is complicated and complex, leave it to the pros to help you and be your guide!

For any questions about Insurance or to speak with an OIG independent agent, please call: 772.210.1020
website: www.oweninsurancegroup.com



NO BONES ABOUT IT! MY DAD CAN SAVE YOU MONEY ON MEDICARE AND HEALTH INSURANCE!

Call Owen Insurance now to schedule a
FREE consultation and learn more
about your Medicare coverage options.

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on the
Treasure
Coast

Torch
BBB
AWARDS
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2021 FINALIST

We may not offer every plan available in your area. Any information we provide is limited to those plans we do offer in your area. Please contact Medicare.gov or 1-800-MEDICARE to get information on all of your options.

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